

Journal of Commerce

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HON. W. S. FIELDING, President and Editor-in-Chief. J. C. ROSS, M.A., Managing Editor. J. J. HARPELL, B.A., Secretary-Treasurer and Business Manager.

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MONTREAL, MONDAY, SEPTEMBER 28, 1914.

The Rival Tea Men

The very close business and social relations that existed between England and Germany cause much embarrassment now, when the two countries are at war.

It appears that in the rivalry of business, one way of seeking trade is to represent that one's rival is a German, or in some way connected with German interests.

In all these ventures tea was an important item. Lyons entered into the tea trade, which was one of Lipton's specialties.

Organization in War and Peace

War is the most scientific of the arts. The intelligence of able men has been applied to its problems with a persistence, a devotion and a success unrivalled by any of the avocations of peace.

Moreover, the morale of the methods of war—methods, not objects—is far superior to that of the methods of peace.

When war is defeated, and the nations are at liberty to disarm, there will be released not only large sums of money, but vast stores of ability.

Every Canadian who visits England wonders at the good roads there. It is just a hundred years since they began to be built.

Bungling is intolerable in warfare. Guns that will not shoot, boots that wear out quickly, rations that are insufficient or lack nourishing power,

defeat and destruction. Efficiency is palpably vital, inefficiency is immediately fatal.

A Made-in-Germany War

The German people are becoming incensed at the attitude taken by the press throughout the United States. They cannot understand why the American people should look upon the present struggle as one of democracy versus military autocracy.

In a very able editorial, the Wall Street Journal points out that the present war is a "Made-in-Germany" product, and goes on to show that "for more than forty years Germany has advertised to the world the spiked helmet, the mailed fist, and of late years the declarations, prognostications and threatenings from her War Lord.

The American people have looked on and said: "That War Lord in Europe is a clever advertiser and business man. When trade is dull for goods, 'Made-in-Germany' he rattles the war sword and attracts attention.

Everywhere stood the advertisement of the German war lord, the Krupp guns, the German army machine, German military service, and discipline.

Now, after fifty-one years of Prussian war and threatenings of war, and the German Empire advertised as resulting from the wars, the foreign representatives of the Prussian king are seeking the civilized world to believe that war was no "Made-in-Germany," but in barbaric Russia, or the little kingdom of Serbia, or the revenge sentiment of France, or the trade policy of Great Britain.

All the diplomats of Germany, indeed all her written or spoken speeches, are powerless today to efface the fifty-one years of war advertisement. When hell breaks loose and the war lord with his spiked helmet and mailed fist is seen on horseback in the centre of the picture and the peasants of Belgium, men, women and children, are fleeing for their lives, while their cities are ransomed by gold and food or given over to the flames, where is the power that can erase from the human mind the advertisement of fifty-one years of war—planned and made in Germany.

Emperor William ascending the throne in 1888. "The soldier and the army, not parliamentary majorities, have welded together the German Empire. My confidence is placed on the army."

In July, 1900, the War Lord, launching a big war-ship, declared: "The ocean teaches us that on its waves and in its most distant shores no great decision can any longer be taken without Germany and without the German Emperor."

Emperor William, in an address in 1910, said: "Considering myself as the instrument of the Lord, without heeding the views and opinions of the day, I go my way."

It is necessary to go further back to 1852 of the War Lord, Otto von Bismarck, who in 1852 took charge of the House of Hohenzollern, contrived a war with Denmark in 1863, with Austria in 1866, and with France in 1870, and has since revealed in his memoirs how carefully his plans were laid that the attack before the world must appear to come from the other party.

Germany can have no answer to an arraignment such as the above. The United States and other neutral countries are an unbiased jury. They have gone to history; they have studied the facts and they have brought in a verdict declaring that Germany and Germany alone is the cause of the present European War. It will take centuries before Germany can erase the memory of her actions.

If those Scotchmen keep up their fine fighting, some of us who are of that race, will be saying, "I told you so," but then, we are a modest folk.

It is stated on excellent authority that Germany's supply of gasoline, on which she depends to move her transports, will not last more than one week. The shortage of gasoline is but another nail in the Kaiser's coffin.

General Villa, who, if all reports be true, should add an "in" to his name, has requested that President Carranza should resign. Poor old Mexico is in for another "free for all" fight.

Boston, the home of culture and baked beans, has secured such a lead in the National League that the pennant is assured to them. It would be a tragedy to the people of Boston if their city were known henceforth as a baseball town.

A German boat steamed into Melbourne, Australia, yesterday, unaware that war had broken out, although the boat was equipped with wireless. The captain was somewhat surprised when he and his ship were seized by the Australians. Another German ship was seized at Sydney, having come from Berlin, but this boat was not provided with wireless.

St. Paul's Presbyterian Church, of which the Rev. Bruce Taylor is pastor, has twenty-eight members of its congregation going with the First Canadian Contingent. We do not know whether this splendid showing is due to the militant pastor, or to the fact that the congregation consists of fighting Scotchmen, but it is a most creditable showing.

It is now stated that the army of the German Crown Prince was responsible for the retreat of the Germans from the walls of Paris. This half-braided fire-eater was a big factor in promoting

war, and although given the finest troops in the Fatherland, was not able to make a creditable showing with his army. St. Helena is too good for him.

"A LITTLE NONSENSE NOW AND THEN"

Has it occurred to allies' strategists to have the Russian soldiers dye their whiskers green and thus cause the foe to mistake the army for a field of alfalfa?—Kansas City Star.

"What's the discussion?" "The boys have assembled to lynch a horse thief." "Well?" "But now a knotty point of jurisprudence has come up. Seems he stole an automobile."

He—Was it a case of love at first sight? She—No, second sight. The first time he saw her he didn't know she was an heiress!—London Opinion.

When Sir Adam Beck was buying military horses in Petrolia last week, a typical Irish farmer with a good brogue offered a fairly acceptable horse for sale. There was a debate regarding the price. Sir Adam moved to get a back view of the horse and his quick eye detected an argument.

Sir Adam—"How did he get this scar on his hind foot?" Farmer—"For the life of me, I can't tell, Sir Adam, unless he got it foolishly kicking' asin' reciprocity with the rest of us."

Sir Adam—"I'll take him."—Forest Free Press. Possibly the neatest story about Mr. Balfour is told on the occasion of his defeat at a general election. He was elected by another constituency, and later was walking with a friend in the lobby of the House of Commons, when a man came up and said: "How do you do, Mr. Balfour, I am glad to see you, sir. I hope you are in good health."

"Excellent," replied Mr. Balfour, warmly; "and I am charmed to see you looking so well. It is a pleasure to meet you again, as it always has been." The two walked on. "Who is that man?" asked Balfour. "His face seems familiar, but I cannot remember him." "That," replied the friend, "is the man who beat you."—Exchange.

"Now, Steve," explained the editor to the new printer, "you know this is a United Presbyterian publication. We never use the word 'Sunday,' but instead it always must appear as 'Sabbath.'" "Yes, sir," said Steve as he shifted his plug to a more convenient pocket, and proceeded forthwith to get out the weekly publication. Three days later the dignified clergyman-editor received the first copy from the press. He gasped, collapsed, and crumpled to the floor. This is what he had read: "Billy Sabbath, the famous baseball evangelist, will conduct a series of meetings in this town next month."—Buffalo Commercial.

THE BATTLE OF THE DOGGER BANK. A "Fishy" Fight.

Appropos of the incident in which fifteen of our fishing vessels were sunk by several German war craft, we quote the following from "The Fraserburgh Herald":

Hurrah and Hoch for ze Sherman Fleet, Ze bravest of ze brave, Zat offer thrived on old horse meat Or sailed ze salt sea waves! Ven you haff heard ze story true Zat here I will relate, 'Twill make ze British Tars look blue And prove zem out on date.

Grand Admiral von Tirpiz, you know, He came aboard at Kiel, And cry "Go out and find ze foe And sink him to ze Deil. Two cruisers, two torpedo boats I think will be enough Ze fine Krupp guns you haff, lads, oughts to blow zem all to snuff."

So out we go mit "Hoch der Bill!" And "Dam ze Anglo-Frank!" And steer our course mit mighty skill Straight for ze Dogger Bank. And soon we sight ze English craft From Grimby, Hull, a score; But not dismay we swung about And soon ze battle roar.

You think mit four to one 'twas mad To face such fearful odds, We started firing shells, my lad— They starter firing guns. We pleted them mit our ten inch gun And pierced zer armour plate; They answer mit a hot-cross-bun, Also a ten-foot skate.

'Twas awful while it lasted, man, Zey made it hot as Hull; A catfish struck my shipmate, Hanns, And split his bloomin' skull. I've sailed ze south seas o'er and o'er From China to Meritina, But never did I see before So plenty flying fishes.

We lost about half our crew; Our captain at zee wheel Fell back and broke his neck in two, Through slipping on an eel. But still our brave fleet dashed ahead, Like raze horse fresh from paddock, Despising bloody onslaught made, By Cole and Hake and Haddock.

We fought ze English fools right out, And capture every man, And mit a great and mighty shout To Kiel again we ran. And fifteen Breethish drendnoughts, ah! You ask wheres les der bones? We sank dem efferyone! Hurrah! To old Herr Davy Jones.

And ven we come again to Kiel, Ze admiral was zer. Mit joy his bushy beard he feel, Mit pride stand up his hair, "My dearest Fatherland!" he cry, "I've live to see this hour. When England's boasted fleet do die, And gone her great Sea power."

"Hurrah and Hoch for ze Sherman Fleet!" And dot is vot we say; And drink ze great Von Trips health neat, And toast vonce more "Ze Day!" It was a noble victorie And Gott and Kaiser thank Ze brave men o' Sherman nayee We fought at Dogger Bank.



F. WILLIAM WALLACE, Author of Blue Water, a tale of the Deep Sea Fisherman.

BLUE WATER: A TALE OF THE DEEP SEA FISHERMAN.

Possibly there is less known about our Fishing Industry than about any of the other great basic industries of the country. It is somewhat surprising to know that 100,000 men and boys are employed in the Fishing Industry, that \$20,000,000 are invested in boats and supplies, and that the annual output is valued at \$35,000,000.

We have had many stories written dealing with our Great West, with lumbering operations, mining adventures, as well as of the more peaceful quiet of rural Eastern Canada. There has been, however, almost no books written regarding the great Fishing Industry to which so many people in Nova Scotia look for a livelihood. In "Blue Water: A Tale of the Deep Sea Fisherman," Mr. F. William Wallace has written a tale which will live. Mr. Wallace knows the subject with an intimacy unusual in young writers. He is a knowledge gained at first-hand and the characters depicted the scenes described, and the information furnished, all bear witness to this intimacy and to what is probably equally important, a love of the sea and of the fishermen.

Shorty Westhaver, the hero of the story, and the other characters who crowd the pages with action, are real personages. It is not a book which one can leave. From the first page you become interested in Shorty—a turbulent, mischievous schoolboy, the son of a fisherman—and follow his escapades through to the end with increased interest. The book surpasses the dramatic action, the intimate knowledge of the subject, and the absorbing interest with which the reader is carried from start to finish.

Mr. Wallace is Editor of the "Canadian Fisherman," and also Shipping Editor of the "Journal of Commerce." The book is published by Hodder & Stoughton, and retails at \$1.25.

WAR AND REVOLUTION. (August Bebel, 1911.)

Our rulers think that the same enthusiasm will reveal itself, in a future war, as in 1870. They have made the calculation without the host, and they are we. And we are getting more numerous every day. That we are making more and more socialist soldiers every day, is known to all the sparrows on the roof. The gentlemen above us may find this unpleasant, but it is so. We have whole regiments, whole brigades from the big towns. Inquire among the engineers, among the artillery, go wherever intelligence is needed, and you will find socialists. When in 1905, I referred Prince Buelow to these facts, and declared that behind every war in the future there lurks a revolution, he frankly admitted it and said: "That is precisely the reason we do not make it."

CAPTURING THE ALPHABET.

Sir J. D. P. French has a good many letters in front of his name, and the chances are he will come out of this war with the balance of the alphabet after it.—Boston Transcript.

PRY "P" OFF PRUSSIA.

The is much speculation as to what the Russians will demand as their share of the spoils after the European war. The Czar will probably be quite satisfied if he is permitted to take the letter "p" off Prussia.—St. John Standard.

TREATIES STILL WORTH WHILE.

It is a false statement by a very conspicuous public man when he says that we now know that treaties are all waste paper. That is not the case at all. If one or two countries have broken over their treaty engagements, that is not a broad enough basis for the indictment of all civilized countries. It is a rare thing, indeed, that a country breaks a solemn treaty engagement. It occurs with such infrequency as to excite the wonder of the world when it happens and it excites also general condemnation.—Buffalo News.

ROAD HOGS OF EUROPE.

Mr. Lloyd George is inimitable in his popular phrase-making. His characterization of the Prussians as the "road-hogs of Europe" will catch the popular fancy. Everybody detests the road-hog.—Halifax Chronicle.

A GAME FOR TWO.

Destroying the enemy's ships by submarine attacks is a game that two can play. England is very likely to furnish additional proof of that in the near future.—St. John Telegraph.

If you are not already a Subscriber to the JOURNAL OF COMMERCE—the Business Man's Daily—fill in the Coupon:

You are authorized to send me THE JOURNAL OF COMMERCE for One Year from date at a cost of Three Dollars.

Form with fields for Name, Address, and Give Town and Province.

BANK OF MONTREAL. INCORPORATED BY ACT OF PARLIAMENT. CAPITAL Paid Up \$16,000,000.00. REST \$16,000,000.00. UNDIVIDED PROFITS \$1,008,968.40. Head Office - MONTREAL. BOARD OF DIRECTORS: H. V. MEREDITH, Esq., President.

THE Royal Bank of Canada. Incorporated 1869. Capital Authorized \$25,000,000. Capital Paid up \$11,560,000. Reserve Funds \$13,500,000. Total Assets \$180,000,000. HEAD OFFICE: MONTREAL. H. S. HOIT, President.

THE READY BRITON. They touched a button, and men came from Australia, another and a lot of Canadians moved across the Atlantic, they brought words of cheer from the tip end of the dark continent and probably a lot of things material and militant.

STEEL TRADE VERY QUIET. New York, September 28.—Consumers continuing shy steel on a hand-to-mouth basis. The iron business has reached such a low level that manufacturers look for an improvement rather than a further decline in orders, however, any improvement that does take place is expected to be small.

WHO INVENTED AIRBRAKE? Who really invented the airbrake? Certainly the automatic airbrake, the one that has proved practicable and of permanent value in modern railroading, was the product of the late George Westinghouse's ingenuity. His patent for the automatic brake was taken out in 1872, superseding the non-automatic "straight" Westinghouse vacuum brake patented in 1869, and later the Westinghouse vacuum brake was invented. But, as in the case of most other inventions, there are several claimants for originality in this field.

AMERICAN BANK CLEARINGS. New York clearings \$179,994,579; decrease \$1,227,268. Boston clearings, \$15,191,778; decrease \$1,632,823.

MINING STOCKS. New York, September 28.—In a letter sent out to the Committee of Five, on Unlisted Securities, I announced that the Committee will not require any mining stocks listed on the New York Curb, selling at not over \$5 per share to be filed with the Commission, and that it will permit trading to take place provided transactions and quotations are not made public.

TWIN CITY EARNINGS. Twin City Lines—August gross \$798,560; increase \$21,718. Net \$285,963; increase \$2,231. Surplus charges \$152,808; increase \$9,634. Eight months gross \$6,141,175; increase \$260,304. Net \$2,081,096; increase \$99,011. Surplus after charges \$1,108,056; increase \$156,722.

YEAR'S PROFITS FOR KERR LAKE, \$620,000. As a Result of Draining All Reservoirs Are Now Available For Stopping SOME NEW DISCOVERIES

Owing to Satisfactory Developments, Due to Lowering of Lake and to Increase in Mill Ore, Reserves Show Decrease by Only Fraction of Amount of Year's Production. (Special to Journal of Commerce.) New York, September 28.—The Kerr Lake Company operated at a profit of \$620,786 during the fiscal year ended August 31st, according to the report at today's annual stockholders meeting. The previous year's profit amounted to \$769,000. The silver yield totalled 1,829,424 ounces as against 1,855,495 ounces in the previous year. The average cost of production was 24.86 cents, comparing with 18.30 cents in the previous year. The cost was apportioned as follows (cents per ounce):

Table with 2 columns: Category and Amount. Mining and development 12.49, Shipment and treatment 11.61, Administration 0.7, Total 24.86.

The Kerr Lake Company of New York, the company, received from the operating company dividends \$614,000 and disbursed to stockholders \$600. Operating and profit and loss account of Kerr (operating copy shows):

Table with 2 columns: Category and Amount. Proceeds sale ore \$1,306,959, Net proceeds sale ore \$52,144, Interest 23,743, Prod. shipments adms. charges 355,191, Balance profit 620,786.

WASHINGTON, September 28.—President Wilson relies on the advice and judgment of Secretary of State Bryan as to the course he will pursue in Colorado strike situation. A conference will be soon to determine the line of action. All operators of mines in Colorado have practically rejected the president's plan for a three year truce. The president does not consider their plan as final, however, and further efforts will be made to reach a compromise.

NEW YORK, September 28.—Party candidates for various offices from Governor of the State to United States Senator will be chosen by the 1,326,408 rolled voters of the six political parties in the State to-day. This will be the first test of the direct primary in New York State and will cost approximately \$500,000.

LOUISVILLE AND NASHVILLE. Louisville and Nashville—3rd week September, 115,823; decrease \$126,830. From July 1st, \$12,786,828; decrease \$981,819.

NEW YORK, September 28.—In a letter sent out to the Committee of Five, on Unlisted Securities, I announced that the Committee will not require any mining stocks listed on the New York Curb, selling at not over \$5 per share to be filed with the Commission, and that it will permit trading to take place provided transactions and quotations are not made public.