

WAR GIVES IMPETUS TO BUSINESS OF UNITED STATES

THE TWICE-A-WEEK DISPATCH

A PROGRESSIVE REPUBLICAN NEWSPAPER DEVOTED TO THE UPBUILDING OF AMERICAN HOMES AND AMERICAN INDUSTRIES.

BURLINGTON, ALAMANCE COUNTY, NORTH CAROLINA, TUESDAY, DECEMBER 1, 1914

Trade Picks Up All Over the Country

Investigation by The Chicago Tribune Discloses Optimism of Business Men—War as an Impetus.

A survey of the business and trade conditions throughout the country indicates an upward tendency comparable with that which has been reported in the Chicago District.

In many smaller manufacturing cities the plants that make material needed by the armies of Europe are experiencing more of a rush of business than the factories whose output is for other purposes.

However, the reports from correspondents of The Tribune in industrial centers such as Pittsburgh, Cleveland, and Detroit are invariably optimistic. In nearly all cases the improved conditions are indicated by tangible evidences such as the increased employment of men, the reopening of plants, and the receipt of large orders.

ADD TO FACTORY FORCES.

Factory forces are being enlarged cautiously and in such industries as steel and railway equipment the return to normal is still a matter for the future.

Nevertheless a canvass of the innumerable small manufacturing cities, especially of the middle west, shows an undoubted turn to better times.

The mild weather has held back activity in demand for winter garments and goods, except where orders have come from Europe.

The extent to which American factories are providing supplies for Europe, of a sort that usually would be furnished in Europe itself, is an impressive feature of the reports.

CONDITIONS FAVORABLE HERE.

An evidence of the condition in the Chicago territory is shown this week by the addition of twenty-two new members to the Chicago Association of Commerce.

For the last three weeks the number of new members added to the rolls of the commercial organization amounts to more than 100. Officers of the association say that no better barometer of the business conditions of the city can be found than the membership additions to the association.

Among the new members is a factory in Piqua, O., which enrolled under the new ruling of the association permitting outside firms to join for the participation in the foreign trade campaign of the association.

QUINCY PLANTS PROSPER.

From Quincy, Ill., comes word of prosperity in the shape of orders for machinery. I. R. Calkins, president of a steel wagon and wheel manufacturing company in that city, said his concern in the last few days had received orders which caused them to operate at capacity. The orders came from all sections of the country, and were for parts which other factories use in assembling various kinds of machinery.

"The only difference I have noticed between this season and previous seasons has been the dislike on the part of purchasers to sign up for long time contracts," Mr. Calkins said. "Now, however, we are getting down to contract business with larger orders than usual."

"In addition our company has sent a salesman to South America to study the conditions there. We told him to stay a year without making an effort to get orders. Other manufacturing plants in our territory are doing more business because of foreign orders

than they ever did before."

RUNS NIGHT AND DAY.

A manufacturer of electrical machinery in North Chicago, chiefly magnetos, talked a month ago about closing his factory. Now he is running night and day, with larger orders than he ever received before. This is the time of year that the farm implement manufacturers start full blast on their Spring machinery. Reports from cities where these plants are located state that large numbers of men have been placed at work.

The farmers of the middle west are prosperous, the implement manufacturers report. They have the money to buy just as heavily next spring as they ever have.

The manufacturing industries look forward to a spring as prosperous as any in the history of the nation.

CONDITIONS IN THE DIFFERENT STATES.

Dispatches from The Tribune correspondents are here classified by States:

ILLINOIS.

GALESBURG—Owing to the mild weather, prevalence of stock disease, and light crops, business here has been much depressed, but the general feeling now is that the worst is over. The Purrington Paving Brick Company reports that the prospects for next year are so good that large plants will be operated all winter. The Burlington Railroad is adding men to its engineering and train departments, anticipating largely increased business. Factories and mercantile establishments agree that the outlook is much improved.

PROSPECTS GOOD AT BELVIDERE.

BELVIDERE—Belvidere manufacturers report a marked increase in letters of inquiry and prospective orders, most of which are based on anticipated betterment in business conditions after the first of the year. They agree that prospects are good for fine business next year.

BOOM AT CHAMPAIGN.

CHAMPAIGN—Improvements in business is unanimously reported by Champaign factories and other concerns. "One month ago we laid off 25 per cent. of our help," Charles Strauss, president of the Textile Manufacturing Company, said. "Now we have them all back and have all the orders we can fill." The Fitted Steel Sash Company is running full capacity. The American Piano Player Co., has its full force at work. The E. M. Burr Company, structural manufacturers, which was handicapped by inability to secure sufficient steel, reports a general betterment of conditions. An upward movement in farm land deals is another sign of the times.

DIXON BUSINESS BETTER.

DIXON—A return of better business conditions is shown today by the statement of President E. D. Alexander, of the Tri-County Light & Power Co. Work on 40 miles of high tension power lines has begun; cost \$120,000.

IMPROVING AT CHICAGO HEIGHTS.

CHICAGO HEIGHTS: Conditions Continued on Page 2.

LET THE ADVERTISING HELP YOU.

If there were ever a time when this paper can be of a great service it is NOW when its readers are facing the hurries and worries of Christmas shopping.

The advertising columns from now until Christmas eve will be brimming over with helps to shoppers.

They will give suggestions to those who have hard work to decide.

They will present the news of goods and prices all turned to the moment. The wise shopper will make full and free use of the advertising.

WAR ORDERS PLACED.

Among the latest business done in war material is an order for 1,000,000 pairs of shoes, costing \$3 a pair, reported to have been placed by the Grand Duke Michael of Russia with Webster, Mass., factories. These shoes are for the French army, and large contracts for shoes for Russian soldiers have also been placed.

The American Tool Works Co., of Cincinnati, has replaced most of the men who were laid off and is running six days a week instead of four.

Carloads of knit goods, automobile trucks, shoes and "caterpillar" traction engines are arriving each day in New York from New England and the Middle West. The Pennsylvania Railroad and the New York Central are handling most of the horses and mules shipped to the East. Exports of supplies from the Central West are going largely through Gulf ports, and automobiles are going from Detroit and Chicago by way of Canada.—Wall Street Journal.

"A BUILDING STITCH IN TIME."

Among those who are now demonstrating their faith in the build-now movement by works is the Southern Railway Company. This company provided funds last Spring for extensive construction work for the improvement of its lines but did not allow the business depression to interfere with the progress of the work. The management of the road rightly considered that any slowing-up of the movement of commerce in the South today could be only temporary.

This road is everywhere encouraging the build-now idea. Through its publicity department it is urging every one who contemplates building to take advantage of the opportunities the present situation offers and build now. In commenting on the editorial the road says:

"The man who builds now will not only make money for himself, but will help the general situation by putting money into circulation and providing work for men who are now idle."

The advantages of building now are obvious, the chief of these being the fact that many skilled workmen in the construction trades are now idle; that given employment they will provide a much greater return upon the money expended for their wages than would be the case with a similar amount of money expended for the labor of less efficient workmen when the building trades are overrun with work. Building material, too, is fairly cheap and the alleviation of the money situation has already become apparent.

The man who builds now will be performing a patriotic service. He will not be providing charity. No one connected with the building trades wants that, but he will be providing work for craftsmen who can give the greatest possible return for the money received for their labor and skill.

Build NOW, put it off six months or a year and you will doubtless find yourself in the midst of the greatest building revival the whole nation has ever seen. All business will have arisen like a young giant with strength renewed. The great influx of people from other countries due to the desolation left by the war will add definitely to the population not only of our farms but of our cities. The building trade will experience a tremendous activity necessary to meet that condition.

Build now at the low prices prevailing. Avoid the coming era of rush and rising costs. BUILD NOW.

ED. WILLIS' HOME BURNS.

Saturday morning at about eleven o'clock, fire was discovered in the residence of Mr. Ed. Willis, near the city pumping station on Tarpley St. extension, which practically totally destroyed the house and contents. It seems that there was some several minutes delay in telephoning the alarm to the Fire Station, and after the alarm was sounded, the firemen were unable to locate exactly where the fire was. However, after a run of over a mile with both wagons the firemen reached the scene and quickly extinguished the fire which had already practically destroyed the house. The house belonged to a Mr. Wagner and was not insured. Mr. Willis suffered a total loss also as he carried no insurance, and saved very little of his furniture. The total loss was about \$1,250 to \$1,500.

TOBACCO MARKET ACTIVE.

Our tobacco market has been very active during the past week, and about

250,000 pounds of the weed was sold on the warehouse floors here in the four sales days. Tuesday was a record day for the week and about 100,000 pounds was sold on that day. The tobacco crop in this section is short, the crop being estimated at about two-thirds crop, and the quality is not the best, but the prices are good, considering the quality.

WAR STAMPS IN USE TODAY.

The special war tax stamps are effective to-day and from now on much of the business transacted of the country will be subject to the tax. The special tax on tobacco for the war started on November 1. This tax is \$4.80 per year for all tobacco retailers who do as much as \$200 worth of annual business. Double tax will be charged from today on all who failed to pay up to last night.

The party with the limited vocabulary often talks longer than the man who is a scholar.

Foreign Orders

Booming Trade

Orders for Goods by Fighting Nations Are Booming Trade—Four Hundred Million Dollars Will Be Sent Over From Europe to Pay for "Made in America" Goods.

Chicago, Nov. 27.—A huge river of gold—more than \$400,000,000 will soon be flowing into the United States.

It will come as payment for the war supplies which European nations have already ordered from this country. The figure of \$400,000,000 astounding as it is, covers only the value of orders for manufactured goods already booked, and is exclusive of cereals, provisions and normal exports.

Were the field of American industry as arid as the Sahara, it could hardly fail to grow fertile under the irrigation of so rich a stream of gold. But advices from all over the country show that normal domestic business, unaffected by war stimulus, is also beginning to thrive.

That is why big business men who a short time ago sat in the dumps, undisguisedly pessimistic over the business situation have suddenly jumped up and hailed prosperity with a veritable explosion of enthusiasm.

Consider the case of Charles M. Schwab, president of the Bethlehem Steel Corporation.

A month ago, Mr. Schwab said that conditions in the steel business were "the worst I have ever seen," and that the outlook "couldn't be more discouraging."

"TEN YEARS OF UNEQUALLED PROSPERITY."

But hardly had he set foot in this country the other day, on his return from Europe, when he made the now famous assertion: "I look for ten years of unequalled prosperity in the United States."

He brought back, besides that cheerful conviction, steel orders from Great Britain and France amounting approximately to \$20,000,000. The orders will be divided among the other steel plants of the country, for the Bethlehem Corporation cannot possibly handle more than a minor part of that huge quantity.

This seems to assure the needed stimulus to the steel industry, which is notoriously the slowest in picking up after a period of business depression. The signs of this new prosperity have been seen in Pittsburgh, center of the trade. The People's National Bank of Pittsburgh after a careful study of conditions has just responded as follows to the nation-wide "prosperity survey" which is being made:

"In a general way it may be said that in this great industrial district sentiment as regards the future is as optimistic as in the most favored sections of the country."

"The reason that Pittsburgh feels optimistic for the future despite the rude contraction of the present is that our manufacturers are close students of history. They know that there is a limit to retrenchment, and they are looking forward to increased business based upon the necessities of their customers."

PACKING HOUSES GET BIG ORDERS.

Another leading business man who is jubilant over the outlook and wants everybody to know it, is H. H. Merrick, head of the credit department of Armour & Co., the great Chicago packers.

"The new firm—We, U. S. & Co.—has world trade at its feet," Merrick says. "It comes home to us that our present is safe, our future certain."

"Big business from now on is a fact and not a theory. Depression in some lines is more than counterbalanced by the boom in other lines. The October export balance in favor of American trade was over \$60,000,000, as against \$16,000,000 in September."

"Domestic trade is increasing in almost all lines. Easy money—which is assured—plus confidence, plus tremendous exports on a cash basis, make prosperity in domestic trade a certainty. For us opportunity violates tradition and thunders at our doors. It cannot be denied admission."

War orders have brought optimism to another packing house—the Cudahy Company—which is about to open for the first time in several years its big canning plant in South Omaha, Neb., in order to fill a British order for 5,000,000 one-pound tins of canned beef.

Another tremendous order from Great Britain has just been brought back by Frederick S. Fish, president of the Studebaker Corporation, of South Bend, Ind. To supply more than \$15,000,000 worth of automobiles, wagons, sleds, harness and other equipment is the prize job which he picked up abroad. Filling it will bring employment to thousands of men.

At Bridgeport and New Haven, Conn., Alton, Ill., Boston, and Pittsburgh, are other factories which have started work within the last few days on huge orders for cartridges, shells, bullets and rifles. Eighteen million dollars worth will be made in Boston alone!

Thus, many sections of the nation are sharing in the big boom. One of the most interesting of the war orders is that now being filled in St. Paul, by a concern which has agreed to supply the French army with 4,000 sheepskin coats a week—at \$8 each. That means \$32,000 a week to go to the Twin Cities for this industry alone!

In fields not directly affected by the European demand many sings of better-than-ever times are seen. Federal authorities will soon be able to lift completely the quarantine on live stock. The Wakotas, Nebraska, Iowa, and Minnesota banks report that farmers in that region have an extra-quality corn crop, and will receive record prices for it. The cotton men of the South find that according to last week's figures, cotton exports are now practically at the weekly mark of last year.