

and Rainy River Railway. A big proportion of its freight will be made up of ore, principally iron ore. Three Liberal Governments—those of Manitoba, Ontario and the Dominion—have bonused this line beyond anything recorded in the history of Canada. The combined bonuses exceed \$10,000 per mile. This too, although long stretches of the line, so we are informed, will not cost more than \$8000 per mile. In spite of this unparalleled prodigality with the people's money, none of the three Governments above mentioned have made any stipulation as to freight rates, not even on iron ore, which is to form so large a part of the company's business. It is just as important that Ontario should insist on a low rate for iron ore as that Manitoba should demand a minimum charge for wheat. The Ontario Government was warned that the rate on iron ore should be settled before the bonus was granted, but no heed was given to the admonition.

This failure to regulate the freight on iron ore will be a serious matter for those engaged in the smelting industry. Especially is this the case if it be true, as we are informed it is, that the promoters of the railway are largely interested in the iron lands through which their railway passes. If it is a fact that Messrs. McKenzie & Mann have taken up—not in their own names, of course—4,000 acres of iron land, under twenty patents, and if they control the Ontario and Rainy River Railway, does it not follow that they are in a position to seriously handicap the development of the industry? Freight rates are everything in the production of iron. What independent company could engage in the business if the railway company desired to keep them out? Discrimination in freight rates could do the whole trick. Although the Ontario and Rainy River Railway has received such an enormous bonus, and although the railway would prove a good investment without any bonus at all, no restrictions as to freight rates, no effective restrictions of any kind, have been made by the Ontario Government.

#### EDITORIAL NOTES.

The Canadian Manufacturer Publishing Company, Limited, will, at an early date, begin the publication of an Export Edition of the CANADIAN MANUFACTURER.

The National Policy stands intact.

The policy of Sir. Wilfrid Laurier's government continues to be substantially what it was under the late Conservative government—tariff protection to Canadian manufacturing industries.

No matter whose hand holds it, the rose smells as sweet as ever. No matter by what name you call it, the same old fragrance is there.

You may break, you may shatter the vase if you will,  
But the scent of the rose will hang round it still.

The thanks of the Canadian Manufacturers' Association, and of Canadian manufacturers generally, are due and are hereby tendered to Hon. W. S. Fielding, Minister of Finance of Canada, for the gracious manner in which he stands by the policy of tariff protection to Canadian manufacturing industries.

The Toronto World is responsible for the following startling information:—

For the past two years John Brown, No. 95, Canada Life Building, has been perfecting the details of a blast furnace to be established in Owen Sound. He has associated with him Toronto capitalists of recognized worth. At the recent session of the Legislature, an act was passed giving the town of Owen Sound permission to issue debentures for \$100,000 to take stock in the smelting works that will be built by the capital at Brown's disposal. The company will be known as the Canada Iron and Steel Works of Owen Sound, with a capital of \$1,000,000, all paid up. A blast furnace plant, the exact counterpart of Andrew Carnegie's works at Du Quesne, will be erected at a cost of \$800,000, capable of producing from 200 to 250 tons of pig iron per day. The furnace plant will be of the latest, up-to-date design. Apart from the furnace will be a steel melting plant, with a capacity of from 150 to 175 tons of ingots per day. Rolling mill departments and a mill for rolling light rails will be provided. So that the daily output of the whole plant will be:—Pig iron, about 250 tons; ingots, about 175 tons; plates, about 100 tons; rails, about 180 tons; miscellaneous, about 75 tons. It is the intention of the company to go extensively into the manufacture of steel. Mr. Brown is enthusiastic over his scheme, and claims that the market is ripe for a Canadian factory.

That steel melting plant will be something remarkable. With a capacity to produce from 150 to 175 tons of steel ingots per day the production of the rolling mill in connection therewith will produce of plates, rails and miscellaneous forms not less than 355 tons. No wonder Mr. Brown is enthusiastic over his scheme.

"To discontinue an advertisement," says Ex-Postmaster-General John Wanamaker, one of the largest advertisers in the world—and, naturally enough, one of the most successful business men—"is like taking down your sign. If you want to do business you must let the people know it. I would as soon think of doing business without clerks as without advertising."

Foreign trade cannot be found ready-made nor can it be created on short notice. There is a tendency among many who have made a fair beginning in the export trade to consider this branch of their business as something to be taken up only when all other resources fail, a sort of last resort in times of depression and stagnation in business at home. The pursuance of such a policy as this, however, is a fatal mistake. Like any other branch of business, foreign trade must be cultivated and cared for at all times. While it is the mainstay of the manufacturer when his home market is disturbed or narrowed it cannot be left for attention only when such an emergency arises. It takes a long time and a large amount of preliminary work to get a fair start and it requires just as much time and just about as much effort to regain what is lost through inattention or indifference. The constantly increasing activity in home trade tends to lessen interest in foreign business. Manufacturers who have sold their entire output at home for many months in advance are not much inclined to consider the development of the foreign markets, but the next period of business depression at home will find these same manufacturers eager for the largest possible share of foreign trade. Those who will derive first advantage under such conditions will be those who will at all times keep one eye open towards the foreign markets even while their home