

GERMANY'S TRADE IS EATEN BY ALLIES

Britain Designs to Secure
Share of Vast
Commerce

AVAILABLE INFORMATION

Commercial "Made in Germany" Has Its
Fruit From India and Can Be
readily Manufactured in the
Mother Land.

When the problem of supplanting
markets of the world is receiving so
much of the following special despatch to the
Journal of Commerce is of especial in-
terest.

In the absence of business, loss of trade
of international commercial inter-
est, by the war, are frequent and in-
creasing that we are on our beam-ends
can be easily controverted by a
study of the Commercial Intelligence
Bureau of Trade at 73 Basinghall street,
New York. For two ago a pamphlet was issued
inviting inquiries from British
traders as to how they might
the existing state of war to cut
back and eventually supplant them.
interest in the movement is shown
many hundreds of inquiries have
been received. It is perhaps too early as yet
to say as to the response which has
been made. It is of interest that
list of articles as to which in-
quiries have been received has met with, as
the hands of the various chambers
of commerce for the country for a day or two
of the inquiries received indicates
that the possibilities of the
war, many manufacturers want
to know the raw material which formerly
was obtained from Germany, where
to discover in what particular
has been hitherto trading, and in
what quantities.

Cheap Articles.

In the German market has ousted the
British. His system of long credits, in-
creased, it is mentioned that in an agri-
cultural, for instance, the German trader
order under a bad crop year, for pay-
ment next crop," speculating on being
the creditor a year or eighteen
months somewhat flimsy basis. And
it is that the banks' action comes in. It
is that our banks should contin-
ually undertake, this class of business,
as it has been suggested in more
than a little more latitude should
be granted.

point in connection with the raid
to be borne in mind, and this is
the fact that it is not confined within
the limits of hostilities. For instance,
Australian representative of a German
visit to Europe, with the object
of principal in Hamburg regarding
the terms of their trading operations,
war was declared, and the result
led to a return ticket from
Hamburg, found himself stranded
by the means of getting to his pri-
vately without occupation. Que-
ry would do on his return to Aus-
tralia, but not, he added, em-
brace him.

entirely German.
In many industries which, for
example, have become almost entirely
in a few cases there is no rea-
son why these industries should not be
profitable in this country. As
a matter of fact, to produce various
toys, trade, picture postcards,
cups, etc., there are already many
to what attention is being paid
to bringing existing plants in this
country to those in Germany and Aus-
tralia.

ard of Trade, by issuing pamph-
lets from the whole of the
is doing an excellent work, and
best brochure dealing with pump-
ery, which was issued, only re-
cency terms" the position of the
compared with that of other
that in a great many direc-
opportunity for the country to
at the expense of German com-
munications there have been some
inquiries, but these are withheld for
the sake of saying that the inquiries were
answered until now solely manufac-
ture, information sought concern-
the source of the raw material. As
query, it may be said that it is
the fact, and further, that nine-tenths
of an exported to Germany.

ed a Monopoly.
Highest reason why the product
England direct, and it seems
has been here a lackadaisical
fact that Germany has taken the
of a monopoly, for none of the
manufactured in Great Britain
together with those that a large
are, and the raw material comes
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-
1913): Anchors (ships) chains,
ing, ships' chains, etc., £1,900;
ins and parts thereof, £4,600;
in colonial and neutral markets
: Anchors (ships' anchors),
ships' chains, etc., £4,100; cat-
and parts thereof, £2,550. Aus-
chains, £8,550; total, £102,580;

FOUR BIG BRITISH INDUSTRIES HURT

Cotton, Coal, Iron and Steel and
Wool Trades Main Sufferers
Through War

AUGUST EXPORTS DECREASE

Decline in New Ships Has Some Influence on
the Situation, But Not Enough to Cause Worry—
Woolen and Steel Exports Almost Halved.

In war-time, exports, the British industries which
have suffered most severely are cotton, coal, iron,
and wool. A decline of £2,572,548 is shown in new
ships, but this would have appeared in any case,
and is explained by the fact that in August of last year
a warship valued at £2,867,000 was delivered to a
foreign Government. The output of new ships is
irregular for comparisons of one month with
another, and of any value, and the ships item might
fairly be deducted from the total decrease in ex-
ports of British manufactures, which would reduce
it to £18,250,000. The following table shows how
other trades have fared:—

Annual exports.	Decrease.
Cotton £5,339,951	£4,629,929
Coal 2,122,329	2,110,082
Iron and steel 2,295,351	1,822,615
Wool 1,738,029	1,434,860
Machinery 1,708,072	1,177,701
Chemicals 935,893	612,233
Silk 1,084,966	441,421
Apparel 680,475	408,003

The coal trade has lost ground in most European
markets, allied and neutral as well as enemy, and
it has also suffered heavily in South America, where
exports to the Argentine Republic alone have fallen
in value from £244,077 to £81,108. That this is not
wholly due to absence of shipping facilities is shown
by the fact that the quantity of bunker coal supplied
for the use of steamers engaged in foreign trade is
only one-third less than last year, while coal export-
ed has been reduced one-half. From the returns of
the exports of cotton goods Lancashire would ap-
pear to have lost half its trade in the Far East, and
more than half elsewhere, a few British colonies ex-
cluded.

As regards wool, exports have been practically
halves in every case except worsted tissues, where
the drop is about 20 per cent. in value only, with an
actual increase in quantity. In the case of tops and
yarns Germany still figures for substantial amounts,
which will, of course, represent shipments made in
the first four days of the month and in the last week
of the previous month. Exports of worsted tissues
to the United States have been maintained much
better than was to be expected (the value is £176,043,
as compared with £197,982 in July), but in woolen
tissues there is a big drop from £221,106 to £123,613.

COTTON SALES.

New York, September 25.—New York Cotton Ex-
change Conference Committee has reported the fol-
lowing sales of December at 3c, in this morning's cot-
ton ballot. Robert Moore and Company 100; Thomp-
son Torie and Company 100; Frost and Flagg 100;
Dick Brothers 100; Mohr Haenemann and Company
100; Starkey and Company 100; Weld and Company
200; Shearson and Hamill and Company 100; Hub-
bard Brothers 100; A. L. Wolff 100. Total 1,100
bales.

WEATHER MAP.

Cotton belt.—Some heavy rains in the Carolinas,
parts of Alabama and Georgia. Temperature 64 to 68.
Corn belt.—Light rains in parts of Illinois and Ohio.
Temperature 44 to 58.
American Northwest.—Partly cloudy, no moisture.
Temperature 31 to 46.
Canadian Northwest.—Clear, no moisture. Tem-
perature 36 to 54.

HEAVY WOOLEN DISTRICT HAS RECEIVED MANY LARGE ORDERS

Orders For Army Rugs, Blankets and Winter Cloth-
ing Have Been Placed Among English Manu-
facturers by the British Government
and Are Well Distributed.

(Special to The Journal of Commerce.)
London, September 25.—In the heavy woolen dis-
trict numerous enquiries have been received as to the
ability of the trade to supply large quantities of rugs,
blankets and winter clothing for the British forces.
This has been followed by representatives of the War
Office who interviewed many of the mill owners.

Large shipments of heavy blankets intended for
shipment to Australia have been bought up but the
prospective customers will probably suffer little in-
convenience in consequence, as the goods were manu-
factured well in advance of period at which they
were to be dispatched and there is ample time left to
replace them. A number of orders are being placed
in the heavy woolen district and the Colne Valley
for army cloths, rugs and blankets for the whole of
the allied forces.

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.

OPENINGS FOR GLASS TRADE

Large Exports of Germany and Austria to Dominions
Except Canada and South Africa, of
Manufactured Ware.

A British Board of Trade bulletin on hollow glass-
ware (glass bottles, etc.), states that exports from
Germany in 1913 amounted to £2,690,200, and those
from Austria-Hungary in 1913 totalled £1,568,800. Ex-
actly corresponding figures for the United Kingdom
are not available, but according to the annual state-
ment of trade of the United Kingdom for 1913, the
following amounts were exported from this country:
Glass bottles, £906,800; glass manufactures unnum-
erated, £494,900; total, £1,401,700.

More than one-half of the British exports are sent
to the British dominions and India. In India and
Austria the competition of both Germany and Aus-
tria is keen, but in South Africa and Canada, parti-
cularly the latter, Britain holds a commanding lead
over both of our competitors. In Argentina and
the United States we have a fair share of the trade,
but in the principal foreign markets we have but
a small share.

BUYING POWER IS HOLDING UP WELL

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Needs Receiving Attention But
Spring Lines Disregarded

ATTITUDE IS CONSERVATIVE

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Looking to Domestic Mills to Fill Their Re-
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Sentiment in the trade seems to differ a very great
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THE FISH EATING CAMPAIGN.

The Canadian Fisherman would strongly urge all
the wholesale handling Canadian fish to begin a
campaign advertising the extensive use of fish as a
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introducing fish as a cheap and palatable food for
those who wish to keep down living expenses during
these strenuous times.

Undoubtedly, the best publicity is from the
reading columns of the daily newspapers, but, even
where the matter is supplied to them, editors are
prone to regard articles on fish as being unimportant
and they are assigned to the waste paper basket.
As our fraternal journal, The Fishing Gazette, says
editorially:

"Wholesale fish dealers cannot afford to advertise
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chief deterrent to the business situation in cotton
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trade factors were able to foretell the future price
of the raw material a liberal volume of orders would
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Mills are, however, so fearful of what may hap-
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"Lest We Forget"

**WE need to be reminded quite as
much as to be informed.
Memory has been jocularly de-
scribed 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."**

**A BUSINESS THAT HAS ACHIEVED ITS
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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-
MIES MAY BE WARRANTED, BUT THEY HAD
BETTER BE EFFECTED**