

BUSINESS NEWS BUREAU: Tribune Building 154 Nassau Street

The Tribune's Page of Business News

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Congress to Hear What Legislation Business Wants

Chamber of Commerce of U. S. Will Hold Convention at St. Louis the Last of This Month

WASHINGTON, April 10.—A preliminary outline of the programme for the seventh annual meeting of the Chamber of Commerce of the United States, to be held at St. Louis April 28 to May 1, as given out to-day at the chamber's headquarters here, discloses that American business is preparing to offer constructive suggestions with respect to the future relations between government and business.

Having the advantage of experience gained during the war and during a five months' period of industrial readjustment, business men now are in position to give advice from their point of view on some of the important questions that are agitating the country. The meeting, coming as it does, just before an extraordinary session of Congress, furnishes an opportunity for obtaining a comprehensive opinion from the business world on many things that Congress will take up.

A call has been sent out asking a meeting at the time of the convention for the purpose of discussing the various subjects which will be taken up. The meeting will be held at the Hotel Astor, New York, on April 28, 29 and 30.

Subjects for discussion and action at St. Louis include the disposition and operation of the country's railroads; the future of public utilities, foreign relations and foreign trade, agriculture, industrial production, domestic distribution, international commerce, commercial arbitration, finance and Victory Loan.

The chamber is obtaining the services of the best authorities of the country as speakers, and those who will deliver addresses include Carter Glass, Secretary of the Treasury; William C. Redfield, Secretary of Commerce; Edward G. Healy, Assistant Secretary of the Navy; and others.

The French government is sending to the meeting a speaker a special representative in the person of Maurice Cassegrain, formerly French Minister to the United States, and now French Consul General in this country, succeeding the French High Commissioner.

Meetings and Conventions: The editorial conference of the New York Business Publishers Association, to be held at the Hotel Astor, New York, on April 10, 11 and 12, with the speech of John Calder, consulting engineer, who will tell of recent advances in industrial management.

United Waist League Is Campaigning for Members: Every waist manufacturer of standing in the city will be invited to join the United Waist League of America during the intensive membership campaign, which begins to-day and continues for one month.

India Mills Cut Burlap Output: Burlap was wanted in fair sized lots yesterday by manufacturers of bages. Material contracts for the week ending the 10th were quoted at 6.25 to 6.40 cents a yard, while that weighing 10 1/2 ounces to the yard was held at 8.25 to 8.40 cents the yard.

Crude Rubber Stocks in Bins of Manufacturers Reported Small: Importers report that the crude rubber bins of the manufacturers are practically empty and that stocks of manufactured goods in many cases are also in need of replenishment.

Clothing Manufacturers Cut Down on Customers' Orders: Owing to the expected shortage of woolen fabrics for use in men's suits and overcoats, many of the men's clothing manufacturers have announced to their trade that they will be able to supply only a portion of the requirements of each clothing retailer who has orders for them.

Pink of Quicksilver Jumps: Quicksilver was quoted from \$72 to \$74 a ton yesterday, these prices representing a sudden rise in the price of the metal. The boost in price is accounted for by the fact that stocks available for immediate delivery have in many cases been cleared up.

Trying to Win Back Trade Lost by Strike

Local Dress and Waist Manufacturers to Intensify Sales Methods

New York dress and waist manufacturers are beginning the work of winning back the trade which went to other centers, notably Philadelphia, during the strike which has terminated with a new labor agreement between the union and associated employers. Local manufacturers make no secret of the fact that much of their normal trade was diverted to other cities during the strike. They believe they can win it back through speeding up production and practicing intensive sales methods.

Production at present is far from normal, and it will be several weeks before it reaches the stride it had before the strike. Retail orders will occupy the attention of manufacturers for some time to come. The pressing demand upon the part of retailers, however, is to get the goods into the stores as soon as possible.

As explained by S. A. Salvage, director of the Viscose Company, this concern owns the patents under which artificial silk is produced in this country and Canada. The invention, which is said to be an improvement over the older French method, was perfected in England. The Viscose Company has two factories, one at Marcus Hook, Pa., which has been in operation for several years, and a new factory, established about a year ago at Roanoke, Va.

In 1914, before the war, our production capacity was about 35,000 pounds of artificial silk yarn a week," said Mr. Salvage. "By enlarging our Marcus Hook plant and building the new factory at Roanoke we have increased our production to about 150,000 pounds a week, and hope soon to be able to turn out 200,000 pounds a week.

Even though we have increased production more than 400 per cent in the past four and one-half years, we cannot keep up with the constantly increasing demand for our product.

"During the war, the importation of artificial silk from abroad ceased almost entirely. It is picking up a bit now, but the prices are much higher than the prices we quote on the domestic product. At present our highest price is \$1.50 a pound, and we are not prepared to reduce it below that figure.

"In the case of the domestic product, we are not prepared to reduce it below that figure. In the case of the domestic product, we are not prepared to reduce it below that figure.

The market for cotton fabrics also was helped by the report that Great Britain had lifted the embargo on imports of colored goods, cotton yarns and bleached as well as unbleached goods. It was stated that imports of cotton duck are still interdicted.

Better Demand for Scoured African Wools: BOSTON, April 10.—The attendance of buyers at the government wool auction to-day was fair. Demand for fine scoured African wools for export was keener. Prices for wools grading good to choice ranged from \$1.15 to \$1.35 a pound, against \$1.10 to \$1.25 for similar wools on the day before.

More English Mills Curtail Spinning of American Cotton: MANCHESTER, England, April 10.—It has been decided that all spinning and finishing factories engaged in the production of American cotton goods, in Lancashire, Cheshire and Derbyshire, shall stop their spindles producing American single yarns.

Scarcity of Easter Footwear Threatened by Brooklyn Strikes: Shoe retailers are beginning to find it difficult to replenish their stocks of the higher grades of women's footwear owing to the reduced output of the Brooklyn factories in which strikes have been declared.

Retailers Want Same Styles in Shoes for Next Fall: At a meeting of the style and conference committee of the National Shoe Retailers' Association, it was recommended to the manufacturers that the 1919 fall shoe styles be substantially the same as those of last year.

Shoe Retailers to Organize for Liberty Loan Campaign: John Slater, chairman, has called a meeting of clearer graders of shoes for the Liberty Loan Campaign for this afternoon, following a luncheon at the Bush Terminal Sales Building.

Sole Leather Advances: Domestic and export demands developed within the last few days have caused increases in the price of sole leather. Cut sole would have to be selected from three to five cents a pair, while the better grade of oak leather went up two or three cents a pound.

Still Plenty of Work for Silk Worm to Do

Shortage of Artificial Fibre Causes Complaint in Trade and Producers Are Not Trying to Develop New Uses for Yarn Made by Synthetic Process

Such a large demand for artificial silk has sprung up within the last few years that a shortage in the supply, due to the curtailment of output during the war, is causing users of this synthetic fibre to complain.

There is only one concern in this country—the Viscose Company—making artificial silk. Of the six mills in France only two are said to be operating now, and neither of the two mills which operated in Belgium before the war has been able to resume. There are only two mills in England, but neither of them is running at full capacity. The Swiss production also is far below normal.

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German Monopoly In Potash Broken

Control of Alsace Deposits Will Place France in a Position to Compete

WASHINGTON, April 10.—A report on potash in Alsace, by Commercial Attaché Erwin W. Thompson, at Copenhagen, received here, says: "Potash is Germany's only natural monopoly. Whenever the war after the requirements for fertilizers for many years to come will be very great. The Statist estimates that England will need double her normal quantity for two years after the war, and the same is the case with regard to France. That the American agriculture (grain, sugar beets and cotton) is also hard up for supplies from Europe is seen by the fact that half of Germany's potash export normally went to the United States. With the loss of her potash monopoly Germany loses an important economic asset and is forced to secure raw materials from overseas."

The potash fields in Alsace are very important, being estimated at 500,000,000 tons. The first Alsace potash deposits were found as late as 1804, and the relative production for recent years, according to "Wirtschaftsdenkmal," was: in metric tons reckoned as pure potash: Germany, total, 1910, 1,875,350; 1911, 2,240,000; 1912, 1,969,220; 1913, 1,110,370.

Alsace, total, 1910, 420,000; 1911, 480,000; 1912, 480,000; 1913, 280,000.

Alsace, 1913 one-fifth of the aggregate production of the world. During the seven months of peace in 1913, the deposits produced 20,000 tons, or more than during all of the previous year. Out of the seven works in all Germany with potash deposits, the Alsace deposits produced 70 per cent.

"The Germans contend that only one-third of the capital invested in the Alsace deposits was in foreign hands, but the French claim it to be half, or perhaps more. The best factories, such as those owned by the Alsace potash syndicate, three were in Alsace. The 'Amelie' deposit was fourth highest in Germany.

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Buyers Arrived

Buyers are invited to register in this column by telephoning Beekman 8243 between 10 a. m. and 10 p. m.

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