

COMMERCIAL

DEVELOPMENT

INDUSTRIAL

BRITISH INDUSTRIAL OUTLOOK OPTIMISTIC

Very Few Expected There Would be so Little Actual Distress After Three Months' War

BRITAIN WAS PROSPEROUS

British Industry is Not Profiting Very Greatly, However, by the Attempts to Seize Germany's Trade—Chemical Factories are Thriving—Capital Accumulating.

(Special Correspondent W. E. Dowding.) London, November 24.—In the circumstances, there is room for abundant optimism with respect to the immediate and future conditions of British industry. It is impossible, however, to put one's finger on any particular cause which can be said to account for this agreeable state of affairs. The bare statistics of unemployment are a little misleading unless it is affected by the extension of the short-time system. The cotton trade reports that fewer looms are stopped, but at the same time the report shows an increase in the number of looms working on short time. This illustrates the difficulty of which the published statistics take no account. It also illustrates how carefully this question of unemployment is being dealt with. We may jump right to the end of the scale and take an illustration from the employment. There are no statistics on this matter, but one's own observation shows that there is a growing tendency all over the country to find casual employment (in private gardens, for example) rather than let the evil of unemployment and distress rest upon the upper hand. Indeed, I think it is wholly desirable to notice how much we have advanced sociologically. There is a general desire to help one another. Such an advance is all the more worth recording in face of the destructive blow that civilization has received at the hands of German militarism.

A survey of British trades that are seriously affected by the prevailing war conditions reveals unexpected features. The cotton industry is, of course, the chief. And I have mentioned in previous letters the effect that the war has had upon women's occupations, upon cabinet making and furniture trade, upon the printing. But among the other occupations that are seriously affected are brickmaking, (in some parts of the country), stone quarrying, china clay trade, and carpet making; and there are many complaints from lodging house keepers, due of course to the fact that so many men usually residing in lodgings are now with the colours. It does not lessen one man's distress to point him to the prosperity of another man, but in considering the state of affairs of the country as a whole, it must not be forgotten that there are many trades which are working to the utmost limit. From these, and among the public generally, there has been a splendid response to the appeal for the National Relief Fund, and by the time you receive this letter close upon a million sterling will have been devoted to the relief of distress and to the financing of relief works and the providing of occupations.

There is another consideration which cannot be overlooked when arriving at some explanation of the present condition of our industrial population. It is safe to say that nobody expected there would be so little acute distress at home after three months of war. This I believe to be due partly to the fact that, it was not generally realized how prosperous the country was at the outbreak of war, and how thoroughly that prosperity had permeated all classes of the population. The working classes in particular were much better off than they thought they were, and than other people thought they were. In their small ways they had surpluses for expenditure on articles and objects that were not necessities—that were in many instances a long way from being necessities. It has been no hardship to cut these items off, so that even reduced incomes and short time have not been felt as acutely as most of us thought they would have been. How long this immunity from actual suffering will remain general it is impossible to say, but it is becoming clearer every day that there is at least a prospect of the country getting through the winter without any very large amount of really acute distress and actual want. In these matters, as I have said, you cannot go by statistics; you have to take into account the spirit of the population and their previous standard of living. The spirit is generous, and the previous standard was high.

In the meantime I cannot find that British industry is profiting very much by the so-called attempt to seize Germany's trade. Such a seizure, as I have already demonstrated, is an economic impossibility; for you cannot expect the trade of the world to remain of the same bulk while the war is on; and this country cannot do as much work in its factories as it could do before the war took away a million of its producers. There are some instances of business hitherto done by Germans now coming our way, but while our chemical factories are thriving, and there is plenty of opportunity for those who wish to make toys. There are trades, on the other hand, that depended for their partly finished raw material upon German industry, and are now languishing.

The most emphatic proof of the impossibility of developing in this country industries hitherto carried on in Germany lies in the fact that British capital is steadily accumulating and lying idle in British banks. I am told of instances where businesses depositing their weekly profits with the banks have been employed to take the money somewhere else. For it frequently happens that the banks are paying out more to depositors than they can obtain from borrowers. The borrowing of capital for the development of British industries is practically at a standstill. A good many people think that the time for its use will come, when the Germans are driven out of France, say in six months time. This is a very large expectation. The time for the employment of British capital will come at any moment when it can be employed profitably. There is nothing in the military outlook to prevent its employment now. We are driven to the conclusion that there is nothing in the industrial outlook that requires the employment of vast quantities of easily accessible capital. This conclusion, coupled with the fact disclosed by a review of existing industrial conditions, points to a remarkable stability which will enable us to spring back to the status quo antea whenever the signal comes.

INCOMING BUSINESS OF STEEL COMPANIES IS INCREASING

All the Manufacturers in the United States Now Regard the Outlook With More Favor.

New York, November 25.—Most of the steel companies report a slight increase in business. So far there has been no heavy buying but a good increase in incoming business is expected before the end of the year.

All steel manufacturers, including Judge E. H. Gary, chairman of U. S. Steel, Chas. M. Schwab, president of the Bethlehem Steel Corporation, and John A. Topping, chairman of the Republic Steel Co., regard the outlook with more favor.

The purchase of the Fore River Shipbuilding Co. a year or two ago enables the Bethlehem Co. to turn out a complete battleship fully armored and equipped. The company will also work on the construction of submarines and other war vessels.

It would not be surprising if the earnings of the Bethlehem Steel Co. during the current year compared favorably with 1913 when the surplus was equal to 7 per cent. on preferred stock and over 27 per cent. on the common, but this is merely an estimate.

For the first half of this year after deducting the dividends on the preferred, interest and depreciation (estimated on a basis of 1913) there remained a balance equal to 11.6 per cent. on the common or at the rate of 32.2 per cent. a year.

VEHICLE EXPORT TRADE.

New York, November 25.—The feature of the export trade in American vehicles for the first nine months of this year is that, despite the general shrinkage in exports of manufactured articles due to general business depression and the European war, the shipments of motor vehicles were only 3.1 per cent. less in volume and 14.2 per cent. less in valuation than in the corresponding period last year, as shown by an analysis made by the National Automobile Chamber of Commerce.

SANDWICH BAY PULP COMPANY.

The Sandwich Bay Pulp and Lumber Co., Ltd., has been formed to acquire timber lands at Sandwich Bay, Labrador, Newfoundland, or other timber lands elsewhere, and to pay for the same in paid-up shares, bonds, debenture stock or other securities of this company. Its capital has been placed at \$2,000,000 and its head office will be located in Montreal.

LOCATION SURVEY MADE

Vancouver, B.C., November 25.—Mr. Chas. F. Law, who is the Western representative for Mr. D. A. Thomas, the Welsh colliery owner, who is interested in proposed railway extensions through Northern British Columbia and Alberta, states that location surveys for the project had been completed and that construction is expected to be started next spring. He has left for the East en route to England to meet his principal.

CON. GAS CO. ASKS PERMISSION TO MAKE NEW ISSUE.

New York, November 25.—The Public Service Commission has directed its counsel to prepare an order granting the application of the Consolidated Gas Co. for permission to issue \$25,000,000 debentures, and an equal amount of capital stock to be exchanged for debenture bonds after three years, provided that this amount can be granted under the law.

It is understood that there is a question as to issuance of some debentures previously issued and the Public Service Commission wants advice of its counsel as to what bearing this fact will have upon the present application. After receiving the order as directed by counsel the Commission will take final action.

STAR WHITEWEAR, LIMITED.

Berlin, Ont., November 25.—Star Whitewear, Ltd., is a new corporation formed to manufacture, import, buy, sell and deal in all kinds of ready-to-wear garments, wearing apparel, clothing, furnishings, fancy goods and kindred articles. The capital has been set at \$150,000.

NORTHERN PIPE LINE DIVIDEND.

New York, November 25.—The Northern Pipe Line Company has declared its regular semi-annual dividend of \$4 a share, payable Jan. 2nd to stock of record December 14th.

WILL MANUFACTURE TOYS ON A CO-OPERATIVE BASIS AT TORONTO

An organization known as the Trades Industrial Toy Association has opened a factory in Toronto for the manufacture of certain toys.

The idea is to keep this as a factory for unemployed mechanics, giving the men from the different trades now out of work an opportunity to help themselves.

The factory has been placed at their disposal by the Board of Control, and the manufacture of toys from waste material has already started.

Should the idea develop it is proposed to run the establishment on co-operative lines, that is to say, to give the workers the full benefits of the values created by themselves.

TITLE IS CHANGED.

The Corporate name of the Eskenasy Sales Company of Toronto, Limited, has been changed to that of the Tire Import Company, Limited.

LIGGETT AND MYERS DIVIDEND.

St. Louis, November 25.—The Liggett and Myers Tobacco Company declared its regular quarterly dividend of 1 1/2 per cent. on preferred stock, payable January 2nd to stock of record December 15th.

5,000 STEEL WORKERS RETURN TO WORK.

Chicago, November 25.—It is estimated that within two weeks 5,000 more steel workers will be put back to work at the plants in Kokomo, Indiana, Harbor, Hammond, Ind., and East Chicago.



MR. E. G. HENDERSON, Of Windsor, President Canadian Manufacturers Association, who will speak at the informal "Made-in-Canada" dinner to be held here to-night.

PANAMA AND RAILS RATES COMPARED

All-Water Route Affords a Far Cheaper Method of Transportation Than Formerly

SOME RELATIVE COSTS

Carriage of Carload of Steel Plates Costs Only \$100, As Against \$320 by Rail from New York to San Francisco—Canned Salmon, Esauhead, Costs \$120, as Against \$340.

New York, November 25.—All the steamship lines using the Panama Canal for their services between New York and the North Pacific ports express themselves well satisfied with the traffic since the opening of the canal in August. Full cargoes are being carried on both the westbound and eastbound trips, and freight is offering so freely that some have frequently to be shut out. The second boat of the Arrow Line, which left last week with 4,000 tons, is an instance of the success that has attended the establishment of a new line.

The big lines—the American-Hawaiian, W. R. Grace & Co., and the Luckenbach Steamship Company—are sending and receiving an immense volume of tonnage in the aggregate, and ships despatched to the North Atlantic ports by the steamship companies of Puget Sound and San Francisco are understood to have realized handsome profits on the venture.

The results so far of the operation of the steamships via the Panama Canal have well realized the anticipations formed before the opening, despite some adverse circumstances arising from the European war, casualties to ships and delays caused at the canal itself by slides. The war, by stimulating the traffic in grain and food supplies from the North Pacific ports, has offered charter employment for Pacific shipping, and tonnage has been further restricted for this reason, in addition to the withdrawal of German ships that might have been employed on the Panama route.

There is little heavy westbound freight moving, as real estate and railroad construction work in the Pacific Coast States is comparatively at a standstill. If this class of business were good, it is probable that there would be more cargo than the steamship companies' with their present available tonnage could handle.

The rates established by the steamship companies for the carriage of goods by the all-water route are far below those which previously obtained by the all-rail or rail-and-water transcontinental routes from coast to coast. Taking the competitive rates, the Panama Canal carriers are able to quote so much lower rates than the railroads, which the railroads themselves are contending have never been profitable, that freight from the Pacific Coast can be forwarded far into the interior from the Atlantic seaboard and still compete with the all-rail haul and rate to the same destination.

Shippers are asking themselves under the circumstances what this saving amounts to in specific instances and what will be the advantage to them in relative cost to ship by the Panama Canal route rather than by the land route.

The following comparative figures furnished by the Luckenbach Steamship Company may provide a basis for individual calculations so that a shipper may judge how far they may suit the conditions of his own shipments.

For the purpose of comparison, the Panama Canal rate is contrasted with the transcontinental rate, and the unit taken is the carload, this being customary and more convenient than the ton. The articles are typical in the traffic between the two coasts:

Table comparing Panama Canal and Transcontinental Railroad Rates for various goods like Steel plates, Canned goods, Dry goods, Hardware, Sewing machines, etc.

—Per 10,000 lbs. —Per 100 lbs.

PITTSBURGH EXCHANGE TO OPEN DEC. 2ND.

Pittsburgh, November 25.—The Pittsburgh Stock Exchange voted to re-open for business on December 2nd. Members will be permitted to trade without price restrictions in stocks listed on the Pittsburgh Exchange, and not listed on other exchanges which closed at less than \$15 a share on July 30, 1914. In all other listed stocks no trade will be permitted at less than the closing prices of July 30th, less one dividend.

BROUGHT BACK FROM EUROPE \$50,000,000 IN CONTRACTS

Orders Already Booked Will Tax Capacity of Ordnance and Ship-Building Plants of Bethlehem Steel.

New York, November 25.—It is learned on good authority that Chas. M. Schwab, president of the Bethlehem Steel Corporation, brought back from Europe about \$50,000,000 in contracts to be filled by the Bethlehem Steel Corporation and its affiliated companies.

Various reports have been in circulation as to the value of the war orders booked by the Bethlehem Steel Corporation, most of them were pure inventions. It can be said, however, that the orders already booked will tax the capacity of the ordnance and ship-building plants of the company for a long time to come, it is more a question of capacity than orders. Some reports have placed Bethlehem steel war orders as high as \$200,000,000, but orders of such magnitude would require several years to execute.

No statement has been made as to the European nations that are ordering guns, submarines, projectiles, etc., from the Bethlehem Steel Co., but it can be surmised that Great Britain and France are the principal purchasers.

DU PONT POWDER WILL BUILD \$60,000 PLANT TO PRODUCE TRITON.

Paulsboro, N.J., November 25.—Being unable to get chemicals from Germany which are used in the manufacture of an explosive known as triton, the officials of the Du Pont powder works at Gibbstown have ordered a plant erected which will cost about \$60,000, and scores of new hands have been put to work in an effort to hurry it along.

The company will now manufacture its own chemicals, and as soon as the new plant is completed night and day forces will be employed in manufacturing triton, which was discovered as an explosive by chemists in Germany many years ago.

MAPLES, LTD., \$25,000 PERMIT.

Toronto, Ont., November 25.—Maples, Limited, will build a factory at the corner of Van Horne and Dufferin streets, to cost \$25,000. It will be of brick and concrete, 2 1/2 storeys high.

MINERS THREATEN TO STRIKE.

It is reported from Elk Lake that the miners at the Miller Lake-O'Brien mine threaten to strike as a result of a cut in wages.

CALL MONEY POOL UNNECESSARY

New York, November 25.—The plan for organizing a call money pool to facilitate operations at the opening of the Stock Exchange has been abandoned as entirely unnecessary. With surplus reserves of approximately \$170,000,000 in the Clearing House banks, it was considered that there was no chance whatsoever of any dearth of call money with transactions on minimum prices.

ONTARIO POWER COMPANY.

A special general meeting of the shareholders of the Ontario Power Company of Niagara Falls, will be held at the head office of the company, in the City of Niagara Falls, Ont., on Tuesday, December 8, 1914, at 2:30 o'clock in the afternoon, for the purpose of considering, and, if deemed advisable, of sanctioning an issue of three year 6 per cent convertible gold debentures, in an aggregate amount not exceeding four hundred thousand dollars, the terms of issue, conversion and redemption to be determined at the meeting.

HIGH RECORD FOR GOLD OUTPUT.

London, November 25.—Output of Rhodesian Gold Mines for October totalled \$1,165 fine ounces, new high record. September output was 74,000, and previous high mark was 76,687 in July.

MAINTAIN MINIMUM CHARGE.

Hamilton, Ont., November 25.—John G. Gaud, K.C., solicitor for the Ontario Pipe Line Company, stated this morning that it was very unlikely that that company would do away with the minimum charge in private residences. The company has a minimum charge of 80 cents a month, which the users are forced to pay whether they use that much gas or not, and the city asked the company to do away with this charge.

MORE MOTOR CARS BUILT PRICE CONSTANTLY DECLINES

It is worthy of note that at no time in 12 years has the automobile industry as a whole taken a backward step, the records showing that each year an increasing number of cars had been made and sold.

From less than 1,000 cars in 1902, when the business can really be said to have begun, to 435,000 cars during the fiscal year ended June 30 last, the latter having a total valuation of about \$425,000,000. The average valuation of cars has consistently decreased until it is now about \$880, more than half the cars now selling at less than \$700.

CHINO OUTPUT.

New York, November 25.—The Chino Copper Co. produced 3,600,000 pounds of copper in October, compared with 2,977,704 in September, and 4,914,044 in October, 1913.

OIL REFINING COMPANY.

The Astec Oil and Asphalt Refining Company, of Canada, Limited, has been incorporated at Ottawa. Its head office will be located in this city and it is to have a capital stock of \$2,000,000.

IMPERIAL OIL COMPANY.

Port Moody, B.C., November 25.—The plant of the Imperial Oil Company on Burrard Inlet is being carried on to completion. Several large storage tanks have recently been completed and others along with machinery, warehouses and other necessary buildings are now in course of erection. It will be the largest plant of its kind on the Inlet. Four hundred men will be employed.

RAILROADS REDUCE EXCESS SERVICE

Many Trains Apparently Run Unnecessarily but All are Convenient to Some One

AVOIDING DUPLICATIONS

Trunk Lines Attacked Vigorously Last Spring but Will Carry Process Further This Winter—Problem Not to Take Care of Through Business; but Avoidable Local Traffic.

New York, November 25.—"Every night five magnificent trains leave Chicago at practically the same time for Kansas City. Each carries every modern device of comfort. Possibly one of these trains—two certainly—could care for the business. Six trains leave Chicago for Omaha nightly and five for St. Paul. Two trains could do the business much cheaper and much better."

Thus spoke President Ripley, the other day, in an interview. As though adopting his advice, the Burlington announces the abandonment of its 5 p.m. limited train to Omaha and Denver, and the Western does likewise with its 6 o'clock train to Omaha. The Union Pacific will cancel the train which has been carrying the North Western's service now abandoned west from Omaha.

These changes, along with cancellation of a great many other passenger trains operated into and out of Chicago will become effective November 30. All of the principal lines there have reduced the number of their trains more or less.

Trunk line railroads are arranging to make further reductions in passenger train service in the near future, if the present tendency of the volume of traffic to shrink continues. It is pointed out, however, that these roads attacked non-paying trains vigorously last spring, and that there is less room for such reduction in the East than on the Chicago roads. The president of one of the larger trunk lines says:

"Our passenger traffic officers have just finished a careful scrutiny of all our train schedules, under directions to report every train we could possibly discontinue without serious inconvenience to the public. The result is that we find we can cut down our passenger train mileage about one per cent."

"Undoubtedly some trains are being run out of New York which should not be, but every attempt to do away with them is met by objection on the part of those to whom they are a great convenience. Another difficulty, and one which Mr. Ripley overlooked when he made his statement about the trains out of Chicago, is that few trains do only a through business. No doubt that business could be concentrated on a smaller number of trains, but the local business they do could not."

"Mr. Ripley might have mentioned that the trains out of Chicago to Kansas City and Omaha, which unnecessarily duplicate each other in respect to the through business, travel over roads from 75 to 100 miles or more apart. If a train on one road between Chicago and Kansas City were to take the place of two or three trains on as many roads, the through business would be just as well handled, but half a dozen important cities in between would be left without the service their citizens had come to depend upon."

"It is not simply a question of management, but of how much service the public wants and whether it is willing to pay the cost of rendering that service."

STUDEBAKER CORPORATION LANDS WAR CONTRACT OF \$15,000,000

New York, November 25.—President F. S. Fish of the Studebaker Corporation, arrived here from Europe, bringing contracts for 16,000 sets of harness, army wagons, light wagons and other vehicles to an aggregate value of \$15,000,000.

Mr. Fish declared that the orders secured from the warring governments will keep the Studebaker plants busy for the next year. Most of the orders came from England, said Mr. Fish, who, while in London, observed a test of automobile trucks for army use in which he declared the American trucks made very favorable impressions over the foreign manufacture.

SUDBURY DRUG COMPANY.

Sudbury, Ont., November 25.—The Sudbury Drug Company, Limited, has been formed to carry on a shop for retailing, dispensing and compounding medicines. Its capital is \$40,000.

AMERICAN MOTOR DEALERS.

There are now 15,500 listed automobile dealers in the United States, 13,830 garages, 1,280 repair shops, and 680 supply houses.

CLEARING HOUSE CERTIFICATES RETIRED.

Boston, November 25.—The last clearing house certificate has been retired in Boston. The total issue aggregated \$11,385,000.

NEW YORK EXPORTS.

New York, November 25.—General merchandise exports from New York for the week ended November 21 totalled \$19,885,938, an increase of \$6,668,889 over a year ago.

ZINC SHIPMENTS INCREASE

Roseland, B.C., November 25.—The increase in zinc shipments from the mines of Kootenay and the Boundary to the zinc smelters of the United States for the first 9 months of 1914 over the corresponding period of 1913 is 6,277 tons.

Up to the end of September, 1915, 9,141 tons of zinc ore had been shipped from the district, while during the same period in 1913, 2,865 tons were shipped.

Total shipments from the various mines of the district up to the end of September of this year were: Hamble-Charlton, 698 tons; Van Rool, 863 tons; Standard, 4,515 tons; Hewitt, 2,226 tons; U. S. Mine, 70 tons; Utica, 73 tons; Slocan Star, 626 tons.

ONLY MINOR CHANGES RECORDED IN METALS

More Seasonable Weather Has Much to Further the Trade in Certain Lines

COLLECTIONS FAIR

Manufacturers Kept Fairly Busy Working Government Hardware—Orders Recently Placed Among Local Firms—These Are Helping Trade to Some Extent

Small changes were recorded in the local hardware and metal markets during the week. Some strength was noted in spite of the fact that the market for copper continues unchanged levels, it is the opinion that the weaker undertone prevailing. There was some news noted in tin during the week and the amount to one cent, making the new spot price. Some strength was noted in spelter. Tin remains unchanged. The feeling in the market is slightly stiffer but these quotations also remain unchanged. What changes have occurred are really of a trading nature and do not amount to anything when taken as a market barometer.

Orders for local hardware are fairly good. Business is reported as healthy in all directions. Weather which has developed in the last few weeks has done a very great deal for general business and has had the effect of starting a great many lines moving out. Collections are reported as fairly good but show up better in the country. Money is less restricted.

Some manufacturing plants are busy working government hardware orders and this is doing for the trade. All goods will be stamped with "Made in Canada" motto and so this business worthy of the manufacturers' best efforts a very great extent repeat orders will depend upon the impression the goods make in England on the Continent where they will be used for purposes.

The following table gives the prevailing prices in local hardware and metal circles:

Table listing prices for various metals and hardware items including Aluminum, Copper, Brass, Iron, Steel, Lead, Zinc, etc.