

first began to work in metals iron has been used in various industries, and when we consider how many millions of men have lived and died since then it is not at all surprising that the supplies of iron ore in the old world are running out. Great Britain has been making enormous quantities of iron for generations, and great as are the natural resources of those little islands, the supplies of the raw materials cannot hold out much longer at the present rate of consumption. Long before the mines of Europe are completely exhausted the scarcity of ore is likely to enhance the price.

According to Mr. R. P. Rothwell, a well-known American authority on iron, the production of pig-iron in the iron-making countries of the world in 1898 required the mining and handling of approximately 70,000,000 tons of ore. The United States alone consumed 21,772,750 tons of iron ore in 1898, of which 14,029,683 tons were mined in the Lake Superior district, 4,980,000 tons in the Southern States and 1,678,500 tons in other states. Besides this home production of iron ores 187,219 tons were imported into the United States from abroad as compared with 489,970 tons imported during the preceding year the decrease in imports being largely due to the war with Spain. The great iron manufacturers of the United States are growing alarmed lest their supplies of ore should run short and have been buying up iron mines. In Great Britain it is estimated that 14,000,000 tons of ore were mined and 5,468,395 imported last year, in Germany 15,893,246 metric tons of ore were mined.

It has been thought that the Lake Superior mines were inexhaustible, but before the boom of this year it was considered a most significant fact that some of the most experienced American companies were quietly buying ore mines which two or three years previously were closed down because their ores were unsaleable in competition with the best ores of Lake Superior.

Taking into consideration the increasing demand for iron ore and the fact that the supplies are becoming exhausted in many sections where they were formerly plentiful it is evident that the Dominion Iron and Steel Company might make a great deal of money by simply exporting iron ore from their wonderful Newfoundland mine, but there is more money to be made in converting the ore into pig iron and steel, and it will be far better for Canada, as thousands of men will be employed in the coal mines, coke ovens, blast furnaces and steel mills of Sydney and the industries that will grow up around them.

EDITORIAL NOTES.

There is more prosperity, there is more trade, there is more industry, there is more activity in Canada to-day than there has been in any other epoch in its history. So spoke Sir Wilfrid Laurier at Drummondville, Que., a few days ago.

It is by means of this comparatively recent device of association and interchange of ideas that the full benefits of a great industrial and commercial movement, like that which has culminated in the Export Exposition, may be most quickly and surely realized. Commerce—and especially commerce between alien people—often walks blindfold along the avenues of trade, unable to see new and promising openings on every hand. In the International Commercial Congress the traders and traffickers, merchants and producers, inventors

and designers of all civilized nations unite in an intelligent effort to broaden the range of international commercial enterprise, lighten its tasks and increase its rewards. Only by such concerted and harmonious action, in this era of close competition and exacting requirement, can the high hopes of industrial and commercial progress be realized.—Philadelphia Record.

United States Consul Bell, at Sydney, N.S.W., in a report to the State Department upon the federation movement in Australia, predicts an early recourse by the federated colonies to a system of protective tariff duties that will have a considerable effect upon American manufacturers, inasmuch as it may be accompanied by preferential treatment for English products.

"Shall we stop our advertising for a while now?"

This is a question that some business men are apt to ask themselves.

Suppose your engineer asked you:

"Shall I stop putting coal on my fires, sir?"

What would you reply?

"Why no—unless you want the engines to stop."

The advertiser who thinks of discontinuing may argue, "We have been advertising so long and so steadily that our name and specialties are well known, and we intend to advertise again when business is better in our line than it appears to be now; in the meantime our business won't stop."

No; neither will the engine stop the minute the men suspend shovelling in the coal. The point is, however, that when the engine is to be started again, ten times as much will have been lost in power as had been saved in fuel or feed.

Using up reserve force never pays.

It is a loss, however it may be looked at. The buying public is prone to forget. It is, moreover, much more difficult and much more expensive to regain a lost customer than to prevent him straying away.

An intelligent traveler, who has been making a study of trade conditions in all quarters of the world, declares that the principal drawback to the advancement of American exports in various countries is the fact that our manufacturers are too independent and refuse to cater to the local desires and prejudices of their customers. This we know to be true. Our Consuls and Consular agents abroad are constant in their warnings that we are making a mistake in not considering the wishes of our customers, even though the wish be founded on ignorance and foolishness.

It pays to be independent at times, but when a false sense of it leads us to go against the wants of our customers, then the independence becomes silly and stupid. When we fail to take the trouble to cultivate a close knowledge of trade conditions in places where our goods should be in great demand the result is that the English and the German merchant, who is wiser in his day and generation, gets the orders. The Commercial Congress that is now in session is doing a good work in educating our manufacturers, but it will not have the desired effect if the manufacturers do not profit by their education. What is needed in our export trade is less independence and more horse sense.—Philadelphia Inquirer.