

THE EXPORTER'S FIELD

JAPANESE PATENTS AND COPYRIGHTS.

Joseph King Goodrich, chief of the Far Eastern Division of the National Association of Manufacturers, has written about "Japanese Patents and Copyrights." His article, which appears in this month's issue of "American Industries," says, in part:

"There is in Japan a statute which may be termed the 'Practical Model Law.' It is intended to give reasonable protection to machinery, medicinal formulae, etc., which are of less importance than those articles that are protected by a full patent. The term during which this minor law gave protection to a practical device was originally restricted — when enacted in 1905 — to six years. But in April, 1916, the Imperial Japanese Diet amended the law so that the protected period may be extended at the applicant's pleasure to a term of ten years. This maximum is divided into three periods: For the first, three years, the registration fee is the equivalent of \$7.50; for the second, another three years, \$15.00, and for the last, four years, \$30.00.

"The number of applications received from abroad by the Japanese Government for the registration of patents or trade-marks since the thorough revision of the laws of patents, designs, etc., in 1909, has averaged about 2,000 per annum; while the number of applicants by Japanese for similar registration of their patents and trade-marks in foreign countries was hardly one-tenth as many.

"Inasmuch as one inevitable effect of the present European war was to cause a marked decrease in the importation of machinery, chemicals, etc. — for reasons that are manifest to all who give thought to the matter — it was but a natural consequence that the ensuing deficit in supplies and serious advance in prices should stimulate Japanese inventive genius to seek for relief through home production by means which were sufficiently novel to be entitled to the protection of patent and trade-mark laws. The small measure of that genius had previously been directed toward minor matters of purely domestic interest.

"It is now claimed, however, that with the wider knowledge of foreign countries which the great war has necessarily forced upon the Japanese, there has come a large increase in the number of applications for registration in foreign countries of Japanese patents and trade-marks. It is said that indications point clearly to the doubling in 1916 of the number thus registered in 1915, although just what the latter is, has not yet been officially noted."

AGRICULTURAL IMPLEMENTS IN RUSSIA.

Canadian manufacturers of agricultural machinery have long cast envious eyes on the Russian market, and to some extent they have been successful in placing their machinery in that market. The vast opportunities offered, however, now that German and Austrian goods are excluded, require immediate and concerted attention from our industry. In a letter to the Department of Trade and Commerce, Trade Commissioner C. F. Just, says: "The use of agricultural machinery in Russia has increased greatly in recent years — in the last thirty years it has quadrupled — but is still far below that which obtains in other countries. In 1913 the value of the entire factory production in Russia of farm implements and machinery was roubles 63,000,000, while that of the imports was about roubles 50,000,000.

"At the present time when the manhood of the country, mostly engaged in agriculture, has been called up for military service, the need for replacing manual by mechanical labor has become more pressing than ever. The output of the local factories has been greatly reduced owing to their engagements to furnish war supplies, and at the same time the imports of the higher or more complex types of farm machinery have fallen far below the average, notwithstanding the intervention of the Russian Government, which obtained a credit last autumn of roubles 5,000,000 for the purchase abroad of a class of machinery. It is understood similar will again be taken by the Government for requirements of 1917. The scarcity of mechanical implements for farm work extends to all classes of implements, etc. In 1913 Germany and Austria supplied some roubles 13,000,000 worth of the simpler varieties of agricultural implements, and of that sum

roubles 5,000,000 represented the imports of ploughs alone. These ploughs were largely of the Sack and Eckhart models, and although when normal times are reached, the Russian manufacturers will no doubt be able to supply the demand for these simple ploughs, it is generally recognized that a considerable time must elapse before they can overtake the shortage that exists owing to the cessation of German imports, and their own reduction of output during the war.

"The opportunities for Canadian works which manufacture agricultural implements other than harvesting machinery are self-evident, and it is very desirable that they should no longer delay taking steps to be represented in this market in order to obtain a share of the business that is to be had. It is believed that the formation of a joint selling agency would be the most effective means for accomplishing this purpose, and in order to impress upon the large buyers before peace arrives, the capacity and the preparedness of Canadian works to handle the position.

"The short supply of implements and machinery in Russia has been strikingly illustrated in connection with the gathering of the hay and rye crops just concluded."

EXHIBITION OF ENEMY GOODS.

The exhibition of samples of German manufactured goods now on view at the Winter Club, Montreal, is a most notable example of "preparedness" and foresight on the part of the Department of Trade and Commerce. No better means could have been devised to further the development of our export trade by thus fitting ourselves to take advantage of our share in the foreign commerce left unprovided for by the withdrawal of Germany's trade from the markets of the world.

Arrangements were made recently by the Hon. Sir George E. Foster with the Board of Trade of the United Kingdom to bring to Canada some eight thousand samples of goods of German and Austrian manufacture drawn from about seventy markets all over the world. The exhibition will be on view until October 7, when the samples will be taken to Toronto to be shown in the Convocation Hall, in the Toronto University, for two weeks from October 23 to November 4. Mr. Kershaw, who is in charge of the exhibit is able to give very valuable information concerning the goods and takes pleasure in discussing with our manufacturers the ways and means of reproduction in Canada.

The exhibition is well arranged according to the various classes of goods such as textiles, haberdashery, fancy and leather goods, glassware and crockery, hardware, enamel goods, tools, cutlery, electro goods and so forth. Naturally German exports cover a far wider range of articles than this, but it has been the aim of the Department to concentrate on such lines as can be readily produced in Canada.

A careful study of the exhibits reveals a vast amount of information to be initiated. In almost every case price tags are attached, giving prices f. o. b., or c. i. f., for the various importing countries with the amount of discount and terms allowed. The German discount system is worthy of serious consideration, as to it is attributed much of their success in markets accustomed to long term payments, such as Russia or South Africa. Two plows are shown, one of a single furrow worth £2, the other of three furrows for £6. Ninety days credit was allowed on both with a 25 per cent discount for cash. It is well imagined how such easy payments are appreciated by a farming community whose monetary returns come in lump sums at harvest time instead of as a weekly income as in the case of those engaged in commerce.

A sympathetic consideration of the export market to which the goods are destined is everywhere apparent. Industrial Germany did not force its own ideas on the people of other countries—that was left for the military caste to attempt with the help of heavy artillery—but rather offered them goods to which they were already accustomed. Conspicuous among the exhibits are brightly colored shawls and blankets for the Italian peasants and African negroes, fezes for Abyssinia, razors worth a farthing each for the Kaffir tribes of Africa, tiffin cans for India, large knives for harvesting maize in primitive countries where reapers are not used,

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Of particular interest to pulp and paper manufacturers are samples of paper twine and a tough canvas cloth woven from paper yarn. Wood fibre scarves and stockings are also shown.

NEW ISSUE OF TREASURY BONDS.

The British Treasury has withdrawn the Exchequer bonds maturing October 5, 1919, and a fresh issue of three year Exchequers paying 6 per cent has been announced. No further issue of Exchequers paying 5 per cent and redeemable in 1919 will be made. Treasury bill rates have been reduced to 5½ per cent for all dates, against 5 and 6 per cent six months' bills and 6 per cent yearlings. This will reduce the demand for Treasury bills, of which there are now £1,000,000,000 outstanding.

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