

# epared Still To Provide mers in United States

# PRICES EXPECTED

rs Across Line Could Increase Greatly Without the Necessity uiring New Capital.

r 24 .-- It is always the case that sters produce anomalies in the fi-ich is the present prosperity of paper business. ) In particular the s are more active than at any s and prospects are brighter for they have been for several years. per usually shows a decline of gust shipments as compared with he height of the vacation season emand for paper in August than month. Due to the war, how month made a 20 p.c. gain over e of 30 p.c. above normal.

in fact manufacturing some pa-en the war broke out. It was, to draw down its stock of paper 10 tons during August. as yet made any appreciable dif-

ount of paper coming into this da, which has for the last nine ag 1,000 to 1,100 tons daily into nd this rate of importations expressed that if England takes

of the 1,000 tons of Ca the United States daily there n to unwise expansion in the in this country, resulting in nen once the war is concluded. ttle present danger of such a s not withdrawn its paper sup-Further than that every ry. in the country could if occasi is output 15 p.c. with meaning these machines from other is country 75 p.c. independent of newsprint goes the greater wi shift from other grades. d can be varied as the laws of dictate.

akin to a mortaorium in the No contracts are expiring or will ree months to come. Because of to quote the market.

OOL CIRCULAR POSTPONED. mber 24,-The gold pool circular been issued Wednesday by the rd to the Clearing Houses in Re-Reserve cities, other than New poned because of a conference ative Henry, of Texas, who apard with a petition that the Gov ncy as direct loan to the th through the State and Na est not to exceed 3 per cent. and tton, to be valued at 10 cents a

FULL PRODUCTION.

er 24 .- Eureka Pipe Line guagers take the full production of West eginning Saturday. Last week ed its crude oil runs from 50 to owing the outbreak of the war 25 per cent.

# ISSIONERS IMPORTANT PROBLEM

re To-day Will Consider Among Complaints From Boards of Trade.

meeting of the Dominion Board oners is being held at the when not only will matters of en up, but the Board will be ates for various lines of goods

ern Canada which interest ship and Ontario. in a complaint of the Montreal onto Board of Trade, Hamilton ntarlo Wholesale Groc on of mixing privileges in con-s of groceries, dried fruits and s and Canada points to points in West-



Shows a Considerably Increase -Germans Secure Trade

# OPPORTUNITY FOR CANADIANS Manufacturers are Leaving No Stone Un-ted to Secure Foothold in Dyestuff Markets of World-Are Willing to Supply This

VOL. XXIX. No. 119

Dominion. government return has been issued showing the between Canada and the United Kingdom in

and pulp hoard, to English and Scottian buyers, ireland, italy, buxening, itelations, we have a set of the same countries as the same countries as we have and writing papers, which Canada exported . Barley—For the same countries as we define and writing papers, which canada exported ... Barley—For the same countries as we define and writing papers, which canada exported ... Barley—For the same countries as we define and writing papers, which canada exported ... Barley—For the same countries as we define and writing papers, which canada exported ... Barley—For the same countries as we define and writing papers, which canada exported ... Barley—For the same countries as we define and writing papers. 1911, 186,900 cwts. in 1910, and 326,146 cwts. (val-

ed at £161,793), in 1909. These figures show that the Germans have capd a large portion of the Canadian Gaue in Great is forecasted at 2,616,00 sin, along with the Scandinavians, and there is of the 1913 production. great chance now for manufacturers in the Domin-

es to regain what they have lost. The outlook as seards millboard, pulpwood board, and strawboard is ery cheery for Canada, but to retain trade and it, manufacturers must keep a very close ge on the market of the United Kingdom. In 1913 anada exported to the English and Scotch market canada exported to the English and Societ market 10546 cwts. (valued at £106,043), of mill, wood-solp and other boards, as against 217,771 cwts. in

Autoparts 2, 3, 350 tons, compared with even tons in 1910. Regarding the dyestuff industry, the Germans always taken the lead in the production of dvetuffs and colouring stuffs, for the paper trade and n this respect they have been difficult to beat. In and, however, the production of dyes, colours and o on is in the hands of very capable firms like Read,

liday and Sons, Limited, of Huddersfield, who folliday and sons, Limited, of Fuddersheld, who are leaving no stone unturned now that the British Navy has locked up the German coast and killed tonic shipping. The president of the Trade rd has also taken up the matter and he is con-

ng the best means of obtaining for the use of tish industry sufficient supplies of chemical proucts, dyestuffs, etc., largely imported from the counries we are at war with. Canadians, however, if in doubt, could not go bet ter than write Read Holliday and Sons, Limited, if

ocks are down. THE SAME AS IN 1907. Chicago, September 24 .--- Clearing House certifi

es outstanding here approximate \$14,000,000. bout the same as in 1907.

# Ottwa, September 24.--A cablegram received from he International Institute of Agriculture by the Canadian Commissioner, gives the following estimate of the cereal harvest of 1914:-of the cereal harvest of 1814:--Wheat-For the following countries the total pro-duction is estimated at 2,604,006,000 bushels, or 92,8 per cent. of last years production: Hungary, Bel-gium, Denmark, Spain, Great Britain and Ireland, Italy, Luxemburg, Netherlands, Russia-in-Europe, Switzerjand, Canada, United, States, India, Icana

Switzerland, Canada, United States, India, Japan, Algeria and Tunis. Rye-For the following countries the total pro-

A government return has been issued showing the Rye-For the following countries the total pro-duction is estimated at 1,488,000,000 bushels, or 98.1 per cent. of last years' production: Prussia, Hun-bil it shows that a considerable increase has been per cent. of last years' production: Prussia, Hun-per cent. of last years' production: Prussia, Hun-gary, Beigium, Denmark, Spain, Great Britain and red pulp board, to English and Socitish buyers; Ireland, Italy, Luxemburg, Netherlands, Russia-in-

DECREASED FROM LAST YEAR

Barley-For the same countires as wheat, but whether and writing papers, which called at £31,572), in omitting India, the production is forecasted at b the extent of 06.90 Cortan training 1918, 99,652 cwts. 071,000,000 bushels, or 90.9 per cent. of the 1913 roduction

Oats-For the same countries as in the case of These figures show that the Germania have cap- wheat, but omitting India and Japan, the production und a large portion of the Canadian trade in Great is forecasted at 2,616,000,000 bushels, or 87.7 per cent wheat, but omitting India and Japan, the production

NAVAL STORES UNSETTLED

ondon Market is Quiet and Manufacturers Are Indifferent-From Standpoint of Seller, New York is Less Favorable.

(Exclusive Leased Wire to The Journal of Commerce.)

cents. No sales. Receipts 385; shipments 1,318; Stocks 27,711. Rosin, nominal. No sales. Receipts bright. The fact of the German and Austrian com-553; shipments 451; stocks 112,236. Quote: A, B petition being cut off is bound to make a greater

553; shipments 451; stocks 112,236. Quote: A, B \$3.50; C. D, \$3.52½; E, F, G. H, I, \$3.55; K, \$4.15; M, \$4.50; N, \$5.00; W.G. \$6.25; W.W. \$6.35. New York, September 24.—The situation in the local market for naval stores is less favorable from the standpoint of the seller, there being an easier tone to spirits, reflecting the arrival of supplies from the South. On the spot, turpentine was quoted at 45½ cents to 46 cents with some sellers asking 47 cents. Business was quiet and uninteresting. Tar was re-peaetd at the basis of \$6.50 for kiln burned and 55

peactd at the basis of \$6.50 for kiln burned and 50 cents more for retort. Pitch was still quoted at \$4. cents more for retort. Pitch was still quoted at \$4. COTTON SELLERS.

New York, September 24 .- Sellers by to-day's coton balloting for straddle account were William R. Craig & Company, 100 bales. F. M. Weld & Company, 100 bales.

Both sales were made at 9.50 cents. This makes 7,000 bales thus far liquidated.

The mineral production of the United States now reaches \$2,500,000,000 annually.



re Not Quotably Changed, and No Indica are Present That Lower Prices Will be Seen-Woollen Goods Market Con-tinues to Improve.

(Exclusive Leased Wire to Journal of Commerce.) Boston, September 24.-The extreme activity in he wool market noticeable throughout the month of August has been succeeded by a temporary lull and the district appears to be somewhat quiet, though a satisfactory aggregate business is being accomplished from day to day. Sales for the week under review total 3,210,000 pounds. Prices are not quotably changed, nor is there any present indication that lower prices will be seen during the presen

The amount of wool still unsold is probably not in excess of forty to forty-five million pounds. The woollen goods market still continues to improve

and the outlook for a cood season's business is very promising. Duplicate orders are coming forward for neavy weights, while the business on novelties suitable for the cloak trade is especially brisk. Mills

Mr. Bonner is General Manager of Penman's Lim-ited, and takes a very optimistic view of the present There was considerable inquiry for prices on knitting yarns during the week from sweater manufac-turers, who wanted to get some idea as to what yarns were going to cost them for the next season. are not inclined to buy speculatively in London at yarns were going to cost them for the next season. Owing to the uncertainty of raw material, prices at this time some of the spinners who were ap-In tops there is a decent trad CANADIAN WOOLEN BUSINESS proached declined to make quotations.

A good allower of any several cents a pound under about the same as last week. In mohair and alpaca the prices they have been quoting recently. Were it there is no trade doing. At a meeting in Bradford Cutting Off of German and Austrian Competition not for the dye-stuffs situation tress orders would have been accepted. Spinners were not at all certain they could obtain a sufficient amount of dye-stuffs at prices that would make it possible to take the busi-on September 29 ought to be postponed for at least

the past few days put a quietus on knitting yarns mo" yarns, but in other sorts there is little doing.

## LIVERPOOL WHEAT.

Liverpool, September 24. When opened  $s_k$  to 1d two or three weeks. Short time is gradually growing up from Wednesday's close, Oct. 8s  $6\frac{1}{2}$ d, bec 8s  $9\frac{1}{2}$ d, less, and on a rough estimate the mills are working Corn up 1/2d, Oct. 5s 10d.

## REDUCTION IN IRON BARS.

hosiery continues, as it is likely to, the staff in the New York, September 24. Iron bars at Fittsburg hostery department will have to be increased. The have been reduced \$1 a ton, making the price \$1.15 of immediate improvement. It is rumored, however, based operation of the Penman mills will mean per 100 pounds. In the Chicago district the reducnosiery department will nave to be increased. The nave been reduced \$1 a ton, making the price \$1.15 that large contracts for Army cloths of different the circulation of a million dollars a year in wages tion is 50 cents a ton. Thus far no important steel including Japan. to Canadian employes. It will mean much more than products have been openly reduced since war startthat, as the finished product of a year's operation ed, although concessions are being made in most of these mills is worth \$4,500,000, and much of the lines

difference between that amount, and the payroll of Foundry coke is down 10 cents a ton in the last st.000,000 will be spent in Canada in the purchase of raw material, in factory supplies, in freight, cartage fered at \$1.60 per ton, a reduction of 5 cents a ton. barrel to 55 cents.



PAGE SEVEN

Government Orders Sweeping Bradford Market and Some Supplies from Manufacturers' Stocks

# KHAKI DEMAND HOLDS SWAY

ness is Unevenly Distributed-Firms Engaged on Special Orders are Busy but Those Depending on Home and Continental Trade are Very Slack.

The special representative of the Journal of Com merce, in a letter from Bradford dated September 14, covering the Bradford and provincial wool trade,

says the following: The volume of business has increased perceptibly during the past week and the tone seems to be more able for the cloak trade is especially DTISK. SHIDS in general are very well employed The women's wear market shows a decidedly greater volume of business, coatings in particular selling freely where received Government orders were able to execute a good part of them from stock, explains this, however. The bulk of the raw wool suitable for these special In tops there is a decent trade doing in quantities

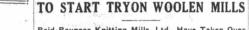
roached declined to make quotations. A good amount of business on knitting yarns was fored certain minutes superficient states and in the finer qualities dry combed tops are wanted for the hostery trade. Prices remain the prices they have set in the prices they have dealers would there is no trade doub, of a susception of Wool this morning of the British Association of Wool

Surves show an excellent increase in trade, which is<br/>mell worth conserving.were still quiet and unchanged, with manufacturers<br/>rather indifferent. Common to good strained is<br/>quoted at \$3.60. The following were the prices for<br/>tons compared with 42,398 tons, in 1912, and 33.65<br/>tons in 1911. The exports of the British mills to<br/>tons for 1911. The exports of the British mills to<br/>tons for 1911. The suppre-making materials, such as rags and<br/>materials, such in Botanies there is store a start of the demand ting purposes and some new outgings on on state roving, there was comparatively little business done in worsted knitting yarns. The warm weather of hair spinners are getting more particulars for "per-

Leeds reports that the khaki contracts and the production of goods for stock are keeping the machinery better occupied than it has been for the past on an average about four days a week. Business is Spot wheat opened steady unchanged to 1.45% c. unevenly distributed. The firms engaged on khaki, and a few makers of special lines, are busy, but those depending entirely on the home and Continental trade are, of course, very slack, with no

# ANNOUNCES REDUCTION IN CRUDE OIL.

New York, September 24 .-- Electra and Herietta



Reid-Raynoor Knitting Mills, Ltd., Have Taken Over Old Mills and Will Soon Operate Them-\$36,000 Capital.

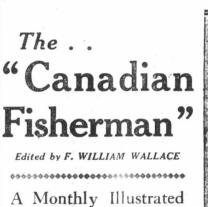
(Special Staff Correspondence.)

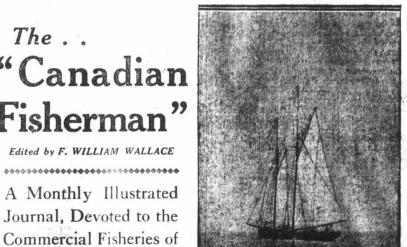
Charlottetown, P.E.I., September 24.-The old Try-on woollen mills are now being remodelled by a number of carpenters and the mills will soon be working in full blast as the "Reid-Raynor Knitting Mills. Ltd." which is the new title adopted by an organization to which letters patent have just been grant-ed by the Lieutenant-Governor-in-Council, for incorporation for the purpose of manufacturing, selling and dealing in unshrinkable knitted underwear, and all other kinds of knitted underwear, etc., and of car-rying on such other branches of business as the company may deem expedient. The capital with which the business has been floated is \$36,000 divided into 1,400 shares of \$25 each.

# TORONTO LIVE STOCK.

## (Special Staff Correspondence.)

Toronto, September 24 .- There are about 150 loads of northwest cattle arriving weekly on the Toron market and as they are coming in\* competition with the lower classes of butchers' cattle here, the prices for the inferior grades generally are weak and lower falling about 25 cents on the week; the better classbutchers' however, maintain a firm tone with sales during the week well over the \$9 market, and more wanted at that figure. The northwest cattle are selling up to about \$8 for the best. Lambs were firmer with the tops at \$7.87 per cwt. Sheep were firm and unchanged, the best light weight cashing around \$6. Hogs were unchanged to ten cents lower, and next week there will be another drop of 15 cents per cwt. Price for the coming market being \$9 fed and watered, and \$9.25 off cars. Receipts were 83 cars, 1,309 cattle, 2,373 sheep and lambs, 1,489 hogs, and 178 calves.





and other necessaries. 

THE JOURNAL OF COMMERCE, THURSDAY, SEPTEMBER 24, 1914

**Bright Outlook For Penman Mills** 

\*

ISAAC BONNER.

Will Mean Greater Demand for Staple Lines of

Penman's, Limited, Says General

situation for manufactured woollen goods.

TAKES OPTIMISTIC VIEW OF

this will be one of the first e Commission, and the hearing as many trades as well as railrepresented. The Montreal represented by Mr. W. S. Tilsd of Trade by Mr. T. Marshall. wholesale Grocers' Guild, the dquor Dealers' Association, the occers' Guild and the Hamilton other commercial bodies, will hile the Canadian Pacific Cana-and Trunk Pacific Railways will r solicitors.

commercial interests that the ed to be put into force by the pments by carload of groceries, ors from Quebec and Ontario stern Canada will make a sub-ates, which they decidedly ob-

1 bodies declare, is contrary to ailway Commission laid down western rates case on June 1st ion ordered that: "For a ission ordered that: "For a rom the date of this order no fect west of Port Arthur. Ont. out the approval of the Board." claimed, make such an increase, innercial interests ask that the ronounce upon them before the nce upon them before they effective.

SION TO CONSOLIDATE. nes will appear before Illinols er 13 for permission to comth the Lake Shore.

on development. I may not MAKE any money during the war---but by great economy in the conduct of my affairs I shall at least avoid LOSING any."

Keep Up

The Momentum

ONE of those pessimistic individuals

time depression was overheard to say:

business I shall cease spending money

who are going about talking war-

"Rather than lose money in my

### AND THEN HE MENTIONED ADVERTISING AS ONE OF THE THINGS HE WOULD DO WITH-OUT, UNTIL THE WAR IS OVER.

WITHOUT GOING INTO THE MERITS OF HIS GENERAL POLICY OF RETRENCHMENT, LET US SEE WHAT HAPPENS WHEN SUCH A MAN STOPS ADVERTISING.

ADVERTISING IS MOST EFFECTIVE WHEN CONTINUOUS. ITS MAIN PURPOSE IS TO SET UP A MOMENTUM OF REPUTATION, PRESTIGE, AND GOOD-WILL, THAT LATER ON CREATES SALES

SO, IF A MANUFACTURER FAILS TO KEEP UP HIS ADVERTISING TO-DAY-IF HE LETS THE MOMENTUM OF HIS BUSINESS CREATING CAMPAIGN CEASE - WHERE WILL HIS SALES BE THREE MONTHS OR A YEAR HENCE? WHAT OF HIS BUSINESS WHEN THE WAR IS OVER? WHAT WILL IT COST HIM TO SET THE WHEELS IN MOTION AGAIN?

IF WE BELIEVE, AND EXPERIENCE COM-PELS US TO BELIEVE, THAT ADVERTISING BUILDS REPUTATION, PRESTIGE, GOOD WILL - WHAT UTTER FOLLY TO STOP THE PROCESS OF THAT REPUTATION BUILDING, JUST BE-CAUSE THERE'S A WAR IN EUROPE?

#### TORONTO GRAIN TRADE (Special Staff Correspondence)

Toronto, September 24.—The demand for millfeeds continued to show considerable slackness to-day, and while this was not reflected by any decline in prices at many mills, the market was decidedly easier and wheat were steady at last night's advance of one cent, while Ontario wheat continued in poor demand. Inquiry for malting barley was more active than for some time past, but prices are still a little higher, and it is felt that a decline would be in order soon. Quotations:---Manitoba wheat, lake ports, old crop, No. 1 northern \$1.12; No. 2 northern oats, hay ports, old crop, No. 2 C. W. 69s; No. 3 C. W. 59c; new crop, No. 3 C. W. 53c, nominal. Ontario oats, new, out-side, 48c. Ontario wheat, car lots, \$1.08 to \$1.10, outaice sec. Ontaino wheel, car lots, stros to \$1.10 out-side, according to freights. American corn, fresh shelled, No. 2 yellow 88e, Toronto. Canadian corn 86% to 87c. Barley, good matting barley, outside, 85c to 69c. nominal. Manitoba briev 63c to 65c, lake ports. Rolled outs \$6.75 per barrel. Manitoba first The "Cornel 1:--- E:-hormon" Subscription Price, \$1.00 patents flour \$6.59: Ontario, 90 per cent. patents flour \$5 to \$5.20; millifeed, car lots, per ton, bran \$23 to \$25; shorts \$26 to \$27; middlings \$32 to \$26; good feed flour \$28 to \$30.

Canada, the Science of Fish Culture, and the Use and Value of Fish Products : : : : \*



A MODERN CANADIAN BANK FISHING VESSEL

The Only Magazine Representing This values in a few cases lower. bran, shorts and mid-dlings were all easy in tone. Good feed flour, on the other hand, was firm. Values of cash Manitoba An Annual Value Of \$35,000,000.00

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