

LOWER PROVINCE GYPSUM DEPOSITS HAVE BEEN LARGELY LYING DORMANT

Considering the Increasing Demands Everywhere for Manufactured Articles Into Which This Material Enters the Importance of the Deposits in That Section of the Dominion Can Hardly be Over-Estimated

By W. F. JENNISON, M.E., Truro, Nova Scotia. (Part I.)

In every province in the Dominion of Canada gypsum deposits of economic value are known to exist, but exclusive of the Maritime Provinces, and some comparatively small operations in the Provinces of Ontario and Manitoba very little has been done to exploit this valuable mineral.

product cannot reach the Atlantic seaboard in competition with the manufacturers there, using rock from the Maritime Provinces. For this reason the United States Gypsum Company a few years ago partitioned Washington for a duty of \$2.00 per ton on imported crude rock, which was strenuously opposed by J. B. King & Company and others who have interests in Nova Scotia and New Brunswick.

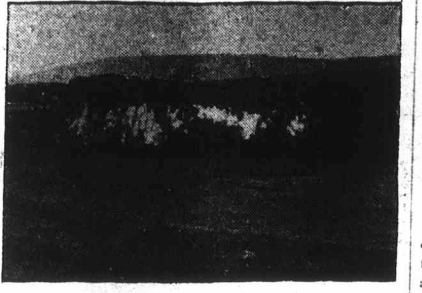
History of Operations. These gypsum deposits have been known since the early settlement of the country and for over 100 years have been operated to a greater or less extent. There seems, however, to be no authentic history of the operations previous to 1772, and from that date to 1823 there are no records available showing the extent of the business done.

Practically an Export Business. The gypsum trade of the Maritime Provinces is practically an export business, and almost all of our production goes to the United States in a crude condition, manufactured there into the different products and quite a considerable portion of it returning to this country.

cle, the greater is the pecuniary benefit received therefrom. This is particularly true of gypsum, and to illustrate it let me take as a basis 100,000 tons of crude rock, valued as above at \$110,000. In manufacturing this into calcined plaster there will be a loss of from 15 to 20 per cent, principally in water driven off. We will allow 20 per cent, which will give us 80,000 tons of calcined plaster for every 100,000 tons of crude rock treated.

Are We Giving Away Our Heritage. It was shown before the "Ways and Means Committee at Washington" in 1908, that the lowest price for which calcined plaster could be sold at the mills in New York was \$8.50 per ton, (as a matter of fact we know the market price of this product is much higher). Allowing the price to be \$8.50 per ton, then for every 100,000 tons manufactured we would have a value of \$850,000 instead of \$110,000.

On this basis, if the total exports from Nova Scotia



Undeveloped deposit of gypsum in Victoria County, N. S.

for 1912, which were 230,000 tons and valued at \$308,000, were manufactured here, the value would be \$1,456,000, or over four times what we did receive. Are we giving away our heritage? It seems at least that we are not getting full value for it. This is only the first stage of manufacture, when calcined plaster is manufactured beyond this point, as into plaster boards, partition blocks, crayons, etc., etc., the value increases materially.

It might be interesting to some to know that the gypsum products used in the construction of the Château Laurier at Ottawa were produced in the crude state at the most Eastern extremity of Canada, taken to the United States, manufactured there and railed back to Canada. Not only is this true of this particular building, but it is also true of many others.

DOMINION STEEL WORKING AT SIXTY P.C. CAPACITY

Business is Excellent.—Exports Are Heavy.—Tulco Plant Will be Operating by May.—Difficulties Regarding Foreign Shipping.

Mr. J. H. Plummer, president of the Dominion Steel Corporation, was in the city yesterday and when seen, reported that all departments of the corporation were actively employed. Sixty per cent of total capacity was the general rule, rather than the exception. Rail operations, however, were very dull. He was optimistic as to continuing operations on the same scale. The advance in the English steel market during the past week meant much to the corporation as with the exception of a quantity of steel for shell-making and other small business, the company's entire output was being shipped to firms in England and France.

The company, however, was considerably handicapped, he said, by the shortage of freights. Everything possible has been done to meet this situation, the company having secured ten lake freighters in addition to its own fleet of thirty vessels, but it was still difficult to secure sufficient space to transport materials to foreign ports. Prices asked for any space that was available are prohibitive, and this made it impossible to take on further export business at a paying figure.

Some time ago the Journal of Commerce reported the plans of the corporation for the manufacture of tulco-ase, the first lake paper to do so. In confirmation of this, Mr. Plummer said that the necessary machinery has been ordered and that the construction of the plant was being rushed as rapidly as possible.

It would cost in the neighborhood of \$100,000 and operations should commence about the first week in May.

Coal sales were not expected to equal those of last year. The demand for American rails had not effected the company as yet, as the buying had been confined to western lines, and it has been impossible to compete for these orders with the American companies and the Algoma Steel Company.

Mr. Plummer would not express an opinion as to when the Canadian demand might improve, but said there was plenty of export business on the company's books, and that it was believed operations on the present scale would be maintained for some months to come.

Mr. Plummer arrived here yesterday morning from New York, where he has been spending a good deal of time recently in connection with the corporation's export business.

U. S. RUBBER CO.'S FOOTWEAR SALES ARE 90 PER CENT. AHEAD OF LAST YEAR. New York, March 20.—The five-year cycle theory seems likely to work out this year in the case of the rubber boot and shoe sales of the United States Rubber Co. An exceptionally favorable winter for footwear consumption, and the lack of stocks in jobbers' and retailers' hands have been powerful factors in producing the present heavy volume of forward orders.

EPOCH OF EXPANSION FOR U.S. AND CANADA

(Continued from Page 1.)

States the closest possible financial and commercial relations with the consumers and importers of those foreign countries in which are to be found such food and raw materials as will be required in the future for the national and industrial upkeep of the Republic.

One of the chief advantages, from an American national standpoint, which is already resulting from the European War, lies in the fact that countries that have hitherto been financially independent of the United States are to-day anxious to do business with her bankers, because of the closing to the outside world of the coffers of Great Britain, France and other European lending nations.

Canada's imports from the United States last year exceeded her exports by over three hundred and fifteen million dollars, which amount was paid by Canada with the action of the British Government in placing an embargo upon all loans to foreign countries, including those to her own colonies, has placed Canada in a position in which it has become necessary for her to alter her methods of financing.

Canada's national resources are not as yet developed to an extent that will permit of her sending forth a volume of exports sufficiently large to take care of imports such as she has been accustomed to in the past. Indeed, without financial assistance from outside, it will be necessary for Canada to make a very material reduction in her imports in which case the United States exporters will lose an important and highly profitable portion of their business.

An inspection of Canadian bank statements, and Government returns of circulation and specie, will disclose the fact that gold holdings in Canada will not permit of the payment in cash for any considerable volume of imports without seriously impairing her capital reserves. This means that the imports must either be reduced or paid for in another way, viz., by borrowing from outside countries.

As the exporters of the United States unquestionably desire to retain and to expand their trade with Canada, and as the American bankers and financiers are amply able to finance that trade, it would seem to be in their own best interests to arrange for Canada such loans as she may require. Especially does this rule apply when the securities offered as collateral are the bonds of the Canadian Provincial Governments and municipalities, a class of securities that holds the remarkable record in the past of never having defaulted, either as to principal or interest.

The purchasing of these securities, or the advancing of money against them as collateral by American bankers, will create credits in the United States in favor of the Canadian Chartered Banks, in whose hands lies all the foreign exchange business of that country. In this way the Canadian Banks will be relieved of the burden of having to pay out specie in settlement of their clients' purchases, the Canadian imports being permitted to draw against the credits thus created in the United States when settling for their imports from the American manufacturers and producers.

The Countries of South America. Ever since the beginning of the present war, much has been heard in the United States of the desirability of catering for the trade of South America, which up to now has been very largely in the hands of three of the great belligerent countries of Europe.

In this connection the following figures will be found of interest: Total exports of the U. S. in 1902 \$1,393,231,000; Exports to Canada 1912 2,428,506,000; 1902 1,232,767,000; 1912 4,115,450,000; Total imports of the U. S. 1902 1,025,719,000; 1912 1,813,098,000; Imports from Canada 1902 54,781,000; 1912 120,571,000.

From the above it will be seen that, while the total exports of the United States in ten years increased 79 per cent, the exports to Canada increased almost 240 per cent. Similarly while the imports of the country grew by

about 80 per cent in the same period, those from Canada showed an increment of 125 per cent. A feature of these figures of great importance to the United States lies in the facts:—

The increase in exports to Canada far exceeded that of the imports from that country.

The exports to Canada are comprised very largely of manufactured goods of the cost of which the greater portion is labor, while those from Canada consist almost entirely of raw materials upon which but little labor has been expended.

In addition, moreover, to the fact that America's trade with Canada grew in a far greater ratio than with the rest of the world, a feature of large importance to the American nation is to be found in the circumstance that their exports to Canada are composed very largely of manufactured goods, of the cost of which the major portion is labor, while the imports from Canada consist almost entirely of raw products, upon which but very little labor has been expended.

Comparisons also of Canada's purchases with those made by other countries are not without interest:— In 1913 Canada bought . . . \$415,450,000; Great Britain bought . . . \$57,149,000; Germany bought . . . \$31,681,000; France bought . . . \$18,100,000.

Greater than those of Germany and France, and fast approaching the exports to Free Trade England—Canada bids fair in a few years to be the first customer of the United States.

In a nation's commercial and financial transactions, however, there are other considerations to be taken into account than those simply of dollars and cents. There is the human element, the moral and psychological aspect, and in these respects Canada is again in a position to stand the brunt of keen competition with other countries, especially so when seen from a purely American point of view.

Not only do American and Canadian belong largely to the same race, speak in most cases the same language, have the same habits and aspirations of life, are accustomed to eat similar food and to wear the same kind of clothes, but even in their sports and pastimes they have the same ideals of life. Their moral codes are practically the same. Divided only by an imaginary line—over 3,000 miles in length—trains and vessels are crossing and re-crossing from one country to the other every few minutes of the day and night. A whole army of American salesmen is constantly seeking orders in Canada, while Canadian buyers arrive daily in the great distributing cities of the United States.

The credit of the Canadian business man stands high with the American exporter and manufacturer, as the result of long years of close business-relationship. Canada's trade is one which carries with it to the United States all the advantages of domestic commerce, while from an international banking standpoint, it is as foreign as though conducted over long sea voyages.

The day is over when the progress of Canada is regarded with envious eyes in the United States. Apart from the friendly feeling that has for years been growing between the two nations, it is recognized by all astute business men that every increase made in Canada spells for the American exporter a corresponding growth in his sales—a fact that will be found to be fully established in the Government statistics of the two countries.

With a picture such as this before them, it would seem to be impossible that the great bankers of New York, Boston, Philadelphia, Chicago and other cities of the United States, would not realize the wisdom and necessity for rendering without hesitation whatever financial assistance of a legitimate nature that the people of Canada may require at the present time.

Relief trade is better. Collections in some parts of the country exhibit signs of improvement, but in the west and northwest payments are not satisfactory.

Dress fabrics, such as serge goods, are up twenty a yard, mainly because of a shortage in supplies and several kinds of groceries are higher, chiefly on account of the advanced traffic recently put in force. It is noted that bread in Winnipeg has advanced a cent a loaf.

Montreal expresses some uncertainty regarding the vessel tonnage to be available when navigation opens within the next five or six weeks. Bank clearings at sixteen cities for the week ending with Thursday last, aggregate \$121,709,000 a decrease of 3 per cent from last week, and of 1 per cent from this week last year.

Business failures for the week terminating with Thursday last number 57, which contrasts with 79 last week and 42 in the like week of last year.

COTTON MARKET HAS ADVANCED AND SHOWS RESERVATION

New York, March 20.—Contrary to expectations, cotton prices have advanced in the present week to new high prices of several months. With the embargo on India naturally expected that prices would advance, but instead they have held steady.

The real basis for the higher price is the betterment in general trade conditions resulting from the lifting of the embargo on the export of goods from India, which is effecting a heavy buying movement in the Liverpool exchange, which is the control of the cotton markets of the world. This advance in the Liverpool market is a sentimental effect in boosting prices on our markets.

Saskatchewan at the present time is largely ready for seeding this year's wheat, which will be devoted to wheat, 29 per cent, to barley, and 3 per cent to other crops.

THE HIDE MARKET IS CALM

New York, March 19.—There were no developments of any kind in the hide market. Tanners continued to hold their market for common dry hides, and sales reported. The ruling tone was one of reservation. Previous prices for wet and dry salted hides:

Table listing various hide market prices including items like Country slaughter, steers 60 or over, and various types of hides and skins.

Public Notice

Public notice is hereby given that the Companies' Act, letters patent 11,537, bearing date the twenty-third day of November 1903, in respect of the said Letters Patent, has expired.

CANADIAN TRADE OUTLOOK BRIGHTER IS TEXT OF BRADSTREET'S REPORT

New York, March 20.—Bradstreet's report of the outlook for Canadian trade is somewhat brighter. The usually mild weather in the northwest, leading to expectations of an early spring, has caused dealers to place orders, and elsewhere in the Dominion the situation has improved.

Retail trade is better. Collections in some parts of the country exhibit signs of improvement, but in the west and northwest payments are not satisfactory. Dress fabrics, such as serge goods, are up twenty a yard, mainly because of a shortage in supplies and several kinds of groceries are higher, chiefly on account of the advanced traffic recently put in force.

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BANK OF COMMERCE OPENS BRANCH. A branch of the Canadian Bank of Commerce has been opened at 60 Vaughan Road (near St. Clair Avenue), Toronto, under the management of Mr. John E. Ryerson. The branch will be styled "Wychwood."

KASTEL'S HOTEL STILL UNSOLD. Kastel's Hotel, Montreal, still remains unsold. It was offered at auction yesterday afternoon, and the bidding was started at \$10,000, but the upset price asked by the owner was not reached.

The original price of the whole property, furniture, fixtures, license, and so on, was \$100,000. The purchaser was to have the option of a five-year lease at \$10,000 for the first three years and \$12,000 for the remaining two years.



GYPSUM QUARRY AT WALTON, HANTS COUNTY, N. S.

quantity than those of any other known country, and so easily accessible that we should be able to compete in the world's market. Knowing this to be a fact, easily demonstrated, the question naturally arises, are we getting full advantage of Nature's gifts, or are we giving them away for a mess of pottage?

Let us compare some of the values received: Dr. Henry How in his mineralogy of Nova Scotia and subsequent notes, gives us the statistics of production and values for Hants, the chief producing county from 1833 to 1877 inclusive. During that period 2,263,589 tons were shipped, having a value of \$2,246,977, or an average value for the whole period of 75 cents per ton. Taking the period from 1869 to 1876 inclusive, we find that the shipments increased materially and the average value was \$1.00 per ton.

Plaster Mills Were Established. About this time some attempts were made to manufacture the crude rock, and plaster mills were established in different parts of the province, but the home consumption was very limited and the only market available was on the seaboard of the United States. This market, as soon as the trade in the manufactured article assumed any importance, was closed by a prohibitive tariff and all the mills with the exception of one mill at Hillsboro, New Brunswick, owned by Mr. Calvin Tompkins, of New York, ceased operations.

Large Deposits of Minerals. The United States has large deposits of this mineral but they are situated through the Middle and Western States. The largest manufacturers are the United States Gypsum Company, who control and operate a number of mills on the State of Michigan on the North, to California, on the South, but their

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