

# The Journal of Commerce

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MONTREAL, WEDNESDAY, FEBRUARY 3, 1915

THE BUSINESS MAN'S DAILY

ONE CENT

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**ANOTHER ADVANCE HAS BEEN MADE IN FLOUR AND ROLLED OATS**

Since August 1, the Net Rise in Spring Wheat Flour Has Been Exceedingly Heavy, as it Amounts to a Full \$2.30.

Due to the stirring action in the grain markets of this continent, wheat touched the highest point it has reached on this movement, yesterday. This has been reflected in the local flour market and the price has suffered a further advance of thirty cents per bag for spring wheat flour. This advance brings first spring wheat patents up to \$8.10, second to \$7.60 and strong bakers to \$7.40 per barrel. This last advance makes the total rise in flour for two days, a fifty cent one.

Since August 1, the net rise in spring wheat flour has been exceedingly heavy, as it amounts to a full \$2.30. Not alone, however, is spring wheat flour causing considerable excitement among dealers, but winter varieties have contributed to some extent and they are now very strong. Yesterday, these were advanced 40 to 50 cents per barrel. Sales of choice patents were made at \$8, and straight rollers at \$7.60 per barrel in wood and the latter in jute at \$3.65 to \$3.75 per bag.

The action of the grain market at Winnipeg has been almost as great as that of Chicago and yesterday the May option advanced 4 1/2 cents per bushel, which makes a net rise for two days, of 8 1/2 cents per bushel. Winnipeg was following Chicago very closely and although the foreign demand in the latter market was extremely heavy, the demand in Winnipeg was limited. Following the advance in Winnipeg oats, in the option market, rolled oats have seen a strong uplift in price and yesterday, prices were advanced 75 cents per barrel. This brings the active quotation to \$7.25 per barrel.

**BABY DROPPED FROM THREE STOREY WINDOW.**  
Bathurst, N.E., February 3.—Sensational scenes marked the burning of John F. Leger's Hotel at Bathurst Station early this morning.  
A baby was dropped from the third storey window to the men in the street and its life was saved.  
The hotel is a three and a half storey brick structure, was destroyed with practically all its contents. The loss is estimated at \$30,000. There is some insurance.

**SOUTH VANCOUVER REPAYS MUNICIPAL LOAN.**  
South Vancouver, B.C., February 3.—Repayment to the Provincial Government of the loan granted for relief purposes, together with the interest on the loan, was decided upon by the city of South Vancouver at a recent meeting of the municipal council.  
The finances of the city are now in better shape, since the new council took office, but there is little probability of the council being able to continue its financing relief work.

**ROLLS-ROYCE, LIMITED.**  
London, February 3.—Profits of the Rolls-Royce Limited, manufacturers of the Rolls-Royce Motor Car, decreased £14,300 in 1914, compared with the previous year.  
A dividend of 10 per cent, was recommended instead of the 20 per cent. in 1913.  
The loss in earnings and lower dividend rate was due entirely to the war.  
The situation caused by the war was saved to large extent by the acceptance of orders for ordnance, which while yielding little profit, kept the factories running and the men employed.  
The production of motor chassis has already recovered to half the maximum before attained.

## TRANSPORTS WILL BE MADE TARGETS

### Germans Now Decri Safe Transport of Huge British Forces

**CONTEMPLATE MORE BARBARISM**  
Allied Fleets Off the Dardanelles, In a Surprise Attack, Are Reported to Have Destroyed Four of the Forts There.

(Special Cable to The Journal of Commerce.)  
London, February 3.—Fighting has been resumed near Salsola, where the French are successfully repelling every attempt of the Germans to cross the Aisne and gain a footing on the southern bank.  
The fighting following a heavy exchange between the opposing artillery. Then the Germans launched an infantry attack on the French positions at St. Paul, the farm lands of which have been the scene of the severest kind of fighting since the French were pushed back from their advanced positions north of the Aisne. Under the French fire the German attack melted away.  
Again from the Lys to the sea there has been nothing but artillery duels for the last twenty-four hours.

The country is in no condition to permit infantry attacks on any considerable scale, but the big guns roar incessantly.  
About Arras there has been considerable rifle firing, but the men have remained in the trenches, neither side venturing to move out from its cover.  
Despite the deep snow in the Argonne, there is considerable activity being displayed in that region. Near Baginelle the Germans made another attack on the French works in that region, but without result.  
The Vosges are also deep in the snow, and the troops are fighting under the utmost difficulty.  
The cold and snow, however, have no terrors for the French Alpine troops, and they are playing a large part in the gains which the French are making in this region.

The latest French report records progress in the region of Burnhaupt le Bas, and the bombardment of Utholz.  
Northeast of Chalons, further progress has been made by the French. Following the occupation of a small forest northwest of Perthes les Hurles, the French succeeded in establishing themselves well toward the enemy's lines beyond the outskirts of the wood.  
The Italian government has sent a warning to all residents living in England to be prepared to answer a call to the colours.

The French Ministry of Marine announces that a German submarine unsuccessfully attacked the British hospital ship Asturias. The hospital ship was saved by the torpedo missing its mark.  
The British transports bearing troops to the Continent are to be made the target of German submarines and possibly air craft. An official report of the German naval department makes mention of the great numbers of British troops which have been transported safely, and adds significantly: "We shall use every method of war at our disposal against them."  
Despatches to the Daily Mail from Copenhagen declare that the German General Staff in Palestine, in charge of the Turkish operations there, reports that it is impossible to think of a serious invasion of Egypt, and it will be impossible to keep the Turkish forces on a war footing. These German officers are said to have advised that the campaign against Egypt be abandoned.

**AMERICAN TOBACCO CO.**  
New York, February 3.—The American Tobacco Company declared regular quarterly dividends of 5 per cent, on common stock and 1 1/2 per cent, on the preferred. Common dividend is payable March 1st to stock of record February 13th.  
The preferred dividend is payable April 1st to stock of record February 13th.  
At the meeting of directors a resolution was adopted stating that after February 23rd, the company will take up at par with interest to March 1st any scrip that holders may desire to present at Guaranty Trust Company.

**EMPEROR WILLIAM TO VIEW HIS DEMORALIZED BATTLESHIPS**  
Berlin, February 3.—(Via London).—The Emperor William will leave to-day for Wilhelmshaven, the second most important naval station in Germany, to inspect the warships stationed there. He will have an opportunity to look over the units of the squadron which participated in the North Sea battle, including the Seydlitz, which was squarely hit by one shell, and the Kolberg, which was struck by two.  
The Emperor, who already has visited both the west and east fronts, will complete his inspection of the Empire's armed forces by visiting the units of the newly organized armies, still garrisoned in Germany.

**SANER ATTITUDE TOWARD BUSINESS.**  
Chicago, February 3.—Frank A. Vanderlip, president of the National City Bank of New York, who has returned from a trip west with President Earling, of St. Paul, and Percy Rockefeller, reports a perceptible improvement in the general tone of business in the western states, due to the saner political temper of the country, and the growing belief that a friendlier and saner attitude is to be taken towards business.

## GERMANS LAUNCHED FIREBOATS—NO EXPLOSION OCCURRED

Paris, February 3.—The official communique says: "Germans launched fireboats on the River Encre, before Aveluy, north of Albert. These engines of destruction were stopped by us before any explosion occurred."  
"Our artillery has continued to secure excellent results in the Valley of the Aisne. We have advanced slightly, taking some prisoners and repulsing a counter-attack to the west of Hill No. 200, near Perthes."  
"In the Argonne a second German attack took place yesterday near Baginelle about 6 p.m. It was repulsed like that already reported in last night's official communique which took place at 3 p.m."

**FEELING IN STEEL TRADE THIS WEEK IS BETTER.**  
New York, February 3.—The Iron Age says: Since the steel companies were responsible for practically all of it, the January increase in pig iron production gives a measure of the gain in steel works output.  
Our statistics show a total make of 1,801,421 tons of pig iron last month, against 1,515,755 in December, a gain of 85,668 tons, or 5.7 per cent.  
Steel works furnished 1,115,944 tons in January, a gain of 81,000 tons, or about 8 per cent.  
Total number of furnaces in blast on February 1st was 149, against 146 on January 1st.  
Capacity of all furnaces in blast on February 1st was 56,270 tons a day, against 48,848 tons a day one month previous.  
The feeling in steel trade this week is better, and the larger companies look for further moderate increase in output in the next six weeks.

**ARMY MOVES AGAINST TAMPIO.**  
El Paso, Texas, February 3.—General Villa notified Constitutional Headquarters in Juarez that he had ordered his army to move at once against Tampico.  
**BURLINGTON'S NEW EQUIPMENT.**  
Chicago, February 3.—Burlington's new equipment inquiries represent \$1,000,000, including proposed expenditure for engines and cars. Unless the management considers bids low enough, however, it will not place orders at this time.

## Men in the Day's News

Mr. Justice R. A. E. Greenhalgh, who has just celebrated his fifty-fourth birthday, was born at Danville in this Province, educated at Danville Academy, Richmond and McGill University. Judge Greenhalgh was a prominent figure at the Bar, specializing with his brother, J. N., in criminal cases. He was appointed a Justice of the Peace in 1910. Judge Greenhalgh is a close personal friend of Sir Wilfrid Laurier.

Charles H. Sabin, the new head of the Guaranty Trust (the great Morgan trust company) has been a banker since his boyhood days. Even counting that early experience, his success in attaining to the head of one of the greatest trust companies in the world at the age of forty-seven is somewhat unusual. Young Sabin first came under the notice of the late J. P. Morgan, who was attracted to him because of his ability, which was only equalled by his innate modesty. It is said that his personality would have made him successful in any walk of life. He is probably the best liked man in Wall Street.

The Honorable A. C. Rutherford, former Premier of Alberta, was fifty-seven years of age yesterday. He was born at Osgoode, Ont., in 1858, educated at Metcalfe High School, Woodstock College, and McGill University. For some years he practiced law at Ottawa and then moved west to Strathcona, where he became a prominent figure in municipal and provincial affairs. He was Premier of the Province from 1905 to 1910, being succeeded as Premier in the latter year by the Honorable A. L. Sifton.

Mr. Noah A. Timmins, president of Hollinger, is a refutation of the old saying that "fighting never strikes twice in the same place." Mr. Timmins and his brother were two of the fortunate men in Cobalt, emerging from that camp with a tidy fortune which they later duplicated in Porcupine. The Timmins brothers were country merchants doing business in the Upper Ottawa Valley when Cobalt was first discovered. They were among the first to recognize the possibilities of the camp and staked their all on the venture. The Timmins, Dunlap and the McMartins invested heavily in La Rose and each reaped a fortune from that big producer. The same group then entered Porcupine and secured Hollinger, the biggest producer in that camp.

Mr. F. S. MacLennan, K.C., who it is reported will succeed to the vacancy on the local Superior Court Bench caused by the retirement of Sir Charles Peers Davidson, is a well known lawyer in this city. He was born at Lancaster, Ont., in 1860, educated at Westminster High School, Brantford Collegiate Institute, and McGill University. For the last four years he has been city solicitor of Westmount. Mr. MacLennan was formerly an officer in the Royal Scots and is a prominent member of the St. Andrew's Society and of the Caledonian Society. He is also a well known lecturer. Mr. MacLennan, as his name would suggest, is Scotch and a Presbyterian, but unlike many of the race is a Conservative instead of a Liberal.

Grand Duke Nicholas, who is in supreme command of the millions which Russia is pouring on to her western frontier, is an uncle of the Czar, but did not receive his appointment because of that relationship. The Grand Duke is every inch a soldier, and when it is remembered that he stands six feet six inches tall, he is "some" soldier. He was born in 1856, and as a young lad entered the Russian army. Under his direction the Russian cavalry became the best in Europe. He has in turn re-organized every branch of the service until to-day he has a fighting force but little inferior to that of the celebrated German war machine. In passing, it might be said that he did not take part in the Russo-Japanese war and it was largely as a result of his criticisms regarding the conduct of that war that he was given supreme command and the task of re-organizing the Russian forces.

## CANADIANS SHOULD BOOST THEIR GOODS

### Manufacturer Should Go to England With Credentials and Samples—Orders Would be Forthcoming

**ENLARGEMENT OF PLANTS**  
This Action is Profitable—If the Output Can Cope With Large Orders They Will be Placed—Follow Example of United States—Honesty is Only Policy—Quality Must be Good.

Is the Canadian manufacturer progressive and fully alive to the possibilities of this country and the wonderful opportunities it offers, especially in the way of exports? This question is an old one and one which has been quibbled over, pro and con, by writers for years. Nevertheless, at this most critical period in the history of the world, it is one of the greatest importance to this country. With the exception of a few isolated incidents, Canadian manufacturers and exporters, however, are not getting all the business they could and would get, if they only went after it. Deploable as it is, it is but too true.

Canadians seem to be well able to turn out goods of excellent quality, follow specifications and ship promptly, and satisfy buyers in every way. But all buyers do not know just what Canada can produce or what she does produce. It follows, therefore, that unless these buyers throughout the world are told of Canada and are given an opportunity to inspect her goods, few orders will be forthcoming.  
For instance, England, France and Russia have been buying heavily of war munitions, and although Canada has received her share, she has not received nearly as much as she would have, had she gone after it in a more thorough manner. Canada is given a very great preference by the British Government. The payment is prompt, being cash on approval and the banks, realizing this, are assisting manufacturers to their utmost.

Few Canadian firms have sent buyers and agents over to the Old Country to boost their particular lines. This is excusable by the fact that Canadian manufacturers' plants are not fully equipped to handle these orders. Steel plants discover the greatest difficulty, but in the re-organization of their plants, and the subsequent orders which they will receive, will doubly repay them for their trouble. This point is assured. As an instance of this, the Dominion Steel Corporation recently announced the building of a special structural steel mill to handle smaller varieties of war materials. The importance of these orders was fully realized by the Corporation. The Ross Rifle Company has announced the enlarging of their plant at Quebec. This move was necessary owing to the pressure of orders. Firms of this kind would not be throwing their money away. There is a greater motive behind all this. If they are able to handle the orders, they will have little difficulty in securing them.

The British Government has sent buyers to Canada to place orders, and these agents had been deluged with queries to supply this and that material, but they cannot act without the consent of the War Office. If the War Office knew of these queries, and were given the opportunity to inspect the samples, more orders would in all probability be placed.  
The Canadian manufacturer knows fairly well what is wanted. He should therefore go to England with his bank credentials and samples of his goods and make a big effort to bring these under the notice of the British authorities. There is little doubt that he would be able to secure the orders. His goods must be of the first quality—only this class of products is wanted and it must be able to stand the strain to which it is put. The honest producer is the one that meets with the greatest favor or even the smallest consideration of the buyers. Prices must also be reasonable.

Canadian plants are working to capacity on a great many lines, but it is certain that if the plants were double the size, the same conditions would prevail. As an instance of why the British would give Canada the preference on a great many lines over the United States, the blowing up of the bridge in the Maritime provinces might be taken as an example. All American made goods were being shipped to St. John and thence shipped to the British Isles. If these goods had been going to that point from Canada, possibility of mishap would have been lessened.  
In the United States, manufacturers are making tremendous profits through the war order source, by being able to turn out the necessary article. At first he was inclined to think that the War Office would take what he manufactured without question. Now, he realizes that he must follow the demands of the War Office and make what is wanted. This is being done and most large manufacturers in the States, making the necessary articles, are profiting thereby. The same conditions could prevail here to a much greater extent than at present.

## HON. MR. WHITE'S BUDGET SPEECH POSTPONED FOR AT LEAST WEEK

Ottawa, February 3.—The delivery of Hon. W. T. White's budget speech, which was set for Tuesday next, has been postponed for at least a week.  
It is understood that the schedules for new taxation prepared by the Minister have not met with the general approval of all the members of the Cabinet and that they are to be carefully revised before being submitted.  
It is stated that an ex-Minister of Finance, Sir George E. Foster, will look over them.  
The debate on the address has been curtailed to two speeches on either side by mutual agreement between the two parties.  
It is not stated what legislation or business will occupy the time of the house until the budget is brought down.  
Possibly a few more will be permitted to speak.

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**WANTED TO INTERRUPT ALLEGED STREAM OF WAR MUNITIONS**  
Vancouver, Maine, February 3.—Werner Van Horne, in telling his story of how he dynamited the Canadian Pacific Railway bridge, said the German government knew nothing of his plans, and that his act was prompted by his desire to interrupt the stream of war munitions that had passed over the bridge bound for England to be used by the Allies.  
"I did it myself," he said. "I am a German officer. I came here with the distinct purpose of wrecking the bridge."

**WILL DEMAND EXTRADITION.**  
Washington, February 3.—British Ambassador Spring-Rice announced he would file application with the State Department for the extradition to Canada of Werner Van Horne, under arrest at Vancouver, Maine, charged with dynamiting the St. Croix River bridges.  
**WILL RETURN NOBLE PEACE PRIZE.**  
Washington, February 3.—The House Committee on Labor has authorized the return to Theodore Roosevelt of the \$46,000 Noble Peace Prize with which he endowed the Foundation for the promotion of international peace by favorably reporting a bill which authorizes the dissolution of the Foundation.