

Americans are alive to the vast potentiality of Nova Scotia is evident from the eagerness with which they are investing capital and projecting works there." And the conclusion reached by this influential British journal is that the subject is one of the very greatest economic importance.

Another British journal, the *London Statist*, also touches upon the mineral resources of Nova Scotia and Newfoundland in an article of somewhat later date. In recounting the great development of the iron industry in the United States, the *Statist* earnestly advocates the importing of ore into Great Britain from Newfoundland and Nova Scotia, and the establishment in England of basic furnaces, by which alone that ore can be treated. The revolution in the British iron industry must begin, in its opinion, with the construction of basic furnaces for the utilization of phosphoric ores, which soon will be all that is available.

THE WOOD PULP INDUSTRY.

An article of manufacture which realizes eight millions of dollars a year is of very considerable interest to the producers. And when nearly one-fourth of it is exported, the value of the industry is enhanced. The wood pulp business of Canada has grown to the proportions indicated by these figures, and we are indebted to Mr. George Johnson, Government Statistician, for the accompanying statement of it:

During the nine months ended 30th September last, the pulp mills of Canada made 142,085 tons of ground or mechanical pulp, 61,934 tons of sulphite, and 8,485 tons of soda. These had an aggregate value of \$6,100,000. Of the total product, Great Britain took about 58,000 tons, of the value of \$750,000. The United States took about 28,000 tons, valued at \$684,000, and other countries 1,500 tons, valued at \$32,500. The home market of Canada either absorbed 124,000 tons or some of that amount was held in stock.

The total capacity of Canadian mills is equal to the production of 316,500 tons in nine months. They were, therefore, employed to the extent of two-thirds of their capacity. The outside market took up about 41½ per cent. of the entire output of the Canadian mills, the United States taking about one-eighth of the quantity manufactured, and Great Britain considerably over one-quarter of the output.

Great Britain imported from all countries in the nine months 338,986 tons of wood pulp valued at \$8,698,966. From Sweden she took 22 per cent. in quantity, and 33.1-3 per cent. in value. From Norway, 55.7 per cent. in quantity, and 43.4 per cent. in value; from Canada, 17.06 per cent. in quantity, and 14.50 per cent. in value. In the English market the Swedish wood pulp had a value of £8 per ton, the Norwegian, £4 3s. 4d., and the Canadian, £4 9s. 8d., so that the Canadian ranks in quality ahead of the Norwegian, though below the Swedish.

The export of wood pulp from Canada during the month of October last was valued at \$120,654, of which \$56,450 worth went to the United Kingdom; \$57,175 worth to the United States, and \$7,029 worth to other countries. The export of pulpwood was valued at \$128,808—all of it going to the United States.

During the ten months of this year, ended October 31st, the total export of pulpwood was valued at \$1,220,593, all going to the United States, except \$67,755 worth.

HINTS TO EXPORTERS.

Canadian export merchants and manufacturers may not be averse to learning from the experience of exporters from other countries some things in connection with their business that it will be well to avoid. Often during the last four years the Sydney correspondent of this journal has warned Canadians attempting business with Australia against careless packing, slipshod correspondence, and the neglect of instructions as to shipping goods and drawing against them. And we have given instances from time to time of the annoyance and loss to Australian merchants caused by such carelessness in business, and the effect it had in prejudicing the people of Sydney or Melbourne against the exporters of this country.

Canadians are not alone in this respect, for we learn from consuls reporting to Washington that British and Continental merchants, as well as European agents for United States exporters, complain loudly of neglect of instructions by makers in the States, refusal to conform to Old Country styles, imperfect packing of goods. These faults, and carelessness in other particulars, have greatly prevented the growth of exports of manufactured goods. In the December issue of the *United States Consular Reports*, we find a letter written to Consul Hill, of Amsterdam, by the American Trading Company, of that city. It is headed: "American Business Methods in Europe," and we print the major portion of it with the view of warning Canadian manufacturers, lest their export trade may suffer from similar business sins of omission or commission.

The letter tells of the shipment by a United States house of 100 cash registers ordered for a firm in Germany. They were despatched direct from the ship's side at Amsterdam to the German house. "Nearly all arrived broken, and he refused the shipment. The goods were paid for in America, and the maker of them will not give us any allowance. The German duty is paid. This transaction means a loss for us of about 6,000 florins (\$2,400), and it does not encourage us to do further trade with that firm." Another complaint from this Holland company is the slow delivery of transatlantic goods, owing to absence of stock in the factories. Here is an instance:

We ordered, on February 12 of this year, a few gross of cots from a Wisconsin firm, and sold out in the meantime our old stock, expecting the new supply at the beginning of July. As we did not hear anything from the firm, we cabled in August and received a letter saying that the company would start work on our order. We had booked a number of orders from here and from Germany and France for those cots, and we cannot supply them.

The same happened with office desks. Our desk man promised to ship the 400 desks ordered about August 10 to 15. At the end of August, we received a cablegram to instruct our banker to pay against shipment documents. We cabled our New York banker the same day, but no desk has been shipped yet. These matters speak for themselves.

As to European imitations of American specialties, we can state that they are not cheaper than American goods, and are of very bad workmanship. But we are sure, if we showed this people their faults and supported the home trade, they would work as well as manufacturers in the United States, and we would not need to send money three months before we saw the goods; on the contrary, we would pay three months after invoice.

Respecting such goods as office supplies—which