To the very big manufacturer the foreign market has been tried with more or less effort and in various ways. However, the very smallest manufacturer has a foreign market if he will only try it out. It might be noted that an Ontario manufacturer of golf shafts with a very small plant of lathes, and who does nothing more than make a plain smooth shaft, sells virtually his entire output in England; nevertheless, he submitted his product to South Africa three months ago and received a substantial order by return mail. A Toronto manufacturer of plain wooden rulers cannot catch up with his export orders.

Therefore, these series of articles should be read and re-read by the small plant owner, as well as the executives of more pretentious establishments.

The Field for Export

This is a broad and indefinite subject on which reams of paper might be printed and sufficient population and trade statistics to make one dizzy. There is no one in Canada competent to say what is or is not saleable in a distant country, unless he has been there or studied the possibilities from reliable information originating in that country. For instance, to consider India as a field only suitable for articles required in hot countries is a fallacy. It is hot on the central plains but not on the northern hills. To estimate whether a Canadian manufactured article will sell in Italy is impossible until one knows whether the Italians like it, whether the delivered price meets domestic or foreign competition, and whether the Italian government will allow it to enter the country.

The best way to know what export field each article may expect is to try it out in as many trading countries as it is possible to get into. The various channels by which this may be accomplished will be dealt with in the article which follows this in the next issue of *The Monetary Times.*

Shipping Facilities

In any event, trade follows steamer routes, and it may be taken for granted that Canadian products of many varieties have found a market in the countries where the ocean liners call after leaving on their regular trips from Canadian Atlantic and Pacific ports. November sailings from Canada include the following: From Montreal to Liverpool, London, Glasgow, Dublin, Antwerp, Rotterdam, Hamburg, Havre, Trinidad, Melbourne, Auckland, Buenos Aires, Rio Janeiro, Santiago, Calcutta and Singapore; from Vancouver to the British Isles and the Orient.

In addition to the above sailings there are regular lines out of New York going to numerous additional ports, established to take care of United States exports and which are just as available for Canadian exports passing through the States in bond.

To further appreciate the field for Canadian exports, one must know that the Department of Trade and Commerce at Ottawa has studied the possibilities in almost every country, resulting in the establishment of Canadian trade commissioners in many lands. Extensions to this service are under contemplation and in the meantime, where there is no direct commissioner, the British trade commissioners' service is always willing to do its share in introducing Canadian products.

In the next issue dealing with the problem "How to Get Into the Export Field," particulars of this Canadian and British trade commissioners' service will be given.

MAY PROSPECT FORESTS FOR OIL

New Regulations of Dominion Government—National Debt Still Further Reduced in October

(Special to *The Monetary Times.*)

Ottawa, November 11th, 1920.

RECENT developments in oil prospecting in the west have made necessary some new regulations. An order-in-council just passed sets forth that requests have been made to the Interior Department that the petroleum and natural gas regulations, applicable to Dominion lands, should be extended to the forest reserves, in order that an opportunity may be given to test the lands with a view to discovery, and representations have been made that, from surface indications, these lands may contain a commercial supply of oil. It would, therefore, appear to be advisable in the public interest, says the order, that persons desiring to do so be permitted to prospect for oil and natural gas in at least a portion of these reserves, since the discovery of these products would be of great public benefit, and would also materially enhance the value of portions of the reserves retained by the Crown. The new regulations come in force on December 6 next.

Another order-in-council provides that, for a period of five years after the date upon which the Minister of the Interior decides that oil in commercial quantities had been discovered on Crown lands acquired under regulations governing these lands, the royalty to be collected by the Crown shall not exceed 5 per cent. of the output of well or sale of the products of the location, nor be less than 2½ per cent., and for the following five years it shall not be more than 10 per cent., nor less than 5 per cent. Thereafter it shall be 10 per cent.

Measures for Prospectors' Safety

The rush of prospectors to the north is causing the government to revive the old grub stake ordinances of the Yukon days, as the situation threatens to become serious. It is proposed to take steps that those who go in will not become a charge upon the Royal Canadian Mounted Police. In consequence, only those in good physical shape to stand the rigors of an Arctic winter and have enough "grub" to keep them, will be permitted to go. The northwest company that made the discovery has applied for leases, which will probably be granted, but under stringent regulations.

Another oil strike is reported at Czar, near Wainwright, Alberta. When the Petroleum and Gas Act was applied to the forest reserves, it was provided that half the profits should go to the Crown, and a similar provision is likely to be made now. The limit leased to any one person is 1,920 acres. The Shell Oil Co. development, which did not materialize, undertook to split the profits with the government.

National Debt Reduced

Expanding revenues last month brought a reduction in the net Canadian national debt of $2,634,356. At the end of September the net debt (no credit being taken for non-active assets) stood at $2,276,516,163. During October it was reduced to $2,273,881,806, at which figure it now stands. The bounding revenue, coupled with a heavy fall in capital expenditure due to the practical closing up of war accounts, is regarded with keen satisfaction. During the seven months of the fiscal year ending October 31 ordinary revenue was as follows: 1920, $256,576,967; 1919, $186,408,795, an increase in revenue of $70,168,172. Total revenues collected in October alone were $36,671,056, compared with $27,323,334, or an increase of over nine million dollars.

The new taxes imposed on sales and luxuries last session are apparently the money-getters. They are included in Finance Department returns under the head of inland revenue, and inland revenue last month was nine times what it was in October, 1919, the figures being: October, 1919, $1,045,708; October, 1920, $9,534,178. Income tax collections during the month were $712,093, in comparison with $272,691 in October, 1919, also a heavy increase. Business profits tax shows a decline of $208,000. Both customs and excise also show slight reductions. Ordinary expenditure during the last two seven months' periods of 1920 and 1919 was: 1920, $180,390,913; 1919, $159,049,406; increase, $21,341,507. Capital expenditure during the seven months was $21,804,572 in 1920, as compared with $230,164,048 in 1919.