

## AMERICAN DOCTORS CURE A CHINESE DISEASE; FEARFUL PARASITES ARE IDENTIFIED

Peking, China, July 13—In any account of the destroyers of human life in China, a high position must be given to the curious partnership of the snail and the trematode. Their co-operative drive has helped to kill a greater number of men, women and children in a day than Ghenghis Kahn and all the invading and native war lords lumped together. The trematode-snail combination has carried on its deadly work for generations.

Now western science, with its microscopes and test tubes, has identified China's assailant and has showed how best to avoid the assault and how to treat the wounded. Nevertheless,

the nation is vastly more excited over Chang Tso-lin and Wu Pei-fu, the Kuomintang and the Kuomintang, than over the glad news that one of China's most vindictive foes has been located and an intelligent campaign against it outlined.

### "Intermediate Hosts"

The facts in this account were furnished by Dr. Ernest Carroll Faust, associate professor of parasitology at the Peking Union Medical college, which is supported by the Rockefeller foundation. The flukes or trematodes, he said, are of varying habits and appetites, and each kind has to have its own especial snail as its nursery at ap-

pointed seasons. In scientific language, the snail acts as an "obligatory intermediate host" to the trematode, which enters the body of the snail and goes through certain phases of its life cycle there.

Among the more destructive of the trematodes is the blood fluke, which has its lurking place in the muddy flats of rivers and ponds, in the stagnant backwaters of innumerable streams.

The fluke lives for a time in the body of a snail, from which it emerges into the fresh water. Then comes the Chinese fisherman, wading along up to his knees or up to his waist in the ooze. The fluke touches the human skin and penetrates it and before long is comfortably at home in the bloodstream of the poor fisherman. Then it travels into the blood vessels around the liver, in the hepatic portal circulation, to use Dr. Faust's precise and scientific term.

### Huge Death Roll

Approximately 100,000,000 Chinese

are exposed to the attacks of this trematode every year. Probably 20,000,000 have the infection and subject themselves to reinfection. Of these numbers a great many, perhaps as many as 1,000,000 a year, die of the disease.

Dr. Faust and Dr. Henry E. Meloney of the Peking Union Medical college, who have carried on this investigation, have shown that in early cases the patient can be cured by the administration of tartar emetic, and have interested the mission doctors in the Yangtze provinces and north of Canton, where it is most prevalent, in this treatment.

This particular fluke uses as its intermediate host a tiny black snail bearing the name *Oncomelania hupensis*. It is amphibian in type, living both on dry land and in the water. It has a little trap door at the opening of its shell which it can let down and seal up and then endure absolute drought for months at a time.

## SALADA, GURNEY, DAVIES, AND MASSEY-HARRIS, HAS PLANTS ACROSS THE BORDER

(FLOYD S. CHALMERS in Financial Post.)

No company has been more successful in building an American market that has Salada Tea Company, the leading tea firm of the Continent, that has been built up through the energy and ability of Hon. P. C. Larkin of Toronto.

When Mr. Larkin founded his tea business in Toronto in 1892 he built on solid foundations but had expansive ideas in mind. He was not long in extending to the United States in the sale of tea. Four years after he opened his Canadian office he made his first shipment of tea to the United States. The business there grew steadily and necessitated the formation in 1915 of a separate company, Salada Tea Company Inc. In 1917 a fine eight-story warehouse the last word in modern building construction and a thing of beauty both inside and out was opened in Boston. At the present time the size of the warehouse is being greatly increased. The company sells Salada Tea in the United States through offices in Boston, New York, Buffalo, Pittsburgh, Philadelphia, Chicago, Detroit, Seattle, Los Angeles, San Francisco and Cleveland.

The same advertising and merchandising methods that won Mr. Larkin success in his home market have been followed in the American invasion.

Salada tea's experience is direct evidence of the value of the United States market to Canadian business men when it is courageously attacked.

### Gurney's Boston Factory.

Gurney Foundry Company is one of the largest of Canadian companies in the field of furnace and heating apparatus manufacturers. About twenty years ago, the heads of the company sounded out the possibilities of selling their goods in the United States. After a few years of experimentation in that field the success of the effort became apparent and a company was formed by the same group that controlled the Canadian company. Under the name of the Gurney Heater Manufacturing Company a plant was built at Framingham, Mass., and has operated successfully for about fifteen years. Sales offices have been opened in New York and Washington and while the business across the line has not reached a volume as great as that of the Canadian company sales are developing satisfactorily and the American plant is important.

Massey-Harris Company operates an exceptionally successful plant at Batavia, New York. After many years of successful business building in Canada the company cast its eyes upon the American field and in 1910 acquired control of the Johnston Harvester Company in that city. This plant has been greatly expanded and other American companies have been purchased. Today the Massey-Harris Harvester Company which is the name of the American company, ranks side by side with the great American implement companies.

William Davies Company the greatest packing firm of the British Empire is also well established in the United States and ranks as the fourth packing house of the continent. The American plant consists of a large eight story packing plant in Chicago of 25,000,000 tons of meat yearly. While a big factor in the company's business during the war, the plant is not now very profitable and in this respect it is in the same position as practically every packing house on the continent Establishment of the Davies Company

### Fluke Looks Like Leach

Another parasite that carries on the deadly campaign against China is the large intestinal fluke, common in the rivers around Hangchow, south of Shanghai. It is called the Fasciolopsis buski. Its victims do not become infected directly from the snail or by the larva, but from eating the water chestnut. It resembles the fluke that causes the sheep liver rot in Texas. It grows to an inch in length and to an unsentimental eye is a bit suggestive of the "bloodsuckers" of Wisconsin creeks. As many as 10,000 of these horrors have been found in the intestines of a single child.

The life history of Fasciolopsis buski has been investigated by Dr. Claude H. Barlow, of the American Baptist mission, who worked it out on himself. This fluke uses as intermediate host the "watch-spring" snail, which is about half an inch in diameter, or less, flat and yellow-gray in color like a horn.

in the States was as in the case of Massey-Harris a definite example of Canadian enterprise seeking to take advantage of the rich and powerful American market.

### Sleeping Bags for Americans.

The Woods Manufacturing Company, of Montreal, Toronto, Ottawa and Welland achieved such a reputation for its sleeping bags that it had to open an American plant a few years ago to fill orders from customers across the line. This plant was opened at Ogdensburg, New York about two years ago. Proper investment was made in advertising and in establishing good merchandising methods. Goodly returns are now being earned on the investment made. Plans are completed to double the size of the Ogdensburg plant and the subsidiary has become a revenue producing enterprise for the Canadian company.

Canadian banks have established agencies in various American centres. In some cases these banks act chiefly as correspondents for the Canadian head office in facilitating transactions in which Canadian concerns are interested but in other cases the American agencies have become financial institutions of ranking importance in the communities where they operate. For instance the Canadian Bank of Commerce branch in Seattle is one of the outstanding banking offices of that city and out ranks in size the average American bank.

Canadian insurance companies have also been expanded into the United States both in the writing of insurance and in the investment of their funds. In this way they have enlarged their business to reduce overhead at the head office and to get for their policyholders the diversity of risks that makes for stability and profit. The Canada Life, the Sun Life, the Great West Life the Manufacturer's Life and the North American Life all have offices and business in various American States.

Canadian railways have acquired or built American lines and subsidiaries. Canadian Pacific Railway controls the St. Paul and Sault Ste. Marie Railway as well as other lines less important than that mighty "Soo" line. Grand Trunk Railway extended into United States early in its history controlling lines to Portland and Chicago and to New London, Connecticut which are now controlled by the Canadian National Railways.

Experience of Canadian companies across the line seems to indicate that the United States is a logical addition to the home market of any Canadian company. Where tariffs and other factors make establishment of an American plant necessary most Canadian companies have shied at the suggestion. But apparently it is a fertile field for sales and worthy of the attempt.

### HERRICK WEATHER.

This seems like Herrick weather since the rose Is regal on the lawn and in the air Are wafts of perfume. Down the garden stair Comes smiling Julia with her flower like pose.

With her she bears a book—not weary prose, But his, her poet's book, the naive rare "Hesperides" that Herrick molded where

The trim box hedges girt his rectory close.

She dreams herself his Julia as she reads

Her lines so redolent of the cavalier So blithe with bonhomie so debonaire Ah, Parson Herrick you would do new deeds

In poesy could you come back and peer

At her nurse, muse, wrapt below the garden stair!

—CLINTON SCOLLARD in New York Sun.

Dill—Two heads are better than one.

Gill—It is if you are looking for a circus job.

Willie—Say dad, my shoes need soles but if you buy me roller skates I won't need to send them to the shoemaker.

Wife (to husband who had lost fish)—I don't mind the fish getting away. I'm thinking of the angworm. It was such a patient worm.

## The Opportunity of a Lifetime FRENCH GOVERNMENT 6% BONDS ARE ON THE BARGAIN COUNTER

WE BELIEVE that an investment made today in French Government 6% Bonds (Loan authorized Dec. 16th, 1920; redeemable at par at the option of the Government on or after Jan. 1st, 1931), presents an exceptional opportunity for profit on any material advance in the value of French money (Francs).

Due to the depreciation of French Francs a French Government 6% Bond (of 1,000 francs denomination) can now be bought for \$27.00, with French exchange at normal (19.3c per Franc) the same Bond would have a value of \$193.00

International bankers believe French Francs will sell at 10 cents per Franc before very long. Just think what this means to French Government Bonds; with the Franc worth 10 cents, each Bond of 1,000 francs will have a value of \$100.00—a rise of over 270%, or a profit of \$73.00 for every \$27.00 invested today. With the franc selling at 15 cents, each Bond of 1,000 Francs will have a value of \$150.00, a rise of more than 455%, or a net profit of \$123.00 for each Bond of 1,000 francs, or for every \$27.00 invested today.

We made a lengthy and thorough investigation to determine the best way to buy French Francs for maximum profits. We are of the opinion that these French Government 6% Bonds afford the best medium, for they represent to French investors precisely what British Government and our Canadian Government Victory Bonds represent to us, being legal investments for every Institution, Trust Fund and Savings Bank in France, and constituting a strictly high-grade Government investment. They may be sold again instantly for spot cash, as they are listed on the Paris Stock Exchange and traded in throughout the financial centres of the world. The interest coupons (payable June and December 16th) have always been paid promptly on the dot, and can be cashed in Montreal, New York, London, and other financial centres through our House, banks or other institutions.

French Government Bonds will, we believe, unquestionably come back to normal (\$193.00 per 1,000-franc Bond.) The United States were financially bankrupt after the Civil War. Their securities could be bought for a song, yet in a few years the Americans were on their financial feet again, and today are considered the richest nation in the world.

Even England was once faced with what seemed to be a financial disaster. With Napoleon virtually pounding at her gates, British Bonds went for next to nothing, but the victory at Waterloo sent them sky-rocketing. The Rothschild family accumulated the major portion of its wealth by investing in British bonds and selling them when Wellington's victory became known.

The experience of France, too, bankrupt at the hands of Bismarck, is within the memory of living man. Her Bonds sold down to 7% of their value after the Franco-Prussian War. They appeared hopeless, yet in two years they had recovered 95%, making fortunes for the far-sighted investors who had the courage to invest in them. When millions of men and populations of nations lend their collective efforts to the task—nothing is impossible. The French franc will undoubtedly come back to normal.

A study of history convinces one forcibly that the most difficult thing in the world to destroy is national existence. History is repeating itself. The opportunity of a lifetime, to earn remarkable profits, exists today for investors, through the purchase of these high-grade French Government Bonds. They rank as the pre-eminent class of French Government securities, and are virtually a first mortgage on the entire assets and resources of the vast and wealthy Republic of France. The Bonds are valid for 30 years after maturity, and the interest coupons for 5 years after their respective maturity dates, thus enabling the investor to cash them at any time the exchange rates are favorable.

France is a first-class commercial, naval and military power of the world. French industries are thriving and working overtime. France is exporting goods to every country of the globe; her shipping is crowding the world's ports, and the nation shows every evidence of industrial and economic progress. Reparation payments from Germany are further enhancing the French treasury. These conditions will be quickly reflected in a rapid rise in the French Franc, which in turn increases the value of French Government Bonds. That is why we urge you to buy French Government Bonds NOW, while they are on the bargain counter.

The payment of principal and interest on French Government 6% Bonds is guaranteed by the French Government and backed by the entire resources of the Republic of France.

### INTEREST INCOME

The income from the average corporation or industrial Bond is fixed, that is to say, a 6% Bond of \$1,000 denomination yields exactly \$60.00 every year until maturity. The income from French Government 6% Bonds comprises many of the attractive features of an ordinary share, or share of common stock. While the income expressed in French money remains fixed the value of that money to the Canadian or American investor depends upon the exchange value of the French franc expressed in dollars.

Thus it will be seen that at the present rate for the franc the holder of a 10,000-Franc Bond will receive for his coupons aggregating always 600 francs per annum a sum in Canadian money equivalent to a return of nearly 7% on his investment, that is, on the cost of his 10,000-Franc Bond which at the present time is \$270.00.

When the franc reaches 8 cents, however, the value of the coupons will be much higher; 600 francs will be worth \$48.00 which on an investment of \$270.00, is equal to a yield of 17 1/2%. Few common stocks offer so attractive a return.

When the franc has reached 10 cents or \$1,000.00 per 10,000-franc Bond the return will be proportionately higher. Every 600 francs in interest coupons will bring \$60.00 when cashed. Here the yield is more than 22%.

At 15 cents per franc the coupons on a 10,000-franc Bond costing only \$270.00 today (normal value \$1,930.00—a profit on the principal of \$1,660.00) will be worth \$90.00, representing a return of over 33%.

And lastly, with the franc at par, i.e. 19.3 cents or \$1,930.00 per 10,000-franc Bond, the coupons for one year amounting to 600 francs will be worth \$115.80—an amount equivalent to a return of nearly 43% on the original investment of \$270.00.

Holders of French Government 6% Bonds can sell them at any time for spot cash at the prevailing market price.

In view of the excellent prospects for a sharp advance in the value of French money, investors should buy as many French Government 6% Bonds as they can conveniently afford. We are convinced that present purchasers will double if not treble their money in a remarkably short space of time, but of course, immediate action must be taken if early profits are to be made.

We are averse to referring to our success in the field of foreign exchange but we may, with pardonable pride, boast of one of the most outstanding records on the continent. We had the courage to advise investors to buy British, Swiss, Dutch, Swedish, Japanese, Norwegian, Spanish, Brazilian and Argentine Government and Municipal Bonds when such securities, because of the depreciation in the value of the money in which they were payable, could be bought for fractions of their former values.

Among other securities in which enormous profits were earned by our clients we recommended to investors German Government 8% Bonds at \$39.00 per million mark unit—9 months later we were buying them back from clients who held them for \$2,800.00 per million mark unit.

We recommended to investors Polish Government 5% Bonds at \$30.00 per million Polish mark unit—subsequently they reached \$950.00 per million Polish mark unit.

Substantial profits—indeed fortunes—are the fruits of the foresight exercised by shrewd investors in the purchase of selected Government and Municipal Bonds recommended by this House.

Remember: French Government 6% Bonds are a genuine investment bargain. The opportunity to buy them at their present low price is not likely to recur between now and the day the French franc reaches par.

### Table Showing Present Price and Possibilities

Denominations: or Amount	With Bonds at Par and Franc at:			
	Present Price	15 Cents	10 Cents	Par
1,000 Francs, French Government 6% Bonds	\$ 27.00	\$ 70.00	\$ 150.00	\$ 193.00
2,000 Francs, French Government 6% Bonds	54.00	140.00	300.00	385.00
5,000 Francs, French Government 6% Bonds	135.00	350.00	750.00	965.00
10,000 Francs, French Government 6% Bonds	270.00	700.00	1,500.00	1,930.00
25,000 Francs, French Government 6% Bonds	675.00	1,750.00	3,750.00	4,825.00
50,000 Francs, French Government 6% Bonds	1,350.00	3,500.00	7,500.00	9,650.00
100,000 Francs, French Government 6% Bonds	2,700.00	7,000.00	15,000.00	19,300.00

WE ARE selling a large number of these Bonds at the above price, which covers every expense. Upon receipt of accepted cheque or money order we will at once confirm sale. Bonds are forwarded by registered and insured mail. Order with remittance to cover purchase, must be received by early mail to insure these prices as quotations change frequently. For many years this Investment House has been Canada's foremost exclusive foreign Bond house. It is vitally important to us to have our clients select those bonds which will make the most money for them and make it most quickly. Our interest does not cease after a sale, for it is our constant aim to keep in touch with our clients, scattered throughout the length and breadth of Canada, the United States and Newfoundland, to render it gratuitous service, informing clients when Bonds rise in market value, and informing them whether or not we deem it advisable to sell. This service is expensive to ourselves, but its value to our clients is incalculable.

### THE INVESTMENT HOUSE OF C. M. CORDASCO & COMPANY SPECIALIZING EXCLUSIVELY IN FOREIGN GOVERNMENT AND MUNICIPAL BONDS

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MONTREAL - CANADA

Date.....  
I enclose herewith { cash  
accepted cheque } for \$.....in full payment  
money order

for the purchase from you of .....francs in French Government 6%  
(State Amount)

Bonds (Loan of 1920), which you are to forward me by registered and insured mail.

Name.....

Address.....