

# CANADIAN Journal of Fabrics

THE JOURNAL OF THE Textile Trades of Canada.

Vol. XVIII.

TORONTO AND MONTREAL, JUNE, 1901.

No. 6

## Canadian Journal of Fabrics

A Journal devoted to Textile manufactures and the Dry Goods and kindred trades.

Subscription: Canada and United States, \$1.00 per year. Great Britain, 5 Advertising rates on application.

Offices 62 Church Street, Toronto, and the Fraser Building, Montreal.

E. H. BIGGAR { PUBLISHERS } R. H. SAMUEL

TRAVELLING REPRESENTATIVE: A. W. SMITH.

PHILADELPHIA AGENT: H. E. BURNETTE, Cor. Fourth and Locust Sts.

BOSTON AGENT: F. F. GRANT, 5 Gayland St., Roxbury.

Toronto Telephone, Main 1392 | Montreal Telephone, Main 2589

Business correspondence should be addressed to Montreal; but cuts, news items and editorial correspondence to Toronto; cuts from abroad should be sent by post wherever possible, not by express. Changes of advertisements should be in our hands not later than the 10th of each month to ensure insertion.

### THE CANADIAN TEXTILE DIRECTORY

A Handbook of all the Cotton, Woolen and other Textile manufactures of Canada, with lists of manufacturers' agents and the wholesale and retail dry goods and kindred trades of the Dominion; to which is appended a vast amount of valuable statistics relating to these trades Fourth edition. Price, \$3.00.

BIGGAR, SAMUEL & CO., Publishers,

### CONTENTS OF THIS NUMBER:

PAGE	PAGE
Among the Mills..... 179	Preferential Trade..... 163
Aniline Colors, New..... 169	Reputation in Textile Manufactures..... 162
Artificial Silk..... 175	School, New Bedford Textile..... 180
Candler & Co., John, Affairs of..... 174	Schools, Technical..... 161
Capital A-Trade the Lane..... 174	Shearing Machine..... 179
Carpet Trade in Canada..... 169	Shoddy Picker, Improved..... 169
Chemicals and Dyestuffs..... 182	Silk, Artificial..... 175
Chimney vs Fan..... 170	Textile Centres, Foreign..... 173
Coal Tar Color Trade..... 161	.. Design..... 170
Cotton Acreage and Condition..... 162	.. Exports of Gt. Britain to Canada..... 160
.. Trade of U. S..... 162	Textile Publications..... 182
Fabric Hems..... 178	Trade Press as an Advertising Medium..... 180
Humidity, Its Importance in Wool Manufactures..... 166	Trade with Newfoundland..... 164
Literary Notes..... 179	Wool Market..... 186
Metric System..... 181	Woolen Tariff..... 165
Picric Acid for Scalds and Burns..... 181	

### THE COAL-TAR COLOR TRADE.

There is money to be made in the manufacture of coal dyes as is proved by recent annual reports issued by German manufacturing firms, some of whom have declared dividends varying from 10 to 25 per cent. The Badische Anilin und Soda Fabrick of Ludwigshafen, has a dividend of 24 per cent.; the Farbwerke Vorm Meister, Lucius, und Bruing of Höchst-am-Main, one of 20 per cent., and the Farbenfabriken Vorm, Fr. Bayer & Co., of Elberfeld 18 per cent., while the well-known exporters, Cassella & Co., of Frankfort, and Kalle & Co. of Biebrich, and many others have dividends that cannot be called small. The "Textile Mercury," commenting on these figures, contrasts them with the earnings of similar firms in the old country, which find it as a rule difficult to pay any dividend at all, and seeks an explanation. The British goods are equal in every respect to the German manufactures,

and are produced at about the same total cost; for while British labor may be more costly yet the raw material can be bought cheaper. The market is at hand, and yet German and Swiss dyes are everywhere. The same conditions prevail in our colonies. The explanation is a simple one and yet fully in accord with progressive business methods. The German dye makers have pursued a policy of "specialties," and have aimed at bringing out new ideas from year to year and even from month to month. These specialties are protected by patent rights in every country where patent rights are granted, and of course the prices charged includes profit enough to account for the dividends alluded to. The British firms on the other hand content themselves with making dyes which are made by every other dye maker, and the trade is secured by reduction of prices, leaving room for little profit. While the Germans have gone ahead the British makers have pursued a stand still policy, and have in consequence taken a back place. And this they will have to do until they change their methods and adopt the plans of their competitors. The demand for coal tar dyes is enormous, and there is no reason why British companies worked on the German plan should not pay well.

### NOW IS THE TIME.

The technical schools specifically devoted to textiles, in Great Britain and Europe may be counted by the hundred, and the United States has several of these schools whose work is extending steadily and rapidly, and which by the way have attracted a number of Canadians who go abroad for this training because they cannot get it at home. Every large textile town in Great Britain has some kind of technical school designed to educate its youth along the lines of its industrial specialties. When will Canadian provincial governments and Canadian textile towns awake to the loss they are sustaining, prospectively and immediately, by their apathy or ignorance in this matter? We hope they will do so before their industries are crippled by the rising tide of foreign competition from textile centres which have long since realized that the only way to hold their trade is by the scientific training of their young people, neither neglecting the industrial nor the artistic side of the business. One of the best monuments a minister of education in the province of Ontario or Quebec could rear for himself would be the foundation of a textile institute, and it is a co-incidence that we have