

MONEY AND MAGNATES

THE CANADIAN PAPER SITUATION.

THE outcome of the negotiations between the paper manufacturers and the press of Canada, in which Sir Thomas White, Minister of Finance, has acted as intermediary, will probably be an inquiry conducted by the Department of Finance into the rising cost of newsprint in the Dominion. The paper manufacturers agreed upon a minimum price of sixty dollars a ton on new contracts, but the publishers failed to agree with this offer. Manufacturers claimed that the increased cost of production to-day, together with the uncertainty as to further increases, justified the increase in the price of newsprint as proposed, but the publishers took the position that the proposed minimum price of three cents a pound was prohibitive and that no means could be taken by them to offset the increased cost.

The entire question has opened up opportunity for inquiry into the profits being made by Canadian paper manufacturers at the present time, and the future prospects of the industry. The shares of a number of larger paper concerns have been the centre of interest on the Canadian exchanges. Some notable advances have already taken place in the prices of these shares, in most cases justified solely by reported enormous profits being made on paper and other products. The existing situation in the paper and pulp trade, and the probable effect of any regulative action on the the Canadian mills, do not appear at all detrimental to their present position.

North America, that is United States and Canada, is the market for the products of the Canadian mills. The statistical situation as reported by the Newsprint Manufacturers' Association shows a decided shortage in supply of newsprint. With a greatly increased consumption of newsprint in the United States due to increasing prosperity and the fact that the presidential elections are close at hand, the newsprint shortage has become acute and prices have advanced materially. On the other hand, imports of sulphite and mechanical pulp into the United States from Europe have fallen off to practically nothing, so that Canadian mills are called upon to make up the deficiency. The Canadian production of newsprint is approximately 1,900 tons per day, and exports of newsprint to the United States from Canada have averaged more than 1,500 tons per day during the past six months. The American demand for pulp, chemical and mechanical, has also been abnormal, and exports of these products have been proportionately large. During the twelve months ended July last, Canada exported 3,735,960 cwt. of chemical pulp and 4,534,406 cwt. of mechanical pulp to the United States compared with 2,446,635 cwt. and 3,480,278 cwt. respectively during the previous twelve months. Current quotations on these products in the American markets are from \$65.00 to \$75.00 per ton for newsprint, compared with from \$36 to \$40 two years ago. From \$35 to \$40 a ton for mechanical pulp compared with from \$12 to \$16 a ton two years ago, and from \$106 to \$110 a ton for chemical pulp compared with from \$40 to \$50 a ton two years ago. Of course, many old contracts are still in force at around the \$40 a ton rate on newsprint but these contracts are rapidly being worked out and the new basis is altogether at the increased rates. American publishers are in urgent need of supplies. Delivery is the principal object, and on all these products fancy increases over current quotations can be obtained for immediate delivery.

It will be seen, therefore, that whatever may be the result of the inquiry will have little effect on the Canadian mills. The Canadian publishers have been taken care of so far and all old contracts have been honoured. A few of the mills depend solely on the home market for the sale of their product, while others export practically their entire production. The Canadian consumption is about 400 tons per day, so that if regulative action is taken only about one-third of the daily production of newsprint will be affected, and the pulp production will be left untouched. The mills will still be in a very strong

position so long as the American demand is maintained.

As stated above, the manufacturers did not claim that increased cost of production was sufficient to account for the increase in the price of paper. It is estimated, however, that labour costs, increased cost of chemicals, machinery and other supplies, do account for an increase of about 25 per cent. in the cost of production. Moreover, the shortage of men will hamper woods operations during the coming winter and the mills may face a shortage of pulpwood next season.

However, the situation as regards the mills is most satisfactory and their prosperity should be little affected by whatever action the government may take.

READJUSTMENT OF RUSSIAN TARIFF WOULD HELP.

C. F. JUST, Canadian Trade Commissioner at Petrograd, points out that any readjustment of the Russian Tariff in favour of allied countries with a reduction of duties on canned salmon would be of great importance to Canada, and he calls attention to the possibilities of this market if it can be brought to the attention of the masses. The war has reduced the meat supplies of Russia to a great extent, and on account of the dearth of meat, the Russian people, who are great fish eaters, will now turn more than ever to a fish diet.

Our canneries on the Pacific, it is well known, desire a market for "pink" salmon, which can be caught in great quantities, but against which a prejudice prevails on this continent. In Europe this prejudice does not exist. If the Russian tariff is modified an outlet for this salmon would be found.

Reuben Sparks

(Concluded from page 17.)

me and begin to bawl. I didn't want to be noticed. But as the bird watches the snake, so my gaze was glued to Barney. He seemed to swell up in front of me like a huge storm-cloud composed of black and white bulls. I guess I had Barney on the brain. When I got a good square look at him, boldly rubbing the blur of my eyes—I saw that there was nothing red on Barney anywhere, nothing blue, nothing but black and white. Other beasts had red and blue tickets tagged to their horns. Barney seemed to have none. No, red would be bad for a bull and blue wouldn't match his complexion. I came closer and looked again. He shook his head and a white ticket flopped over his right eye.

"Ba-ah!" he bawled.

"I agree with you," said I, feeling that I could have bellowed as loud as Barney.

He kicked up a dust. I took the bull by the horns.

"Barney," says I, "if I thought you sold the show by skinning a bad eye at the boss, I'd kick you till the cows come home."

He snorted in my face.

"No," I mumbled away as I untethered him. "I guess that wasn't the reason. Reuben Sparks is a just man. He wouldn't do me dirt because you wasn't civil. There's something else, and I'm goin' to find out what it was before we leave the grounds."

Leading Barney away in the dusk among the other animals hitting the trail, I kept an eye out for Reuben Sparks. Somebody told me at last he was over in the hall. I walked the bull up to the door and poked in my head.

"Take that bull outa here," said a director. "This ain't no barnyard."

"I don't care if it's a china shop," I retorted aptly. "I wanta see Mr. Sparks."

And all of a sudden I caught sight

of the just man trying to be jolly among a lot of women rolling up patchwork quilts and gathering butter and canned fruit, just the way I had seen him do at church meetings, after local preaching about the divine origin of man. My gorge rose in my gullet against him. But there was such a clatter that I couldn't make him hear.

"Barney," says I, "if there ever was a time when you oughta raise a holler, it's right here and now."

Not a sound would that bull make. Reuben Sparks, with his grand ideas about righteousness and truth had no more interest in Barney and me than Barney had in the moral law.

Never shall I forget what came to pass. Suddenly I saw the great farmer and moral example double himself up with his left hand on the front part of his right side. That very moment he lifted his voice as never he had in a sermon and began to bellow from his region of compassion. Barney gave a jump. The women all shrunk away from the man as though he had suddenly gone crazy. I was the only one present who knew what was wrong with him.

"Serves him right," I said to Barney. "Next time he'll know better than to give you a white ticket when you won the red. Come on, bull."

I led Barney away to the road. And the last thing I heard as we went over the bridge was Reuben Sparks the just man still bellowing.

Giving Good Gifts

(Concluded from page 15.)

400 at a time. Each day a train comes up and we send off to a Base Hospital all that can be moved. In peaceful (?) times like the present there are sick men here—in the rushes they are all wounded. The severe cases cannot be moved very soon.

"You should see me racing up and down a field playing foot-ball, and what do you think of the revival of ping-pong? Incidentally the Colonel adores the game. However, don't think we play all the time. If you had seen the operating room a couple of nights ago, when the victims of a German shell which landed in the middle of a gun crew came in, you would say there was not much time for play, and we never know when the feathers will begin to fly again up this way.

"Yesterday I was in a town which has been pounded to pieces. It reminds one of Pompeii before the debris was cleared out—half walls standing—shell holes in others, etc. Even now a lot of places are cleared to be used as billets for troops, though shells fall nearly every day.

"Apparently Hindenburg is leaving the West to hold on as best it can while he fights hard in the East, but the West cannot hold against fighting such as our boys were doing on the Somme without plenty of reinforcements. The Canadians are real soldiers, and I have heard are one of the best fighting corps in the army.

"Life for the boys at the front is a bit hum-drum after a short time—from billets to trenches, from trenches to billets, digging and watching and seeing hideous shells bursting about; but, by Jove, if an able man misses the chance of doing his share of this huge job, I cannot imagine what he will feel like during the rest of his life! I hope we shall never forget what the boys who march down to the trenches have done! Once joined, it is only a case of go where you are ordered and stick to it, whether you like it or not, but most of them at one time or another, stand what deserves everlasting gratitude, whether they are hit or not. Lying still while shell after shell bursts in front, or behind, or beside, often followed by an attack by the enemy with rifles and hand bombs. No joke!"

READY MONEY

"Real opportunities come only to the man with ready money."
—John D. Rockefeller.

Almost every day opportunities of various kinds present themselves to you—to go into business, to make an investment which will certainly prove to be profitable, and in numerous ways to rise to a position of prosperity—but the possession of a greater or lesser amount of capital is necessary. If you lack this prerequisite, the opportunity passes you by.

Why not prepare for some of these opportunities by accumulating some ready money? This can be done by saving and depositing a small portion of your income. You may have to begin with a dollar at a time. Even so—a dollar a week—or say only four dollars a month, with interest compounded half-yearly at three and one-half per cent. per annum, will amount in ten years to \$574.61. And the possession of a steadily-growing savings account will be a stimulant to you to increase your savings. The necessary capital will be in your possession sooner than you now anticipate.

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