

itain Designs to Secure Share of Vast Commerce

UABLE INFORMATION

nical "Made in Germany" Has Its rought From India and Can Be adily Manufactured in the Mother Land.

when the problem of supplanting arkets of the world is receiving so e following special despatch to the of Commerce is of especial in-

ence of business, loss of trade f international commercia by the war, are frequent and in-ea that we are on our beam-encs can be easily controverted by a s of the Commercial Intelligence d of Trade at 73 Basinghall street, or two ago a pamphlet was issued inviting inquiries from British traders as to how they might the existing state of war to cut rade and eventually supplant them. nterest in the movement is shown many hundreds of inquiries have ed. It is perhaps too early as yet ority as to the response which the list of articles as to which inreceived has met with, as the list he hands of the various chambers er the country for a day or two of the inquiries received in te alive to the possibilities of the tance, many manufacturers want e raw material which formerly ny can now he obtained, while to discover in what part has been hitherto trading, and in

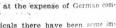
bly Cheap Articles.

n, the German has ousted the in markets by his ability to supand his system of long credits. In be mentioned that in an agrior instance, the German trader after a bad crcp year, for pay-ext crop," speculating on better the creditor a year or eighte his somewhat flimsy basis. And f the banks' action comes in. It t that our banks should contemndertake, this class of business; he it has been suggested in more hat a little more latitude should enuine trader.

to be borne in mind, and this is cess are not confined within the ion of hostilities. For instance, istralian representative of a Gervisit to Europe, with the object rincipals in Hamburg regarding it ine of their trading operations. war was declared, and the re-nad taken a return ticket from nan boat, found himself stranded the means of getting to his prin ally without occupation. Ques would do on his return to Ausclusion of the war, he said he business, but not, he added, emrman house.

t Entirely German. are many industries which, for er, have become almost ent in a few cases there is no reathese industries should not be profitably in this country. As ery required to produce various e toy trade, picture postcards, gs, etc., there are already many to what alterations or additions o bring existing plants in this

th those in Germany and Ausard of Trade, by issuing pamphquiries from the whole of the is doing an excellent work, and est brochure dealing with pumps nery, which was issued, only re-scise terms the position of the compared with that of other tes that in a great many direcopportunity for the country to



FOUR BIG BRITISH RECEIVED MANY LARGE DROERS INDUSTRIES HURT Orders For Army Rugs, Blankets and Winter Cloth ing Have Been Placed Among English Manu-facturers by the British Government and Are Well Distributed. Cotton, Coal, Iron and Steel and Wool Trades Main Sufferers

VOL. XXIX. No. 120

Through War

trades have fared :---

Cotton £ 5,839.981

Wool 2,136,029

 Machinery
 1,708,073

 Chemicals
 935,893

 Apparel
 1,084,965

680,475

The coal trade has lost ground in most European

COTTON SALES.

rd Brothers 100; A. L. Wolff 100. Total 1,100

(Special to The Journal of Commerce.) on, September 25.—In the heavy woollen nerous enquiries have been received as to the rict n ability of the trade to supply large quantities of rugs, blankets and winter clothing for the British forces. AUGUST EXPORTS DECREASE Office who interviewed many of the mill owners. Large shipments of heavy blankets intended for ne in New Ships Has Some Influence on the bituation, But Not Enough to Cause Worry— Weollen and Steel Exports Almost Halved. hipment to Australasia have been bought up but the rospective customers will probably suffer little in-

HEAVY WOOLEN DISTRET HAS

war-time, exports, the British industries which The actual buying power of this country although the actual buying power of this country although but one result in Canada, viz, a greater scarcity of meat than at present exists, even in a normal market. The actual buying power of this country although but one result in Canada, viz, a greater scarcity of meat than at present exists, even in a normal market. New York, September 25.—In certain lines of the tastile in Canada should not be alto and blankets for the whole of the allied forces. have suffered most severely are cotton, coal, iron, and wool. A decline of $\pounds 2,573,548$ is shown in new ips, but this would have appeared in any case, and ined by the fact that in August of last year is explained by the fact that in August of last year warship valued at £2,367,000 was delivered to a foreign Government. The output of new ships is go.irregular for comparisons of one month with mother to be of any value, and the ships item might

1.434.860

441,421 409,003

1,177,70 612,288

be deducted from the total decrease in exorts of British manufactures, which would reduce it to £13,250,000. The following table shows how Annual exports.

£4,629,959 2,110,052 1,822 615

OPENINGS FOR GLASS TRADE Large Exports of Germany and Austria to Dominions Except Canada and South Africa, of

by the tact that the question for light that the fill some outstanding contracts and these keep com-by one-third less than last year, while coal export-only one-third less than last year, while coal export-the sports of cotton goods Lancashire would ap-the sports bet helf its trade in the Far East, and cases of the far East. and cases of the far East, and cases of the far East. and cases of the far East and cases of the far East. and cases of the far East and cases of the far East. And cases of the

the exports of cotton goods Lancashire would appear to have lost half its trade in the Far East, and more half disease bottles, £969, glass manufactures unenummer are to have lost half its trade in the Far East, and consequently should receive immediate at. This condition of affairs is directly facturers of ready-to-wear garments are putting for-to the British dominions and India. In India. In India. In India. In India and lower prices are sure to the domestic manufacturers for further supplies of piece fail orders. These buyers have been practically have in every case except worsted tissues, where in the farm result holds a commanding lead over both of our competitors. In Arrentina and Canada, parti-the drop is about 20 per cent. in value only, with an every both of our competitors. In Arrentina and for ware transmitive in the result hores and over both of our competitors. In Arrentina and for supplice for future delivery. In the case of tons and tual increase in quantity. In the case of tops and mis Germany still figures for substantial amounts, the United States we have a fair share of the trade. are filling in on domestic. same defination of the subscription and the subscription of the trade. It is the subscription of the subsc the previous month. Exports of worsted tissues In Western Europe (Denmark, Netherlands, Bel-

gium, France, and Switzerland) Germany has a the United States have been maintained much etter than was to be expected (the value is £175,043, long lead, while the same is the case, generally speak-s compared with £197,982 in July), but in woollen ing, in South America. The present circumstances ues there is a big drop from £221,106 to £123,613). offer a very large number of opportunities for the

extension of British exports at the expense of Gernan and Austrian trade in many of these markets. New York, September 25 .- New York Cotton Exange Conference Committee has reported the fol-

WEATHER MAP.

Cotton belt .- Some heavy rains in the Carolinas, lowing sales of December at 9c, in this morning's cot-Cotton belt.—Some neavy rame in the Catolinan Later, word came that Kronzpring to the Ger-parts of Alabama and Georgia. Temperature 54 to 68. seen by British cruisers transferring coal to the Geran ballot. Robert Moore and Company 100; Thomp [an bailot. Robert moore and company low, Luomp-nen Towle and Company 100; Post and Flagg 100; Dick Brothers 100; Mohr Hanemann and Company 100; Starkey and Company 100; Weld and Company remperature 44 to 58. American Northwest-Partly cloudy, no moisture,

2000; Shearshon and Hamill and Company 100; Hub- Temperature 34 to 46. Canadian Northwest.-Clear, no moisture. Temperature 36 to 54.

"Lest We Forget"

WE need to be reminded quite as much as to be informed. Memory has been jocularly described as "the thing we forget with." Out of sight is apt to be out of mind.

An advertiser who relies on the memory of the public leans on a broken reed. The absence of its advertising from the newspapers has been the beginning of the end for many a firm. "The present suitor hath ever the advantage over the absent lover."

Fall and Winter Lines For Immediate Needs Receiving Attention But Spring Lines Disregarded

HOLDING UP WELL

THE JOURNAL OF COMMERCE, FRIDAY, SEPTEMBER 25, 1914

BUYING POWER IS

ATTITUDE IS CONSERVATIVE

Manufacturers of Ready-to-Wear Garments are Nov Looking to Domestic Mills to Fill Their Requirements as Imported Lines are Hard to Secure.

the allied forces. The Co-operative Wholesale Society of Manchester a athough the samples have been on the road for some time. This reflects the conservative attitude the the allied forces. The Co-operative Wholesale Society of Manchester a athough the samples have been on the road for some time. This reflects the conservative attitude the the conservative attitude the the farmers should devote their whole attention to the samples have been on the road for some time. This reflects the conservative attitude the the conservative attitude the the farmers should devote their whole attention to the samples have been on the road for some time. This reflects the conservative attitude the the farmers should devote their whole attention to the samples have been on the road for some the farmers should devote their whole attention to the samples have been on the road for some time. This reflects the conservative attitude the the farmers should devote their whole attention to the samples have been on the road for some the farmers should devote their whole attention to the samples have been on the road for some time. This reflects the conservative attitude the the farmers should devote their whole attention to the samples have been on the road for some the farmers should devote their whole attention to the samples have been on the road for some time. This reflects the conservative attitude the the samples have been on the road for some the farmers should devote their whole attention to the sample have been on the road for some the samples have been on the road for some time. This reflects the conservative attitude the the samples have been on the road for some the farmers should devote the samples have been on the road for some the farmers should devote the samples have been on the road for some the farmers should devote the samples have been on the road for some the farmers should devote the samples have been on the road for some the farmers should devote the samples have been on th The Co-operative Wholesale Society of Manchester is arranging to supply in large quantities, clothing for the army at the front. It is intended to distribute the orders among clothing manufacturers a consider-able portion of the order, so that full employment may be enjoyed as widely as possible. The order, it is expected, will provide employment the and the Jewish holidays have also served a great

deal tao curtain actual dealings. Sentiment in the trade seems to differ a very great deal regarding the shortage of dyestuffs some, having received at that port during the past week. They are inclined to believe that manufac-turers and converters will fave some trouble in holding goods at current levels, particularly when the calves to produce more cattle, while the others may new fall lines are being placed on the market. There

over both of our competitors. In Argentina and ters-up have failed to secure imported lines, they

INDIAN PRINCE CARRIED COFFEE FOR N.Y. New York, September 25,-This is the first definite word received from the Kronzprinz Wilhelm, which

has been reported recently as cruising in the lantic with coal for German cruisers. The Kronzprinz Wilhelm had sailed from New York, ostensibly for Bremen, on August 3rd. It was reported after her departure from New York that she had coal and supplies on board for the German cruisers which vere in, or near, American waters.

Later, word came that Kronzprinz Wilhelm had been man warship Karlsruhe in West India waters. The British ships attempted to give battle to the

converted cruiser, but she sped away, showing a clean pair of heels to the men-of-war. Gradually (Exclusive Leased Wire to The Journal of Commerce.) the whereabouts of the German ship developed into a sea mystery.

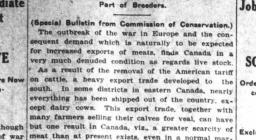
The Indian Prince sailed from Rio de Janeiro for turpentine being quoted around 46 cents with a small

THE FISH EATING CAMPAIGN.

The Canadian Fisherman would strongly urge all the following were the prices for rosin in yard: B. COPPER EXPORTS. the vrholesale handling Canadian fish to begin a \$3.90 to \$4.00; D. \$3.95 to \$4.00; E. \$3.95 to \$4.05; F. COPPER EXPORTS. The vrholesale handling canadian fish to begin a \$3.90 to \$4.00; D. \$3.95 to \$4.00; E. \$3.95 to \$4.05; F. COPPER EXPORTS. New York, September 25.—Copper exports for the store with the vrholesale handling wither. Conditions are right for \$4.05 asked; K. \$4.55 to \$4.65; M \$5.00 asked; N. \$6.25 week ending September 24th totalled 3.927 tons; since September 1st, 14.087. Year ago 20,819 tons. introducing fish as a cheap and palatable food for those who wish to keep down living expenses during Savannah, September 25.—Turpentine, nominal, 45½ these strenuous times.

Undoubtedly, the best publicity is from the 27,895. and they are consigned to the waste paper basket. \$6.25: W.W. \$6.35. As our fraternal journal, the Fishing Gazette, says London, September 25 .- Turpentine spirits 29s. 6d. its quotation to 6.25. editorially:

"Wholesale fish dealers cannot afford to advertise ers, who claim to be serving the people, who print all the news that's paid for, won't print anything about free fish or cheap fish because it's not news, for it has not been paid for. When it is too high the newspapers do it all right, but when it comes to telling the poor how to reduce the cost of living. The Textile Manufacturer's Paper 1.



GANADA IS DENUDED OF ALL LINES

Meat Industry of Canada Should Not be Allowe To Dwindle, But Production Should, and Can Be Increased With a Little Foresight on

LIVE STOCK FOR EXPORT

ing from war conditions in Europe. These two con-ditions should be an incentive to Canadian farmera.

make increased production easily possible.

YEARLY EARNINGS.

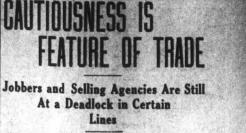
Central of Georgia-Year ended June 20th, 1914-Surplus after charges \$1,091,041; decrease \$132,421.

MARKET GENERALLY QUIET

Turpentine and Tar Quiet in New York and Savannah. -Business Routine and Manufacturing Slow For the Moment.

New York, September 25-The situation in the local market for naval stores shows little change,

The indian rince salied from kito de Janeiro for turpentine being quoted around is cents with a small Port of Spain and New York on August 25th. She inquiry noted in the trade. Tar is quiet at quotations was a vessel of 1,775 tons. She carried a cargo of \$4.60 for kiln burned and \$7.00 for retort. Pitch is steady at \$4.00, there being little inquiry for the 73% to 73% of 7% to 7%. article. Rosins are maintained at the basis of \$3.80 731/4 to 733% off 1/4 to 1/4. for common to good strained. Business is very rou-52% to 52%, up % to unchanged.



PAGE SEVEN

SCARCITY OF RAW IS OMINOUS

Orders Calling For Distant Deliveries Are That Ac-ceptable to Mill Agents and if Accepted, They Are at Advances. This is Due to the

Merchants are mainly concerned about future devel-

ditions should be an incentive to Cannon A little fore-to increase their live stock production. A little fore-have been made some time since, were it not for In cotton hosiery markets price revisions would the uncertainty surrounding supplies of dye-stuffs and the advancing costs of all dyes, whether of do-

mestic or foreign origin. The hosiery business in general is only fair at the

The jobbing trade appears to be operating restrictions due to adverse financial conditions. Their trade similarly with retailers is apparently not up to the average and stocks of goods are said in some inances to look large to holders.

The situation as to dye-stuffs show no material change. Efforts are being made by large hosiery mills to develop their own dyes so as not to be depen dent on the foreign goods, but necessarily this will take time and definite results cannot be looked for immediately.

CHICAGO MARKETS.

Oats: Dec. 49% to 49%, up 1/2 to unchanged; May,

SUGAR DECLINES.

Undoubtedly, the best publicity is from the 27,895. reading columns of the daily newspapers, but even when the matter is supplied to them, editors are prone to regard articles on fish as being unimportant end they are consistent to the daily newspapers, but even supplied to them, editors are prone to regard articles on fish as being unimportant E. F. G. H. I. \$355; K. \$4.15; M. \$4.50; N. \$6.00; W.G. and they are consistent to the daily newspapers, but even prome to regard articles on fish as being unimportant E. F. G. H. I. \$355; K. \$4.15; M. \$4.50; N. \$6.00; W.G. and they are consistent to the daily newspapers and the daily newspapers, but even to regard articles on fish as being unimportant to the daily newspapers and the daily newspapers, but even the daily news exception of Federal company, which has lowered

their cheap fish, and still the public-spirited publish-ers, who claim to be serving the people who print

THE FISH EATING CAMPAIGN. The Canadian Fisherman would strongly urge all The following were the prices for rosin in yard: B.

cents. No sales; receipts 192, shipments 8; stocks

E. S. BATES, Editor



, but these are withheld for the ce to say that the inquiries were ance until now solely manutac-he information sought concerned ufacture, how the article was burce of the raw material. As query, it may be said that it is ia and, further, that nine-tenths en exported to Germany. red a Monopoly.

lightest reason why the product England direct, and it seems re has been here a lackadaisical fact that Germany has taken the d a monopoly, for none of the nanufactured in Great Britain. ogether with those that a large re, and the raw material con the hope that those who have in making these inquiries will from Germany that section of are interested.

es summarize the aggregate of ro-Hungarian exports of chains, replaced by British goods of a). In the United Kingdom mar-1912): 'Anchors (ships' chains), ins and parts thereof, £4.600; n colonial and neutral markets. : Anchors (ships' anchors). ships' chains, etc., £4,100; cat-and parts thereof, £89,550, Aushains, £8,590; total. £102.590;

e of the German trade in tubes. cel fittings, which might be nufacturers, is summarized a nited Kingdom market. 1. 328 .. nd neutral markets, £ 2.050,900. 3,979,500.

A BUSINESS THAT HAS ACHIEVED ITS MAGNITUDE OR STRENGTH AS THE RESULT OF FAITHFUL ADVERTISING PLAYS ITSELF FALSE IF IT SUSPENDS OR CEASES ITS AD-VERTISING, ON THE GROUNDS OF ECONOMY. IT IS POOR BUSINESS VISION WHICH FAILS TO SEE THE PRINCIPAL FEEDER OF BUSI-NESS, AND FATAL JUDGMENT WHICH CUTS IT OFF OR INTERRUPTS ITS FLOW. ' ECONO-IES AY BE WARRANTED, BUT THEY HAD BETTER BE EFFECTED IN ANY OTHER DE-PARTMENT THAN IN THE SALES DEPART-MENT-THE DEPARTMENT OF REVENUE. ANY COURSE WHICH SHOVES YOUR CUSTOM-ER BACK FROM YOU OR HIDES YOU FROM YOUR CUSTOMER IS RUINOUS. THE MAN WITH THE MONEY NEEDS TO BE CONSTANTLY SOUGHT. ADVERTISING IS THE GREAT DIS-COVERER OF NEW CUSTOMERS, THE GREAT RETAINER OF OLD ONES.

If you forget the public, the public will forget you

ertise fish.

The Canadian Fisherman is willing to assist the fishing industry in a publicity compaign to promote the eating of more fish and less meat. We have sev-eral good ideas along this line and are at present developing some of them, but we would be glad to hear from members of the trade on the subject. Suggestions will be carefully considered and a plan evolved whereby we can start the ball rolling. United evolved whereby we can start the ball rolling. United effort can accompilish much and if we can get the trade together and work along some well defined plan there is not the least doubt but what we can boost the eating of more fish in Canada. By doing so, the whole industry will benefit, fishermen and distributors, and the general public will also share The Canadian Fisherman has no love for the Kai The Canadian Fisherman has no love for the Kai-ser, but we will give him credit for boosting the fish business of Germany. With his untiring en-ergy he popularized fish as a food, subsidized the German fisheries, and brought the fishing industry of his country to a very high standard—The Cana-dian Fisherman dian Fisherman.

LIVERPOOL WHEAT.



Lanadian The Only Canadian Publication Devoted Exclusively to the Textile Industry Each Issue Contains Manufacture of Textile Fabrics

Journa

Also Trade News Summaries and Comment on all Factors Affecting the Industry, as well as Special Reports on the Domestic and Foreign Primary Markets

Liverpool, September 25.— Wheat opened un-changed to off %d from Thursday. Oct. 8s 6%d: Dec., 8s 9%d. Corn opened unchanged to off 1d from Thursday. Sept. 6s 4%d; Oct. 5s 10d.

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