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BETTER FEELING IN STEEL TRADE

Greater Activity In Canada Is Expected Soon.

SUMMARY FOR DOMINION.

Production of Pig Iron and Ferro-Alloys Increases.

OTTAWA, July 29.—(Dominion Bureau of Statistics).—The May production of pig iron and ferro-alloys in Canada showed an advance of more than 43 per cent. over the April output, production rising from 39,693 long tons in April to 57,035 tons in May. Basic iron output was nearly trebled, the total for this item being 44,092 tons compared with 15,971 tons in April. Of this amount, 43,972 tons was reported as made by firms for their own further use in processes of manufacture, only 30 tons being made for direct sale as such.

Foundry iron, which showed up so favorably in the March and April reports slumped in May to 9,915 tons, or less than half the amount produced in the preceding month when 22,929 tons was made. Of the May production, slightly more than half was made by firms for their own use, the amount credited to this item being 5,206 tons. The remainder, 4,709 tons, was made for sale. Malleable iron output was restored in May to 2,162 tons; none was produced in the preceding month.

FERRO-ALLOYS.

Ferro-alloys production rose slightly in May to 944 tons, from a total of 793 tons in April. The production as in April consisted entirely of ferro-silicon, in grades from 17 per cent. to 50 per cent. Electro Metals, Limited, Welland, make 50 per cent. ferro-silicon and two other firms, the Abrasive Company of Canada, Limited, Hamilton, and Canadian Carborundum Company, Limited, Niagara Falls, produce ferro-silicon as a by-product in the manufacture of abrasive. All three firms reported production in May.

Only five (5) blast furnaces were active at the end of May, leaving fifteen (15) idle, a net loss for the month of one furnace. Four furnaces were operating in Ontario at the close of the month; three at Sault Ste. Marie, and one at Hamilton. The Dominion Steel Corporation continued with one furnace in blast at Sydney, C. B.

The decline in iron production seems almost to have run its course, and the buyers' strike coincident with the decline must also soon come to an end. The restoration of national confidence in the possibilities of industrial progress will be marked by an expansion in construction that will almost immediately create a vigorous demand for products of the iron and steel industry.

STEEL INGOTS AND CASTINGS.

Nearly twice as much steel was made in May as during April; the tonnages of steel ingots and castings produced being reported as 52,001 long tons in May compared with 27,381 tons in the preceding month. Basic open hearth steel led the list, rising from 25,252 tons in April to 49,884 tons in May, the entire production in both months being made by producers for further use in their own plants.

A total of 132 tons of acid open hearth steel was also made during the month, but very little of this steel is made in Canada as the record for the year to date shows only 239 tons made in all during the five months' period. The production of steel castings remained practically the same, at 1,933 tons compared with 2,938 tons in the previous month. Of this amount, 1,738 tons was made from electric furnaces and 1,592 tons was produced for direct sale. Small quantities of basic and acid open hearth steel castings were made together with slightly more than one hundred tons of castings by the converter process.

LOOK FOR ACTIVITY.

Although it seems apparent that the bottom has been reached in the dull market which has existed now for so long, no definite trend upward can yet be discerned in buying movements. The stagnation in the iron and steel trade, to which reference was made in the text on pig iron and ferro-alloys production, is thought to be nearly passed, and greater activity may be looked for in the very near future. It has been pointed out that wholesale prices of several basic commodities in the United States increased 2½ per cent. during May, 1921, and that this advance marked the end of the steady decline in the prices of the commodities listed, from the peak of June, 1920, which represented a fall of more than 54 per cent.

"Dragging Bottom" is the title of the article in "The Iron Age" regarding May output of iron and steel in the United States, and the words seem to express the feeling generally held both in that country and in Canada that iron and steel production can decline no farther. The increase in Canadian steel production during the month indicates that conditions are rather more hopeful in this country, and it is believed that the demand for steel products will be augmented and that the output of iron and steel in Canada will continue to advance in the coming months.

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Ruggles To Manufacture Motor Trucks In London For the Foreign Trade

Local Plant To Become Headquarters of One of Largest Motor Industries In the Empire—Head of Firm Optimistic As To Trade Outlook.

F. W. Ruggles, of the Ruggles Motor Truck Company, in the only interview he has ever given to the press, points out that there is every reason to look forward to a prosperous future. Nothing but the lack of confidence can stand in the way of a bright future, he says. Commercial depressions are largely caused by the mental attitude of the people, and while business has not yet regained its former healthy tone it will not be long in completely recovering.

"I never talk to newspaper reporters, but I will break the rule this once," said Mr. Ruggles.

"Even though business generally has not yet recovered from the recent period of depression I am going ahead with my new plant at Saginaw, Michigan, where plans for the immediate future call for a mammoth truck building organization and an initial capitalization of $4,000,000.

"At Saginaw, Michigan, will be located the head office and manufacturing plant of what will shortly be a nation-wide truck building industry, with Ruggles sales and service stations established in every commercial and industrial center throughout the United States.

"I feel the present time is the best possible to create the foundation of an organization for the future years of business prosperity ahead of us.

"Although the general public are of the opinion that the lack of money is the cause of the present business stringency, the fact remains that under normal conditions only one-fifth of the business in United States and Canada is done on a cash basis and the other four-fifths of the enormous annual business turnover conducted by the farmers, merchants, manufacturers and others engaged in commercial pursuits in these two great countries, is carried on on a credit or paper basis.

"The actual cash has not left this country and nothing but lack of confidence stands in the way of a very bright future. Commercial depressions are largely caused by the mental attitude of the people.

"It is true that a buyers' strike is on and everybody seems to think that they have been hit by high prices and, like other movements of a national or international character, the people are carrying this nonbuying movement to the extreme.

BUSINESS ADJUSTMENT.

"However, with the return of confidence in the minds of the public business will react and adjust itself much more quickly than is now thought to be the case by many of us and long before many people realize that the worst is over.

"You ask me what I think of the future of Canada, and I must say that I am not sufficiently familiar with this country to permit of my making any positive statements.

"I am, however, of the opinion that the future success of this country lies in the rapid development of the vast, unpopulated areas of fertile land, which means the bringing to this country, under a well-directed and regulated immigration policy, the agriculturalists and those trained in agricultural work from European and other recently war-stricken countries, where the existing burden of taxation and many inequalities are now driving thousands of such people to thinking seriously of seeking new homes in a free and prosperous country like the Dominion of Canada, where there is plenty for everyone.

"With a steady inflow of agricultural producers and other workers coming into this country capital will quickly follow to develop the unlimited natural resources with which this country abounds.

"Manufacturers, bankers, farmers—practically everyone in the United States and Canada—appear to be waiting for foreign business to return to its wartime volume or the volume attained for the first 18 months following the war, before they can see good times ahead, while the large foreign bankers and big business houses are the authority for the statement that business will revive with them and credit will be granted for foreign business to their people when business has sufficiently revived on the North American continent.

"It would appear, therefore, that confidence and credit should be quickly established between the business peoples of different countries."

PAUL E. LETOURNEAU, secretary of the Foreign Bond Dealers' Association of Canada, Limited.

While the Canadian plant is in no way connected with the United States Company, of which Mr. Ruggles is the head, due to the fact that Mr. Ruggles operates both companies and that the London plant will build exactly the same standard products as that produced in Mr. Ruggles' United States plant, the combined production of these two industries will make possible the building of motor trucks at the lowest possible cost.

FOR FOREIGN TRADE.

The United States plant will build only for the domestic market in that country, while Mr. Ruggles' London plant will build motor trucks for the foreign field, as well as the truck business offering in the Dominion of Canada.

"It is my intention to manufacture and produce every truck part possible right here in the City of London. Each unit that enters into the construction of our truck can be made at just as low a cost in London as in any city in the United States, providing that we can get volume large enough to afford the supervision necessary to turn out high-grade motors, transmissions, axles, etc., economically.

"Perhaps I might be permitted to refer to some erroneous reports that have been published with regard to my personal connection with the London plant and distinctly state that my entire attention cannot be given exclusively to the Canadian organization.

"However, I will watch the progress of the London business and supervise the management of the London enterprise just as closely as I will that of the large plant at Saginaw, Michigan, which is now under construction, and I will spend a large part of my time building up this organization, as my idea of the future of the truck business of this country and other British possessions is such that will merit a great amount of my attention in the future.

"The London plant is but the beginning of what I believe will in the near future prove to be the headquarters of one of the largest truck building industries in the British Empore.

"We will endeavor to establish Ruggles sales and service stations in every commercial and industrial center. In fact at every point throughout the entire world at which motor truck transportation can be carried on to advantage." bear in mind that we will open to her a market and the resources of some 8,000,000 people, whilst we in turn shall get access in like manner to her market of 38,000,000 people.

SEEK TRADE IN FRANCE.

"When the time has come—and it cannot much be delayed now, as the reaction in business calls for an effective and determined effort towards exportation—when the day selected by the Government and the Canadian producers and manufacturers has dawned, then we shall gather our exhibits, a splendid display of the whole scale of our natural productions, and fabricated goods and a marvelous selection of films showing the incomparable resources and beauties of our land. We shall then turn to France for transportation of our own exhibits both ways across the water, for their warehousing in a convenient port; for the full complement of cars, with crew and equipment for our own sample train, for its circulation throughout the French Republic; for the series of theaters required for our moving picture displays; and, finally, for the use of one of the most beautiful and suitable buildings in Paris for a fixed exposition during six months, wherein not only the population of the French metropolis, but also the traveling public, which there congregates from the four corners of the earth, can see and appreciate Canada's real present value as a producer not only of raw materials, but of highly finished merchandise—where they can somewhat realize its great possibilities in the future as a factor in the trade of the world, where they can, upon the screen, admire a variety and beauty and a grandeur of nature unsurpassed the world over. All these facilities and advantages will be granted to us on the full basis of reciprocal gratuity to which the French Government has readily agreed. The Canadian sample train will bring our goods practically to the doorstep of every Frenchman. It will advertise them to the entire population in a rapid, economical and striking manner. The fixed exhibition will allow our exporters the time and means of laying out their organization to capture their fair share of the French market.

"Do not forget that France is easily our third best customer, notwithstanding the fact that our goods are practically unknown to the average Frenchman. Better commercial intercourse will help to preserve the relationship of respect, esteem and sincere sympathy which unites both countries, and thereby will contribute very usefully to fortify the bond of friendship between the two great allies, Great Britain and France."

Special Train Will Exhibit French Products In Canada

"Exhibition On Wheels" To Tour Western Ontario Cities Some Time Next Month.

An exhibition on wheels, carrying all manner of French products, will tour Canadian cities next month, manned by a personnel traveling with the train, and each one of eight coaches presenting some special products of France, prepared and exhibited under the patronage of distinguished personalities. Goods and fittings for the train are expected to arrive in Montreal in time to start the exhibition on its circuit at the middle or end of August.

A tentative itinerary has been arranged covering the following cities and towns: Montreal, Joliette, Shawinigan, Three Rivers, Quebec, Sherbrooke, St. Hyacinthe, Thetford, St. Johns, Valleyfield, Ottawa, Brockville, Kingston, Belleville, Peterboro, Toronto, Niagara Falls, St. Catharines, Hamilton, Brantford, Woodstock, London, Windsor, Chatham, Stratford, Kitchener, Galt, Guelph, North Bay, Sudbury, Soo, Port Arthur Fort William, Winnipeg, Saskatoon, Edmonton, Banff, Kamloops, Vancouver, Victoria, Calgary, Lethbridge, Medicine Hat, Swift Current, Moosejaw, Regina, Brandon, Winnipeg, Cochrane, Cobalt, Ottawa, Montreal.

Concurrently with each stoppage in suitable theaters, moving pictures will display special goods and striking industrial processes, and especially the natural beauties of the land of the lilies and its treasures of art and historical landmarks. The circuit contemplated will cover over 8,000 miles, and extend over a period of more than two months.

Upon its completion the exhibits will be placed in the beautiful museum hall of the school for high commercial education, in the City of Montreal, and remain there upon a fixed exhibition for another six months, in order that the exhibitors after such a rapid journey through the land may have an opportunity to establish agencies, tie up solid commercial relations, and form the nucleus of a clientele which it is hoped will grow in time. This, it is confidently hoped, will be a magnificent demonstration of the revival of the industrial life of France. It comes to us with the full indorsation of the French Government and the prestige of the men of very high repute who have undertaken its organization, and who, for a score of years as Le Comite Francais des Expositions, have assured the success of every large international exposition by France.

In this country, seeing to the carrying out of the sample train idea in Canada will be assumed by the following gentlemen: Right Hon. Sir George Foster, minister of trade and commerce; Right Hon. C. J. Doherty, minister of justice; Hon. P. E. Blondin, postmaster-general; Hon. R. Dandurand, senator, president Le Comite France-Amerique; Hon. Smeaton White, senator, representing the Canadian press; Mr. W. H. Beauclerk, president Transcanada Theaters; Mr. Joseph Quintal, president L'Ecole des Hautes Etudes Commerciales. To the above gentlemen will be added one representative of each of the three big railways of Canada and Senator Beaubien.

WIDE RANGE OF PRODUCTS.

The first car will be entitled "La Pensee Française," the French thought, comprising literature, science and arts, Commerce and Tourism," including transportation by land, sea and air. The second will be called "Industry, and civil and mechanical engineering. The third will be entitled "Fashion, Tissues and Laces, etc." Others will display products of the leather industries, chemical products, scientific instruments, products of agriculture and horticulture and jewelry.

Senator C. P. Beaubein, announcing the plans for the tour, in a speech in the Senate said:

"Better perhaps than any other two countries in the world, Canada and France can exchange their products without fear of importing competition either way. If in the carrying out of this idea we greatly help the French republic to advertise and sell her goods in Canada and popularize her land as an ideal country for travel, please

WELL-EQUIPPED MACHINE SHOP

Bexton and Carson Win Increasing Patronage Here.

EXPERTS OF EXPERIENCE.

Handle Repairs On 60 Kinds of Printing Presses.

With one of the best equipped and up-to-the-minute machine shops in the city, Bexton & Carson, at the rear of the Robinson Hall Chambers on Dundas street, near the corner of Ridout street, are in a position to handle all kinds of machine repair work. The firm since its inception some seven years ago has made great strides and is now located in commodious quarters.

The two partners, Samuel Bexton and James Carson, started business in a small way on Richmond street at the rear of The Free Press office some seven years ago. The service which they were able to give to their customers brought them more and more work until the quarters became too small, when they moved about two years and a half ago to the building which they now occupy.

As Mr. Bexton put it, the firm could do repairs on any kind of machinery from a sewing machine to a locomotive. In addition to machinery repairs the firm are also expert jig and tool makers. They do a large amount of automobile repair work, but do not specialize in this work, preferring to do general expert machine repairing.

PRINTING PRESS EXPERT.

Both Mr. Carson and Mr. Bexton are expert machinists, having been engaged in the business for upwards of 30 years. The latter is an expert on printing presses and for a number of years has done practically all the repair work to the various presses of the job offices in the city. He stated that he makes the repairs on about 60 presses of various sizes and types used in the local printing plants.

In addition to this the partners do all the repair work on the machinery of several local manufacturing plants, including the Beck Manufacturing Company and the Hall-Dent Company, of Canada, Limited.

The firm have five experienced mechanics in their shops and are in a position to make new parts of all kinds for any job on which they are working. Three lathes of various sizes are in operation and a fourth lathe is awaiting erection. In addition there is a power drill, a shaper, a large planer, a power-saw and other lesser machinery for doing operations on broken machine parts.

MOTOR CAR REPAIR WORK.

The automobile repair end of the business is under the charge of Mr. Carson and there is no job that cannot be handled in the plant. The firm carries a fine supply of spare parts and is able to reproduce parts which are not obtainable in the city or which are no longer in stock, as is the case with some automobiles which are no longer being manufactured.

Practically as much of the work which the firm gets to do is outside the plant as in. Repairs are made to the stationary machinery in many plants where it would not be possible to move it except at great expense and loss of time.

Mr. Bexton states that one of the reasons why he believes they have been so successful in their business is that they have always made their charges for their work reasonable. Jobs are rushed as far as is permissible to the turning out of good work, and charges are only made for the actual labor and materials expended thereon.

BYNG JOINS G.W.V.A.

OTTAWA, July 29.—Gen. Sir Julien Byng, governor-general of Canada, is now an honorary member of the G.W.V.A. C. G. MacNeil, Dominion secretary, received a personal cablegram from Baron Byng to-day, accepting the membership.

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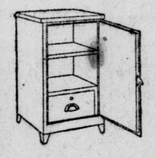
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