

of the country, but from all parts of the world. Arrangements are said to be in progress for the immigration this year of 10,000 Russians, who will assist in railway construction.

Large tracts of land have been opened up, notably the area around Cobalt. Not only have rich mineral deposits been discovered there in quantities that would have made our fathers imagine themselves in Aladdin's enchanted cave, but a vast agricultural country, admirably fitted for settlers, has been made available, and already shows signs of civilization and industry.

Altogether the country may well feel proud of its achievements during the past year, and nurse a spirit of thankfulness for the manifold blessings which Nature has bestowed upon it, the value of which perhaps no man can at present calculate. It would be fairly safe to prophecy that Anno Domini 1907 will be even a greater year for Canadians, and for their well-wishing friends. And when we grip hands and wish each other a happy and prosperous New Year, it is good to think that hard work creates prosperity.

THE A.B.C. OF EXPORT TRADE.

Impatience at the slow development of Canada's trade with the Orient is both natural and illogical. Natural, because for a sure thing to extend so slowly is irritating; illogical, because in all save a growing belief in the eventual certainty of a great commerce with the East via the West, practically no steps have been taken to develop it. Commerce is not like Topsy; it has to be born and bred and fostered.

A year or two ago, the talk was Alberta flour for Japan. And there is not the slightest doubt that in the end Alberta flour, or at least, wheat, will find its chief markets in that country and China. But neither Japan nor China is waiting open-mouthed to receive that or any other Canadian product. In working up an export trade Canada will have to adopt measures which Canadians as a general rule have not yet considered worth while. They will have to pay careful attention to matters which all other great exporting nations learned as their A.B.C.

Spasmodic efforts to sell surplus stocks of goods in an outside market when it happens the one at home is a little off; trusting to an adventitious extra demand from a far-off market to make it worth while to send a few half-hearted enquiries of the Canadian trade agent located there; the prevailing belief of exporters that they know what is needed better than the importer; are all ideas that Canada will have ruthlessly to pluck out before she can hope to fulfil the great destiny that is hers in foreign markets.

In the case of wheat and flour the growing favor in which bread is held in the Orient; the superiority of Alberta grain to that of Washington and California; the high position taken by the Canadian article at the Exhibition at Osaka; are all factors which are bound to loom large in the future trade relations between Canada and Japan. The above remarks as to the non-chalance of Canadian exporters in general should bear some qualification from the fact that one or more representatives of large Canadian flour interests have investigated this subject in a practical and more or less searching way; but they have probably come to the conclusions outlined, that to create a business of large dimensions will mean the grasp of a few fundamental principles, and that even for such a promising branch of trade as their own, careful nursing will be in order.

One thing has been discovered which disconcerts some of the hopeful exponents of a policy of Oriental trade for Vancouver shippers, namely, that the Japanese manifest a strong disposition to buy wheat and do the grinding into flour for themselves. It is noted simultaneously though that their flour is likely

to be very inferior to that turned out by the millers in this country. But if it be the creed, or may be the fashion to believe that all things are possible to that not under-rated people, this safeguard to Alberta's hope is not a very strong one. A more optimistic train springs from the thought which may not have occurred to many, even of those most interested; namely, that in a country the people of which are only just beginning to consume flour after an age-long consumption of another cereal, the more that the former is popularized even by home competition, the quicker will the conversion take place. As to the final outcome, there should be little room for pessimism, despite present slowness of Oriental market development.

Impatience with such slowness is illogical, for the simple reason that a market has first to be created, and it is the hardest thing in the world to create a market without first having an available supply. And this is exactly the root of the said slowness. Alberta's wheat crop this year was reckoned at three and a half million bushels. Keeping back a fair proportion of this for purposes of seeding the probably greatly increased acreage, and in view of the large and profitable home demand, what chance was there of meeting the anticipated great development in Japan? A part of the A.B.C. of export trade is that the supply of any article has to be adequate, regular and dependable. These points are the very ones on which Canadian exporters—flour is not especially meant in this connection; the remark applies to many other Canadian exports to foreign countries—have proved themselves lamentably weak. They have been spasmodic in their efforts; have not been so reliable as they should have been in sending goods in exact accordance with sample; have not followed instructions in respect to shipping, packages, and so forth; and then when results have been ungratifying, they have placed the blame on export trade rather than on themselves. They have wanted to use the foreign market as a convenience when a better was lacking; while in truth it is a coy reward only for the most painstaking study, persistent effort, and constant rivalry with shrewd competitors. Such reward, hard to obtain as it is, and undervalued in times of great domestic prosperity, is a pearl of great price when most needed.

THE FARMERS' LIMIT.

The farmers asked the Government to cease bonusing iron and steel on the ground that the industries have received from eight to ten million dollars in the last ten years and are, therefore, old enough to walk alone. The farmers profess great dissatisfaction with the tariff, albeit they really found the revised schedules more kind to them than they expected. The reduction of the duty on some classes of implements pleases the farmer, who naturally wishes that the area of reduction had been widened, and the rebate of duty on raw material is some consolation to the manufacturer, who, of course, would like more duty on the finished article and more rebate on the raw material.

The farmer is mistaken if he supposes that the iron and steel industries of Canada are in a more commanding position than any other. There is no other branch of manufactures in which so many changes occur, as are forced by those who have command of great plants, great capital and great resources in scientific knowledge, as in the iron and steel industries. It takes longer than eight or ten years to achieve the end for which bounties on iron and steel were first granted. The farmer applauds the wisdom of encouraging British trade relations with Canada rather than American. He cannot dissent from the proposition that it is even better to encour-

age the development of people on our actions with more occupations to us, will

The exploit Canada is only that the Government their development Railway will be of Sudbury, or to Toronto, where under Canadian brought from n works at that ci

These are t lished by Canada not slow to ac virtually to an ada than they Bessemer Ore ericans to explo Lake Superior. discovered a de taining 200,000 Arthur. Over most of them posit, which ha miles. The ore face, and the te tinuous to a dep used for mining the ore with ex

The Canada ally intended prosperity of th events were di amused at the many of the be will naturally "The Iron Age, highest repute "adian Bonus a ing how the g ently outlived t have placed pr Minnesota bour are the appoint

While it is neglected, that companies has ore supplies, it of Lake Superi tion of the re Minnesota its states, has bee Canadian inter something mor and steel in Ca graph:—"The steel compani "greater stake "ore finds that "Canadian ste "to be a promi "across the bo "than any pre "Canadian or "properties, no "by well-know "steel manufac "being put in s "is quite well "all find their "also is the fa "Canadian inte "ores of great