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# INDUSTRIAL CANADA

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## INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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### COMMENT OF THE MONTH.

#### A View of the West.

MANY members of the Association will take advantage of the Excursion to Vancouver in September to see the great western country whose future is the golden hope of Canada. No one who has not seen within the last three years the country which lies to the west of Lake Superior knows what now exists. Cities have sprung up, prairies have been turned into wheatlands, the settled area has broadened out from a mere ribbon along the line of the C. P. R. to a broad belt extending from the boundary, to the north of the G. T. P. and C. N. railways. Into this region have flowed in the last decade hundreds of thousands of farmers who have transformed the fields by fruitful tillage. The West with its golden stooks of grain, the threshing outfits in strenuous action, the cities, with their

*July 2, 1911*  
interesting conglomeration of nationalities, the grandeur of the Rockies, the beauties of the lakes that nestle in their valleys, and then last of all British Columbia extending down to the Pacific Ocean with her abounding wealth—these are things that a Canadian should see, they are things that a manufacturer should know.

\* \* \*

Two outstanding advantages make the Association's excursion an exceptionally favorable opportunity for seeing the West. The party will be made up exclusively of members of the Association, with, of course, the ladies. In that way it will be one big family party. And then every smallest detail is being arranged in advance. Excursionists will not be troubled with the many arrangements which are necessary when travelling independently. In many of the western cities civic receptions will be held. Special entertainment will be provided at Banff and Laggan. At Vancouver hearty hospitality will be extended by the Branch and by the city. On the return trip a run down to St. Paul and Minneapolis, where the party will be looked after by the Commercial Clubs of the Twin Cities, will add variety to the trip. Thence the party will come back by Sault Ste. Marie. The time on the train will be relieved of any suggestion of monotony by good committees which will ensure constant entertainment. A newspaper will be published daily during the trip. Nothing is being left undone which will contribute to the enjoyment of the party.

\* \* \*

The business of the Convention will be of the utmost importance and will require the most careful consideration of the Association. In every sphere of industrial life questions are being mooted which, if not settled equitably, will cause widespread trouble. Legislation is contemplated both at Ottawa and in the Provinces the import of which can so far be scarcely guessed at. In British Columbia already an intolerable condition has arisen through the enforcement of a new Companies Act. In Ontario a Commission has been appointed to investigate the subject of workmen's compensation for injuries, and a bill will be introduced at the next session, embodying the Commissioner's findings. At Ottawa the eight-hour-day bill will come up for its perennial consideration. The Association's attitude on these questions must be fixed or reiterated. Again a persistent agitation for reciprocity must be met by arguments that will convince the Canadian public. Not for years has the

tariff question been exploited so recklessly by class papers as it has this year by so-called friends of the farmers. In freight circles there is an ill-defined rumor of increased rates, which manufacturers are little able to endure. Because big questions are up for solution it is desirable that every member who can possibly attend the Vancouver meeting should be present. The decisions arrived at should be supported by the weight of numbers.

#### Anti-Canadianism.

THE national and federal idea has received a severe setback in the narrow legislation which the Province of British Columbia has enacted and put into force for the exclusion of extra-provineial companies—for exclusion is practically what the new regulations mean. Considerable loss and inconvenience have already been caused and there is a strong tendency among business men to withdraw from the market which treats them so churlishly. Tenders in some cases were submitted before the heavy license fees were announced; as a consequence the orders can be filled now only at a loss. Such treatment is not likely to encourage investors to risk their money or manufacturers to compete for business. As a matter of fact the Province of British Columbia is not yet ready for many lines of manufacturing. No doubt the Companies Act, so far as it relates to extra-provineial companies, was drawn up with the idea of compelling manufacturers to establish plants there. Market conditions must have reached a certain condition before it becomes economical, either from the national or the individual standpoint, to locate factories in a specified locality. With the whole of Canada for a market Canadian manufacturers have a difficult enough problem manufacturing in sufficiently large quantities to keep down the average cost. If the market became still more localized, if the shoe manufacturer of Quebec could only sell his products in Quebec, if the furniture maker of Ontario were confined to Ontario for his market, and if the lumber and shingle manufacturer of British Columbia were compelled to sell his output within the limits of the Pacific Province, where would our industries be at? Yet that is the logical outcome of the present legislation. British Columbia has signally failed to grasp the real meaning of con-



En Route to the West—The Head of the Lakes.

federation. That reciprocity and community of interests upon which the whole idea of confederation rests is totally lacking in her exclusive attitude towards the citizens of sister provinces. The result will be a withdrawal of many

business houses from that market, with a consequent decrease in competition and increase in the cost of supplies. It is sincerely to be hoped that other provinces will not retaliate in like on the lumbering and fishing companies of British Columbia, which find so large and lucrative a market for their products in the East.

#### How the Farmer Benefits.

A CORRESPONDENT in *The Globe*, Toronto, who avows himself a Free Trader in theory and a Liberal in practice, propounds a pertinent question to that paper. "Should protection," he writes, "be abandoned by the Ottawa Government, how would that Government be able to give to the prairie farmers the railway developments required by the country's growth there and pay for the railways already built on borrowed money?" The question was prompted by an article in which it was made to appear that the farmers were paying toll to eastern manufacturers as a result of the tariff, from which they themselves received no benefit. The comment with which the letter closes is to the point. "If the manufacturer and factory worker," it runs, "benefit by the tariff by bigger prices and higher wages, the farmer does so also at present and will for many years to come by Government aid through tariffs to transportation"; that is by Government aid, which is possible only through the revenue raised by tariffs and through the home business developed under their ægis.

#### Increase in Carload Minimums.

ARE manufacturers satisfied to have carload minimums increased? If they are not, a protest, duly supported by detailed information covering the facts in their individual industries, should be filed at once with Mr. J. E. Walsh, the Association's transportation Manager. Unless this is done the Association will not be in possession of the facts upon which alone a successful fight can be made. In proposing that the minimums be increased the railways point out the greater carrying capacity of the present rolling stock and the advantage to shippers in general in having each ear filled to its capacity. The question for shippers to decide is whether or not the Canadian market has grown sufficiently to make it practicable for them to ship in larger quantities than heretofore. At any rate, members are urged to give immediate attention to this matter, as it will be decided one way or the other in the near future.

#### Trade with West Indies.

TRADE with the West Indies is dependent upon transportation facilities. That is the key to the whole situation. Until a frequent and certain service is available there is little prospect of a material increase in our commerce with those islands. Canada uses a large amount of the fruit which is produced in Jamaica and the other

fruit-growing colonies. We now buy it through the United States. The fruit of the islands is practically controlled by the Union Fruit Co., the influence of which on Jamaica is so powerful as to prevent her from entering into a



En Route to the West—The Excursionists will visit this Wonderfully Beautiful Lake.

reciprocal tariff arrangement with Canada. Unless a change is made Jamaica will become to all intents and purposes a dependency of the United States. If the tide is to be stemmed action must be taken now. Jamaica cannot take a chance of losing her market for her fruit in the United States unless an equally favorable market is provided elsewhere. It can be provided in Canada if a strong steamship company is ready to compete with the Union Fruit Co., a company which will give a fast and frequent service and which will operate on a fixed schedule. With such a service Canada could go after the West Indian markets with a fair prospect of success. They buy flour, furniture, boots and shoes, building materials, clothing, hardware, household effects, and numerous other lines which we produce. In return we would buy besides fruit, sugar, molasses, tobacco, cocoa, etc. Mr. H. C. M. Cornish, of Kingston, Jamaica, has been in Canada within the past few weeks and expresses the opinion that the islands will meet the Dominion sympathetically in an effort to establish a greater mutual trade. Will the steamship service be provided?

#### Manufacturers and Reciprocity.

At the annual meeting of the Toronto Branch of the Canadian Manufacturers Association, the Chairman, Mr. J. S. McKinnon, pronounced against the idea of reciprocity with the United States until such time as that country should reduce its tariff to an equality with ours. The reasonableness of this attitude will be appreciated by all. It is not a churlish refusal to negotiate with the United States or to consider what proposals they have to make. It is merely a businesslike insistence on a fair basis for negotiations. Equality of tariff, not absolutely, but with relation to the existing conditions in the two countries, is the only fair basis upon which a tariff agreement can be considered. The plain facts of the case must be

faced by those who are crying for a change. As a result of many years of ample protection the United States have built up manufacturing industries of immense strength. Through the size of their output they are able to produce the unit at the minimum cost. Therefore it may well be that a tariff which would be apparently equal would be disastrous to Canadian industries because they are not yet able to produce at an equal cost. That the United States Government have any idea of reducing their tariff to the level of ours has not even been suggested by the advocates of reciprocity. They have prospered under a high tariff, and there seems small prospect of them relinquishing the advantage it has given them. All that Canadian manufacturers ask is that the enormous market which their United States rivals enjoy be not further increased by the gift of the Canadian field. Lower production costs and cheaper manufactured goods depend on an increase in the output of Canadian factories and not in its curtailment.

#### Restrictive Regulations.

NO one Province monopolizes objectionable legislation. At the present time British Columbia has secured for itself an unsavory notoriety through its ultra-restrictive Companies Act. Alberta has chosen for its special field of ill-judged legislation boiler regulations. The maker of a boiler, when he enters the Albertan market, is in about the same position as a builder in Toronto. No objection is made by manufacturers to regulations which will ensure the maximum of strength and safety. But when costly but unessential elements are introduced; when the boiler which is adjudged perfectly safe in New Brunswick, Nova Scotia, Quebec, Ontario and Manitoba is turned back as unacceptable in Alberta; when after a perfectly safe and satisfactory boiler is designed further additions have to be made, adding to the cost thereof 25 per cent., then a vigorous protest is entered. Such has been the situation for the past two years in Alberta. Without entering into the technical details of the regulations, we might refer to one case which will appeal even to the lay mind. It is provided that the man-hole in a large boiler shall be larger than in a small. A man-hole is used for only one purpose.



En Route to the West—The Nucleus of a Woolen Industry.

It may be fairly assumed that the mechanic in one case will be as large as in the other. No possible advantage can come in any shape or form by making the change. Yet the regulation stands. It seems to be overlooked by

the legislators of Alberta that costly fads are paid for by the people. The cost of all these additions are not met by the manufacturer. It must of necessity be transferred to the consumer. The people of Alberta are paying the shot.

#### Mechanics Alone Excluded.

UNDER pressure from railway contractors the immigration regulations have been suspended so far as they apply to men going to work on railway construction. Up to the present only farm laborers and domestic servants were admitted without having twenty-five dollars belonging to themselves in their possession. It will soon be that only skilled mechanics will be excluded from the benefits of Canadian citizenship. No one questions the right or necessity of the Government to keep the citizenship up to a high standard. Canada is now building for the future, and quality is even of greater importance than quantity in our citizen body. But is the emigrant from Central Europe, whose only skill consists in an ability to wield a pick-axe or a shovel, and whose political ideas have been nurtured in an atmosphere of class prejudice and oligarchy—is such a one a better citizen than the skilled boiler-maker or expert machinist from England? Let a citizen of the British Isles, skilled in his trade, and a Macedonian or Hungarian, able only to do the roughest of railway work, rap at our gates for admission under similar conditions; the British subject will be turned back, while the foreigner is welcomed. That is not protecting the standard of citizenship. That is not bulwarking our free institutions. It is not projecting into the future the national strain which we believe will be the leaven to leaven the whole mass of our cosmopolitan and heterogeneous populace, without which we will decline from our ideals of freedom and equality which are the pride and glory of the British stock. Canada has vast tracts of agricultural lands to be developed. We need farmers. She has great areas to be opened up to settlement and commerce. We need men for construction work. But these very forms of development are producing an increasing demand for manufactured goods. We must have men to produce them. Who will say that one class of labor is more valuable than the other? The skilled mechanic earns good pay and produces much wealth. The nation is enriched as a result of his labor. Why should he be refused admission when the farm laborer, the domestic servant, and the railway navy are welcomed with open arms?

#### The Grand Trunk Strike.

THE strike of the G.T.R. trainmen during the past month was the first serious breach in the operating department of a Canadian road which has taken place for many years. It is regrettable that the public, which has paid so much for the privilege of securing an adequate transportation service, should be subjected to such heavy loss and such great inconvenience as a result of a con-

dition over which they have no control. However, so long as men maintain what we now consider an inalienable right to accept or refuse the conditions of labor offered by the employer and, *vice versa*, the no less inalienable right



En Route to the West—A Commercial Street in Winnipeg.

of the employer to employ men or not on the conditions which they suggest, such references to the law of endurance are more or less inevitable. No law can compel a man to work in a certain position if he is unwilling; no law can compel an employer to continue employing men if he is unwilling. The Industrial Disputes Investigation Act provides for the temporary carrying on of an industry pending the report of a Board of Investigation. Wisely, those in charge of the legislation did not attempt to make the finding obligatory. Both sides rightly reserve to themselves the final decision whether or not the conditions offered are fair and reasonable, whether or not it will pay them to operate at the cost, or with the wages offered. Obligatory arbitration in Australia has not operated successfully. Neither capital nor labor is satisfied, the only difference being that if an employer refuses to accept the award he can be clapped into jail; the incarceration of hundreds or thousands of workmen is impracticable. Serious as the condition is when a public utility is tied up as a result of conflict between employers and employees, it is better to endure this temporarily than be saddled with an ill-advised compulsory arbitration scheme.

#### Investigate Proposed Advances.

PARTICULAR attention is directed to the list of changes in freight tariffs published in this issue. It will be observed that there are a number of changes in tariffs from points in the United States to Canada to take effect on November 1st. When these tariffs were first filed it was the intention of the railways that they should go into effect on August 1st. In view, however, of the numerous protests filed by shippers and commercial organizations, the Interstate Commerce Commission decided to suspend these advances pending a general investigation into the propriety of them. As a result of conferences between members of the Interstate Commerce Commission and traffic managers representing various trunk lines, an



agreement was made to postpone the effective date of the new tariffs until November 1st so as to give the Commission an opportunity of an investigation. About 15,000 new schedules, comprising nearly half a million rates, have been submitted to the Commission. It is an impossibility for that body to pass upon every one of these rates within a reasonable time. As under the interpretation of the new Interstate Commerce Law the burden of proof rests with the railways, it has been decided to take testimony in the matter of the proposed advances in freight rates in what is known as the Official Classification territory. The first hearing will be held in New York on August 15th. A similar hearing will be held in Boston on August 16th, and in Chicago on August 22nd. These hearings are expected to be entirely for the benefit of the railroads, in view of the obligation which the law imposes upon them to justify all increases. A general hearing will be held in Washington in September, which will probably be given over to a greater extent to shippers. Shippers have appointed a strong committee, with power to engage counsel, to assist the Commission in its investigation. Canadian shippers will, no doubt, follow with interest the action taken on the other side, as there is no doubt the results will materially influence conditions in Canada.

#### A Lack of Production.

A STINGING accusation of lack of enterprise and courage has been made against our farmers by Mr. J. W. Flavelle in an open letter addressed to the Minister of Agriculture for the Province of Ontario and published in *The Farmer's Advocate* and *The News*, Toronto. The increasing cost of food products is set down to one cause, the failure of our farms to produce enough food to meet the present demand. An utter failure to appreciate the meaning or extent of the increased demand is urged against those who have charge of the Department of Agriculture. In the face of a growing market, the farmers of Ontario have been producing less and less, although in many cases the enhanced price has netted them more money in return for their less effort.

Mr. Flavelle analyzes the situation in Canada. Increased demand for cereals, dairy produce, poultry, fruit and vegetables is caused by the higher standard of living the world over. We on this continent are affected because of the extended markets which have been opened to our farmers through the development of cold storage facilities and the enterprise of manufacturers and distributors. The chief cause of the discrepancy between supply and demand is the greatly expanding domestic consumption. Ontario has been the chief producing area for the supply of this demand, and the farmers of Ontario not only have not met the new conditions by increased output, but have actually decreased the production of every line of food products for which the demand calls. To quote from Mr. Flavelle's letter:

"New Ontario with its mining development has created a body of consumers, who every day take quantities of meats, butter and eggs, which reach a volume of surprising proportions considering the recent character of the development. The enlarged towns and cities in this and other provinces have greatly increased the body of consumers, who daily require the same products. The added consumption of milk and cream in these larger towns and cities constitutes a new and heavy drain upon the available supplies in their immediate vicinity. There is an army of men, all consumers, employed in railway construction from St. John in the East, to Prince Rupert in the West. These men are in camps on the Transcontinental Railway, on the Grand Trunk Pacific Railway, on the Canadian Northern Railway, on the Canadian Pacific branch lines, their numbers running into startling figures, and the consumption daily of meat and other products assumes proportions which have received little attention. In the West there is an inflowing tide of immigration, which last year amounted to 150,000 and which this year is estimated at 250,000, and which during the last five years has created a great body of new consumers requiring meats, butter, eggs and poultry for daily consumption. Moreover, it is peculiar to this western immigration that those who go on the land follow the line of least resistance, and for the earlier years of their occupation give their attention chiefly to the raising of grain crops, and little or no attention to dairying, to the raising of poultry or the feeding of stock. An important percentage of them, therefore, continue to be buyers of meat products, buyers of eggs and butter, not producers. There has been the development of mining and lumber camps and large cities in British Columbia, which have established another body of consumers, demanding the same products as are required by those upon the prairies or in railway camps, or in New Ontario, or in the enlarged towns and cities in the East.

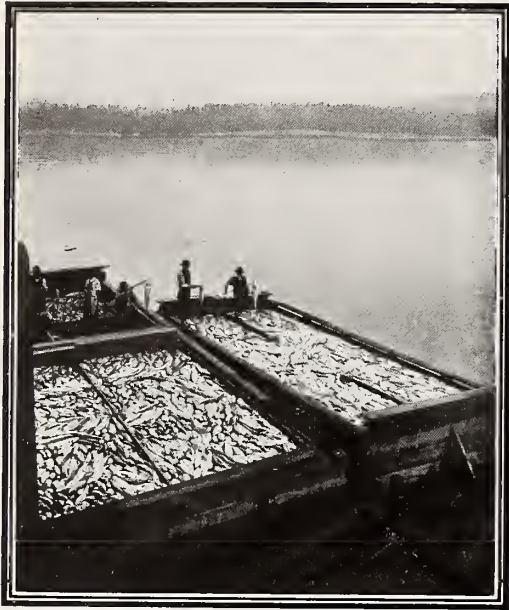
"How have the farmers of Ontario responded to this added demand? They have responded by producing a



En Route to the West—A Typical Western Ranch.

lessened number of milk cows, a lessened number of beef cattle, a lessened number of sheep and lambs, a lessened number of hogs, a lessened quantity of butter, a lessened quantity of cheese, a lessened quantity of poultry and eggs.

Even in a small matter like honey they have kept a lessened number of bees. What has been the result? The export of eggs has ceased. The export of butter has practically ceased. The export of bacon has been cut in two.



En Route to the West—To be Seen Nowhere Outside of British Columbia.

The export of cheese has been reduced 50,000,000 lbs., while prices for consumption in Canada have been established on so high a basis that consumers have suffered distress, and an outcry has been raised at the high cost of living.

“Concurrent with this decrease in milk cows, beef cattle, hogs, sheep and lambs, butter, poultry and eggs, has been a reduced acreage in wheat, a reduced acreage in barley, in oats, in peas and in beans, while there has been a small increase in acreage in corn, in rye, and in buckwheat. There has been a reduced acreage in orchards, a reduced acreage in carrots and turnips, and a fractional increase in acreage in potatoes and mangels. There has been a material increase in the acreage in hay. Everything has been reduced which demands labor and intelligent discriminating effort. More extensive farming in place of more intensive farming is being adopted. The former calls for a minimum of effort, a minimum of labor, a minimum of organization, and gives a minimum return. The latter requires maximum effort with organization, expenditure, discriminating judgment and courage, which are repaid with maximum returns.

“Why,” the writer asks, “is there enterprise and development in every field of activity in this province except agriculture? If the manufacturer finds an enlarged market for his product, he taxes his resources, uses all the profits he can keep back from his shareholders, borrows all he can from the bank, that he may put it into new buildings, buy new machinery, use more material, employ more work people, and thus seek to take advantage of the opportunity presented to him. In adopting this course, he has to meet the competitive effort of his fellow manufacturer in the same line of business, and to accept the hazard of over-production and corresponding break in prices. What

is the farmer in Ontario doing? Where profits in excess of his immediate needs are secured, he is putting them into the savings bank and receiving in return 3 per cent. interest. He is content to have imperfectly drained lands, to use run-out seed, to keep milk cows producing less than half the yield that good stock would produce for the same amount of feed, and to reduce his production of beef cattle and hogs. He is not careful to treat his help with consideration. He fails to put up proper houses for their accommodation and to give them facilities for home comforts, without which stability and efficiency of service cannot be secured against the lure of the town or the demand for labor from the West. He is wanting in his own field in that grasp and vision which are dominant in every other field of activity in the country. He is permitting manufacturers to borrow from the bank his savings upon which he earns a pittance of \$3.00 per \$100 per year, and then scolds because in the use of the very money which he, the farmer, has put into the bank in place of putting it back into his land, the manufacturer is able, through his enterprise and through the employment of a large body of labor, to make handsome returns to his shareholders.

The farmers of this and other provinces have been diverted from enterprise and have been encouraged to look for returns through agitation, frequently ungenerous and generally wrong, which has had for its key-note that farmers were being deprived by the greed of others of a legitimate share of the returns for their labor. Farm journals, the press generally, and departments of agriculture, whether represented at Ottawa, at Toronto, at Winnipeg, at Regina, or in the various states in the Union, have all followed the same course and have lost sight of the fact that the farmer, like everyone else in the community, can, on the last analysis, secure results only from his own effort, supported by intelligence, sound sense and industry. When he has not had satisfactory returns, it has been chiefly because he has not brought to his problem intelligence and capacity.”

#### Will Govern International Traffic.

AS forecasted in the last issue of INDUSTRIAL CANADA, an international tribunal has been established, consisting of Mr. J. P. Mabee, Chairman of the Board of Railway Commissioners, representing Canada, and Mr. Martin A. Knapp, representing the United States, for the consideration and settlement of railway questions which involve the jurisdiction of both countries. With the acquisition by the United States railways of terminals in Canada and with the control by Canadian companies of branches in the United States the control of rates and conditions of service became exceedingly difficult. The question of joint tariffs is filled with difficulties, as has been evidenced by one or two cases which have come up before the Railway Commission for settlement. It is understood that the United States and Canadian representatives will meet during the present summer and will bring in recommendations each to his own government for the continuance of a permanent board.

## STEAMSHIP SAILINGS

C. P. R. Liners, Aug. 4, 12, 18, 26.  
Allan Liners, Aug. 5, 12, 19, 26.  
White Star-Dominion Liners, Aug. 6, 13, 20, 27.

### Montreal to Bristol—

C. P. R. Liners, Aug. 13 and 27.  
Dominion Liners, Aug. 6 and 20.  
C. N. R. Liners, Aug. 4 and 18.

### Montreal to London—

Allan Liner, Aug. 6, 13, 20, 27.  
Thomson Liner, Aug. 6, 13, 20, 27.  
C. P. R. Liner, Aug. 7, 14, 21, 28.

### Montreal to Antwerp—

C. P. R. Liner, Aug. 7, 14, 21, 28.

### Montreal to Glasgow—

Donaldson Liner, Aug. 4, 11, 18, 25.  
Allan Liner, Aug. 6, 13, 20, 27.

### Montreal to Havre—

Allan Liner, Aug. 6, 13, 20, 27.

### Montreal to Manchester—

Manchester Liner, Aug. 6, 13, 20, 27.

### Montreal to Rotterdam and Hamburg—

Canada Liner, Aug. 13 and 27.

### Montreal to Dublin—

Head Liner, about Aug. 10.

### Montreal to Belfast—

Head Liner, about Aug. 20.

### Montreal to Australasian Ports—

New Zealand Shipping Co., about Aug. 15.

### Montreal to South Africa—

Elder-Dempster Co., about Aug. 20.

### Montreal to Cuba and Mexico—

Elder-Dempster Co., about Aug. 15.

## CUSTOMS DECISIONS

Steel, curved rolled strip, as per sample, not thicker than fourteen gauge, has been ruled to be dutiable under Tariff Item 384:

British Preferential rate .....	Free
General Tariff rate .....	5%

### Wire Rope for ships and vessels:

Wire rope for rigging of ships and vessels shall not be admitted to free entry unless the name of the vessel on which such rope is to be used for rigging is stated on the face of the entry.

In all other cases duty is to be paid at time of entry, subject to refund when the wire rope is used for rigging, provided the refund claim is accompanied by certificates from the users showing the quantities of wire rope and the name of the vessel on which it has been so used for ship's rigging.

### Yarn Winder Machines:

Hereafter, until otherwise determined, further importations of these articles are to be classified for customs purposes as follows:

- (a) Subject to tariff item 468, as belonging to a class not made in Canada, viz.: Winders specially adapted for winding yarns of cops, tubes or skeins to cones, some of which are known as the "Universal," the "Camless" and the "Foster Cone and Tube Winder, Model 12," etc., etc; Winders specially adapted for winding yarn from cops, tubes, cones or skeins to spools, commonly known as spoolers.
- (b) Subject to tariff item 453, as belonging to a class made in Canada, viz.: Winders used in winding yarn from skeins, cones, cops or tubes to bobbins.

### Knitting Machinery:

Hereafter, until otherwise determined, further importations of these articles are to be classified for customs purposes as follows:

#### Tariff Item 468:

Spring Needle Knitting Machines.  
Flat or Parallel Bed Knitting Machines.  
Circular Racking Machines.  
Pine Apple Toque, or Sweater Machines.  
Full Automatic Hosiery Machines.  
Cloth Turning Machines, and Nappers.

#### Tariff Item 453:

All ordinary circular Latch Needle Knitting Machines, as used in the production of ribbed and plain underwear, hosiery, toques, etc.; Sweater Machines for producing plain, ribbed, honeycombed, tucked or half cardigan, and full cardigan work; Loopers of all kinds, Semi-Automatic Hosiery Machines, Hand Hosiery Machines; Point Looper Knitting Machines, as used by glove manufacturers; Cylinders and Dials of all classes and sizes suitable for use on all kinds of circular Knitting Machines.

Pamphlet, patent medicine, issued by the Emerson Drug Co., has been declared by the Board of Customs to be subject to duty under tariff item No. 178. General Tariff rate 15c. per pound.

Watt's Crystal Gold, in sponge form, imported for the purpose of being prepared in leaf form for use by dentists, has been ruled to be dutiable at the rate of 17½%, under item No. 711 of the Tariff.

## INTERNATIONAL EXHIBITIONS

Kieff, Russia: An international exhibition will be held in this city from May 15th to October 14th, 1911. Foreign manufacturers will be admitted free of duty. Mr. H. Paton Smith is British Consul at Kieff.

Roubaix, France: In view of the recent trade agreement with France, Canadian manufacturers should consider the international exhibition which will be held at Roubaix in 1911. Numerous countries will exhibit.

Turin, Italy: An international exhibition will be held in Turin from April to October, 1911. All nations are invited to send exhibits.

San Francisco, U.S.A.: It is proposed to hold a big world's fair and international exhibition in San Francisco in 1915. Already preparations are being made for the financing of it on a large scale.

Dresden, Germany: An international exhibition of hygiene, including sanitary appliances of all kinds, athletic goods, etc., will be held in Dresden from May to September, 1911.

## ARGENTINA'S COMMERCE

The value of Argentina's international trade for 1909 aggregated \$700,106,623, as compared with \$638,978,077 in 1908. The imports for 1909 were valued at \$302,756,095, as compared with \$272,972,736 in 1908, and the exports amounted in value to \$397,350,528 during the calendar year 1909, as compared with \$366,005,341 in 1908. The trade balance in favor of the country's exports is therefore \$94,594,433.

The principal countries of origin for imports in 1909, with the respective values of the commodities furnished by each in comparison with the preceding year were as follows:

Country	Imports in 1909.	Increase in 1909 as compared with 1908.
Great Britain .....	\$99,198,269	\$5,826,873
United States .....	43,068,829	7,471,825
Germany .....	44,555,770	6,708,694
France .....	30,801,132	4,324,215
Italy .....	26,868,106	1,954,858
Belgium .....	13,570,074	816,701

From the above figures it will be noted that the six ranking countries have without exception increased the volume of their sales in Argentina during the year under review.

A classification of the imports for the year gives textiles and manufactured goods the first place with a total of \$59,923,699, followed by iron and its manufactures, \$36,575,232; transport appliances and vehicles, \$31,711,285; building materials, \$28,365,889; foodstuffs, \$23,014,691; ceramics and pottery, \$21,758,269; agricultural implements, \$16,651,610; wines and liquors \$13,410,486; and mineral and vegetable oils, \$11,852,943.

The values of articles exported with their destinations for the year 1909, were as follows: Great Britain, \$80,745,066; Germany, \$41,353,332; Belgium, \$41,306,799; France, \$38,996,004; United States, \$26,066,790; Brazil, \$16,628,413; Italy, \$12,635,710; Holland, \$6,052,385; Spain, \$3,200,259; Chili, \$2,671,567; Uruguay, \$1,363,901.

The following table shows the exports for 1909 and 1908 divided into six general classes:

	Exports, 1909.	Exports, 1908.
Agricultural products .....	\$230,503,996	\$241,677,164
Live-stock products .....	153,548,356	115,118,457
Forest products .....	8,927,362	6,347,234
Fish and game .....	752,020	498,612
Mineral products .....	742,707	810,961
Miscellaneous .....	2,876,087	1,552,913
Grand total .....	\$302,756,095	\$272,972,736

## DECISIONS IN AUSTRALIA

The following tariff decisions have been made in Australia:

"Boiler Solventine" is a dry powder consisting of carbonate and silicate of soda—free, unspecified.

Tufferine, an indurated fibre, white or red, in sheets of 60 lb., for cutting into valve packings, washers, etc., free, as unspecified.

"Durvite," a composition of 7 per cent. earthy matter and 30 per cent. burnt animal matter for case-hardening metal—free, as unspecified.

"Bahco" air rifles are not for sporting purposes like the "Kynoch," etc., but are similar to the "Daisy," etc.; duty, 25 per cent. and 20, item 326.

Anti-friction Metals.—Magnolia metal, "Diamond" brand, is free under item 191; Magnet Babbit metal and "Tandem" anti-friction metal, both dutiable at 20 per cent. and 15 per cent. under item 190.

Vacuum cleaners for cleaning cattle, comprising vacuum pump and power engine, vacuum pipe, dust collector with hose, vaccomb with hose, vaccomb with gauge, vacuum relief valve; the separate parts are dutiable at different rates.

"Buckeye" blacking swab, similar to white-washing machine, dutiable at 25 per cent., or 30 per cent. under general tariff, according to whether it has a combined pump and air reservoir or is merely a receptacle from which color is driven by compressed air drawn from an independent reservoir.

### A FIRE INSURANCE CASE.

An interesting fire insurance case, which has been referred to before in these columns, was finally settled by the Privy Council in a recent decision.

Lord Macnaghten, who delivered the judgment of the Board, said the appellant, Mr. J. C. Thompson, was owner of a building in New Liskeard, Ontario, which was insured against fire with the Equity Fire Insurance Company. On Sept. 4, 1906, this building was burnt down. Payment of the claim under the policy was resisted on various grounds, all of which were disposed of but one. This raised the question whether the policy was voided by reason of the presence upon the premises at the time of the fire of a small quantity of gasoline. The statutory condition in the policy on which the insurance company relied was as follows: "The company is not liable . . . for loss or damage occurring while . . . gasoline . . . is stored or kept in the building insured . . . unless permission is given in writing by the company." It was common ground that the only gasoline in the building at the time of the fire was that contained in a cooking stove, which was about a pint, and was being used for the making of a syrup required in a hurry. The Supreme Court of Canada decided in favor of the company, and this appeal was brought. In their lordships' opinion the words "stored or kept" did not in their ordinary meaning apply to the small quantity of gasoline in the stove so as to bring this case within the statutory condition embodied in the policy at the time of the loss. The order appealed from should be reversed, and the plaintiff's claim allowed, with costs.

A statement has been issued by the St. John, N.B., Board of Trade, showing the tonnage which passed through that port during the six months from November, 1909, to May, 1910. During that period exports alone equalled \$24,030,007. Inasmuch as St. John has nineteen different steamship connections, and is fed by two railways, the great development which she has enjoyed in recent years is not to be wondered at. Her shipping facilities are equalled by few cities on the continent.

# INDUSTRIAL CONDITIONS IN TORONTO

A Review of the past year by Mr. J. S. McKinnon, Retiring Chairman, Toronto Branch, Canadian Manufacturers Association. Some civic problems that demand early consideration and solution.

**I**N welcoming you to this the tenth annual meeting of the Toronto Branch, it is a matter of no small satisfaction to me to be able to say that I have seen many benefits, direct and indirect, accruing to the members thereof. With this statement I am sure you will all agree, particularly after listening to the excellent reports which have just been presented. The explanation is not hard to find. The Association was organized for a practical purpose; it has a definite field in which to work; and the majority of its members have always maintained a keen personal interest in the conduct of its affairs. In restricting its activities to questions which directly concern its members, as manufacturers, lies its path to success in the future. I heartily concurred in the conclusions expressed by my predecessor a year ago on this point, and in so far as it has been possible I have endeavored to confine Branch activity to questions which directly concern us as manufacturers. But this is by no means easy.

At almost every meeting last year the Executive was requested to take up some movement in which, no doubt, all of us were interested to some degree, but which did not specially affect us as manufacturers. Sometimes it is a smaller organization which asks the use of our membership list with a view to inviting our members to attend one of its functions. Later the Executive is asked to come out publicly in favor of some by-law or to help some worthy cause. At the next meeting we are requested to circularize our members with a view to securing certain information which may be required to assist in some semi-philanthropic movement. On one or two occasions last year your Executive lent the name and influence of the Association to certain projects. In other cases, while not committing the Association openly, assistance was indirectly given. Now, while I recognize that no hard and fast rule can be laid down in matters of this kind, I feel that the members should go cautiously in requesting the Executive to advance movements which are outside the manufacturing field. We have to appeal to and circularize our members quite often enough in connection with subjects bearing directly on manufacturing conditions, and I feel therefore that we should keep clear of outside movements as far as possible.

## General Association Work.

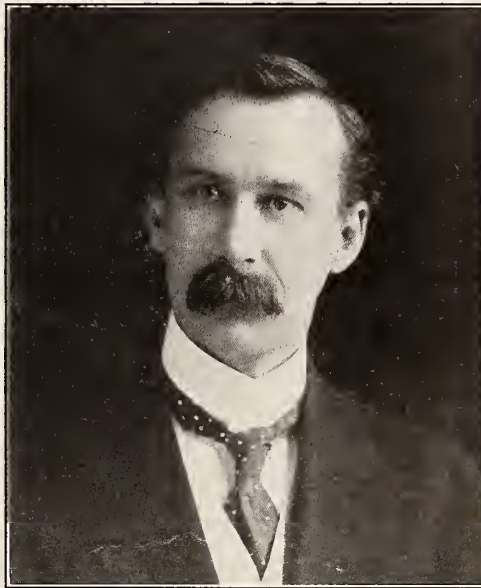
The reports you have just heard cover the Branch work of the past year so thoroughly that it will be unnecessary for me to go into it further. Suffice to say that, in my opinion, the organization we have seems ample to take care of any of the important municipal questions we have to consider from time to time. Just a word on the general work of the Association, which has been more than ordinarily effective this year. Early in the fall the Transportation Department was at last successful in securing the new Bill of Lading, the fight for

which it has conducted on behalf of the shippers of Canada for several years past. In tariff, while the Association has not been able to induce the Government to grant adequate protection to certain industries that are having a hard fight to bear up against foreign competition, the Tariff Department has been able to render valuable assistance to many of the members. The Insurance Department's long fight against those clauses in the new Insurance Act which aimed at prohibiting unregistered companies from accepting risks in Canada was at length crowned with success. The successful opposition to this Bill means a saving of thousands of dollars to insurers, particularly those having sprinklered risks. In the Departments of Tariff, Transportation and Insurance the Association is fortunate in having at the service of the members three of the most capable experts in their special fields in Canada. In legislative work an able and exhaustive argument was made against the Eight-Hour-Day Bill at Ottawa. Numerous other Bills have been opposed in the interests of the members in different parts of Canada, and with a view to facilitating the legislative work a lawyer was recently added to the staff. The services of this new official are at the disposal of members who are in doubt about new legislation or amendments to old Acts. These are only a few of the general questions which have engaged the attention of the Association. I feel that it is only right that they should be referred to at the annual meeting of this Branch, comprising as it does 25 per cent. of the entire membership.

## Harbor Development.

Passing to the problems which concern us as manufacturers and citizens of Toronto, the harbor situation is of paramount importance. Three years ago the Branch went exhaustively into this question and urged the City Council to take the initiative in an effort to secure the co-operation of the Federal authorities in the appointment of a Harbor Commission similar to the commission now controlling the harbor of Montreal. It

is to be regretted that this resolution has not been acted upon. In April of this year the Branch, in co-operation with the Board of Trade, reaffirmed its position, and I am pleased to note that the City Council have taken the question up in a courageous and business-like manner, with open minds as far as the Commission idea is concerned. There is therefore a good prospect that before the end of the year the present Council will make the first forward step in the movement to secure for Toronto a proper harbor. It needs no words of mine to inform you that Toronto's present harbor is a disgrace to the city. Unloading vessels by the old scow method must cease in Toronto. The development of Ashbridge marsh is but a part of the plan for harbor improvement. The solution of the one will solve the other. We must enter on a definite progressive policy. Every manufacturer in this room can help by impressing on his friends at the City Hall the urgent neces-



Mr. J. S. McKinnon

Chairman Toronto Branch C.M.A., 1909-1910.

sity for action. A competent commission must be appointed, a comprehensive plan decided on, and there must be no vacillation on the part of those called on to carry it out. I urge you to work in the direction indicated.

### Industrial Expansion in Toronto.

While there have not been many large industries come to Toronto in the past year, there have been a goodly number of fair sized plants established in this city, chiefly of American origin. But what is more important, there has been a noteworthy expansion in the industries already here. This indicates healthy trade conditions throughout Canada, and we have reason for congratulating ourselves on the fact that Toronto industries are getting their full share of the expanding trade. The location of large new establishments is retarded in Toronto to some extent by wretched harbor facilities. But the chief obstacles in the way of such firms selecting Toronto are the restrictions placed on manufacturers by various City by-laws. This is an old story with the Chairmen of the Toronto Branch, but none the less a true one. I shall not weary you by repeating the whole list, but might mention the Building By-law. Architects, builders, manufacturers, in fact every one who has occasion to come in contact with Toronto's Building By-law, agrees that it is unnecessarily severe. It is far more exacting than the by-laws of the principal cities of the United States and Canada. Objections have been filed against it with the City Council on numerous occasions, but no relief is afforded.

### Smoke By-Law.

It is only the wise and discriminating policy of the Property Commissioner, Mr. R. C. Harris, which prevents the Smoke By-law from becoming an instrument of tyranny against the manufacturer. As it is, the by-law is often a source of inconvenience and expense, but the manufacturers are prepared to cheerfully bear this burden if it will make Toronto a better place to live in. We would remind the City Fathers and the citizens generally, however, that if they are sincere in their desire for the industrial development of the city they must inevitably accept certain inconveniences in the vicinity of some factories. Generally speaking, however, the manufacturers are in sympathy with the movement to minimize objectionable features and may be counted on to support all reasonable measures to this end.

Our elected representatives, both in the Council and in the Board of Education, with an eye to their next election, no doubt, still exhibit, from time to time, a marked tendency to discriminate against the manufacturer or contractor who maintains an "open" shop, in framing the specifications for city contracts. We have yet to learn that any Toronto manufacturer is oppressing his employees. None of us but are willing to pay the prevailing rate of wages in any trade and to work our staff the prevailing hours in that trade. Why then should the City Council go further and officially recognize organized labor by requiring the "union" wage and "union" hours of labor? By so doing it gains nothing for the protection of labor engaged on city work, and often becomes involved in strikes which are not concerned with the conditions of labor, but only with the abstract principle of recognition of the union by the employer. No Toronto firm will object to binding itself to agree to abide by the prevailing conditions in any trade at the time the contract is awarded, and that will suffice to protect the workmen engaged in the work in question. It satisfied the Dominion and Ontario Governments, and should surely be satisfactory to the City Council. The practical working out of the so-called "union" clause in city contracts very often results in discrimination against a local concern tender-

ing on city work. We appeal to all fair minded members of the City Council and Board of Education to rectify the abuses of a system which should never have been created.

### Technical Education.

My predecessor in his address a year ago ventured to hope that to-day our long promised new Technical School would be well on the way to completion. While this hope is still far from realization, I feel that many steps forward have been taken by this year's Board and I am perfectly sanguine that a year hence the new school will be well advanced. The College Street site, with the additional land secured on Murray and Orde Streets, makes a fine central location, and the manufacturers are confident that the new school when finished will be of untold benefit to the youth of our city. The Board are urged to leave no stone unturned to hasten the completion of the new building and to equip it in keeping with the dignity and size of a city like Toronto. With the appointment of the National Commission on Technical Education by the Federal Government and the activities on several of the Provincial Governments, the movement for Technical Education has taken on an impetus never before known in Canada. The Board of Education of the City of Toronto must keep abreast of this movement. The manufacturers of the city, constituting a majority of the largest tax payers, are with them in this important work and can be counted on to do their share. The personnel of the staff will after all be the most important factor in determining the efficiency of the school. The Board must therefore give special attention to this part of the work.

### Car Service.

While interest in this subject is far from being confined to manufacturers, it has a special significance for them since they depend on the street cars almost entirely to bring their employees to and from their factories. With the rapid growth of the city, and particularly in view of the recent annexations, this has become a very important factor in the labor problem of every industrial establishment. While, no doubt, the tube proposal is somewhat premature, as far as its execution is concerned, it does seem to me that the City Council acted wisely in deciding to secure all the expert knowledge available on this subject. It is certain that within the next few years some expedient of this kind will have to be adopted to solve the rapid transit problem in Toronto. The situation to-day is no doubt aggravated by the incessant bickerings which have ensued between the Street Railway Company and the civic rulers, particularly in the past. May I interject the opinion here that in my humble judgment the constant wranglings that take place between the railway management and our civic representatives seem often, to an outsider at any rate, very petty. Many of these wranglings could certainly be avoided by the exercise of a little ordinary tact and common sense on either side. If both the parties had adopted in the past a more conciliatory and reasonable attitude to each other, the citizens would enjoy a better car service to-day. Is it too much to hope that they will adopt this attitude in the future? However, now that the City Council, having lost their case before the Privy Council, have decided—wisely be it said—to give permission to the company to construct extensions largely according to their own plans, it is to be hoped that the Company will proceed without further legal battles. It would be the act of wisdom for them to do so. The entrance of the radial lines into Toronto is another problem long unsolved which has a particular interest for the manufacturer. It is to be hoped that, after the preliminary fight regarding street extensions is over the City Council and the railway companies will at last be able to agree on terms of entry for the radial lines.

### Reciprocity.

This is a subject of enormous possibilities for discussion, but I propose to detain you only a minute. In view of the fact that several of the other Branches of the Association have forwarded their conclusions on this subject to the head office, it seemed to me that the Toronto Branch should also formally record its views. Personally I am satisfied that the vast majority of the Toronto members are distinctly opposed to any negotiations being entered into with United States involving any lowering of the tariff on manufactured products. I cannot conceive of the Government taking any steps in this direction without giving due warning to the trades affected. It seems hardly possible that the Government will do anything to disturb the manufacturing industries of Canada in which so much capital is invested, and where so many of its citizens find employment. Before United States talks reciprocity in manufactured goods she should bring her tariff down to our level. I think the Government realize this and will act with all due consideration for the manufacturing interests of this country.

### British Columbia Companies Act.

Reverting to the general work of the Association, I feel that the new British Columbia law affecting companies incor-

able firms doing business through a non-resident agent or traveller, or by correspondence, to take orders in British Columbia without registering. Some time must necessarily elapse before it will be known whether they will be successful in this regard. In the meantime members in doubt will do well to get in touch with Mr. Wegenast, the recently appointed secretary to the Parliamentary Committee, who has made a special study of this measure in behalf of the members.

### Membership.

There is little to be said on this subject inasmuch as the Branch to-day comprises 660 firms out of a total of approximately 700 eligible and desirable manufacturing establishments in this city. As has already been reported to you, a substantial gain was made in the year just closed, and those still outside the fold will gradually see the light and decide to come in. Soliciting work is done almost entirely by the Secretary, who, however, secures valuable assistance from members where difficulty is experienced. In connection with the large membership we now enjoy, the fact has impressed itself on me during my year of office that only a very small proportion of the members have any knowledge of the work that is actually done by the Association, or of the many direct benefits obtained by members. I appreciate that it is a difficult matter to reach 660 members and tell them all about the Association. It is



The Annual Meeting of the Toronto Branch was held in the Island home of the Royal Canadian Yacht Club.

porated outside that province calls for some comment. It is doubtful if there has ever been a more unreasonable piece of legislation enacted in any province of Canada, and I am sure that those who framed the Act of Confederation in 1867 had no idea that the spirit if not the letter of that noble document would be violated by a narrow enactment of this type. It seems hardly possible that this legislation will be upheld in the courts, but until a case bearing on it has been decided in our highest courts, which necessarily will be a matter of some months, it would appear that to be safe all companies incorporated outside British Columbia, but doing business in that province, will have to take out a license. It will relieve the members, no doubt, to know that the Parliamentary Committee is sparing no effort to have this Act amended so as to en-

not necessary perhaps that they should know all, but they should know more than they do. I recommend the members, therefore, to give a little more attention to Association literature; to attend all of the few meetings that are held each year; to consult the Association's staff when in doubt about transportation, tariff, fire insurance, or other difficulties, or when in need of special commercial information which you do not know just where to locate. If you adopt my suggestion you will realize more than you do now perhaps how invaluable the Association is to manufacturers individually and collectively. It is a business organization pure and simple. I appeal to each member present to tell his friends in the Association what it can do for them and to bring them out to the next meeting.

# LIABILITY OF WATER CARRIERS OF GOODS

By Mr. J. E. Walsh

The new Water Carriage of Goods Act which goes into effect on September first is not unduly burdensome on ship owners. It protects shippers by preventing carriers from contracting themselves out of liability for damage.

STATEMENTS have appeared in the press in regard to the Water Carriage of Goods Act, which comes into effect on 1st September next. Apparently an effort is being made to create the impression that this piece of legislation imposes an undue burden upon vessel owners. It has also been stated that the measure is a copy of the United States legislation known as "The Harter Act," which went into effect in 1893. This is correct; but the public have not been informed that the Harter Act was and is intended as a measure of relief to ship owners. Prior to the Harter Act they were subject to the various State laws, and these laws placed obligations upon the ocean carrier very much along the lines of those imposed upon land carriers, with the result that shipping was being rapidly transferred to foreign owned vessels, who retained the right to contract themselves out of liability for damage from whatever cause. It will, therefore, be seen that the Harter Act, as stated, was purely a measure of relief.

When the writer appeared before the Marine and Fisheries Committee on April 5th, 1910 (the first time the Act came before that committee, although it had been before and passed the Senate on two previous occasions), he stated that the object of the legislation was to place the Canadian shipper in a position to ship by Canadian routes under exactly the same conditions as he would be under if he shipped by United States ports. As an illustration, at the present time there are fast freight lines operating out of Ontario. There is the Canadian Pacific Despatch, operating through the port of Boston. The Great Eastern and National Despatch lines operate over the Grand Trunk Railway through Portland and Boston. All of these lines issue through bills of lading to destination under the conditions of the Harter Act. These conditions are intended to some extent to make the carrier liable for negligence. When we come to ship through Canadian ports we have no such protection. That is what the Bill is intended to meet.

The following was suggested by Mr. Crosby, M.P.: "If it goes far enough to place the shipper from a Canadian port on an equal footing with a shipper from a United States port that is a very great advantage." The writer replied that we simply asked that the same conditions should apply through Canadian ports as we could obtain if we shipped through United States ports. It was pointed out that the tendency was to restrict Canadian shipping to Canadian ports, and such being the case it was thought that we should have as favorable conditions as we could obtain through foreign ports.

## No Undue Hardship.

It is not considered that there is anything in the Bill which imposes any undue hardship on the carriers. It does not impose any conditions which the organized lines have not assumed. As a matter of fact it simply legalizes what the carriers have been doing voluntarily.

If anyone will take the trouble to compare the conditions of the ocean bill of lading of any of the lines operating out of Canadian ports with those of the carriers from United States ports, it will be quite apparent that Canadian ports have been seriously discriminated against. The right to contract has not been taken away from the ocean carriers, as is implied in

the article above referred to. The present bill of lading is somewhat along the lines of the old domestic bill of lading which was discarded nearly a year ago, and which was declared by a prominent railway official "A Relic of Barbarism." In order to show how modern interests look at the bill of lading reference might be made to the one in use by the Canadian Pacific Railway in its Pacific service. That company practically issues a clean bill of lading. It holds itself responsible for negligence, and that is all that this legislation is intended to effect.

The Canadian Manufacturers Association assisted materially in having the Bill passed. When it was found that the Bill had been taken up as a Government measure, the following letter was addressed to the Honorable Louis P. Brodeur, Minister of Marine and Fisheries:

Sir,—Bill No. 25, An Act respecting the Water Carriage of Goods. We note with pleasure that the above Bill, which to all intents and purposes is the same as that introduced by Senator Campbell, and which passed the Senate at the sessions of 1907-8 and 1908-9, has been taken up by you as a Government measure.

As this Association is strongly in favor of such legislation, we took the liberty of laying our views before the Right Honorable the Premier, in a letter dated July 3, 1908. We beg to repeat what was said therein:

In order that the position of our Association herein may be absolutely clear I desire to state that the Bill has our unqualified approval.

As it is at present the Canadian Federation of Steamship Lines are able to impose conditions in their bills of lading which shippers regard as a grave injustice. In various ways they seek to relieve themselves from damage to goods whilst in their possession or in transit, and as shippers can have their goods accepted for forwardance only on subscribing to these conditions they are virtually deprived of the right of recovery. This in itself would be bad enough, but when it is recalled that steamship lines operating from United States Atlantic ports do not impose such conditions, it amounts to an undue discrimination against Canadians desiring to export via Canadian routes.

In view of the fact that the Bill referred to makes it illegal for carriers to insert in their bills of lading conditions which are intended to exempt them from responsibility for loss resulting from their own negligence or omission, and which they are justly entitled to assume as public carriers, we believe in the interests of the country at large that the Bill should become law.

A similar letter was forwarded to the Honorable the Minister of Railways and Canals.

We again wrote the Right Honorable the Premier on April 14, 1909, as follows:

We took the liberty of writing you on July 3, 1908, in regard to the measure known as "The Water Carriage of Goods Act," introduced by the Honorable Mr. Campbell and passed by the Senate. The Bill, we are informed, did not reach the House in time to take any action during last session. It has again passed the Senate during the present session and is now before the House of Commons, being set down as No. 34 on the



order paper under date of March 16th, Bill No. 105 (letter "A" of the Senate). The Bill as it now stands was agreed to by shippers and carriers, so that there should be no objections to its early enactment. It seeks to place the responsibility for negligence where it belongs. At the present time water carriers under the conditions in their bills of lading relieve themselves from practically all liability. Shippers generally through the country are asking for relief from these conditions. The Bill is in line with the legislation which came into force in the United States under what is known as the Harter Act in 1893.

We, therefore, ask and hope that the Government will take the Bill up and have it passed during the present session.

Both of these communications were duly acknowledged.

We simply quote the above letters to show that the Association are deeply interested in the suggested legislation.

With regard to the Bill now before the House we respectfully submit for your consideration the following:

Section 6.—"Responsibility for Navigation and Management," reads as follows:

"If the owner of any ship transporting merchandise or property from any port in Canada exercises due diligence to make the ship in all respects seaworthy and properly manned, equipped and supplied, neither the ship, nor the owner, agent or charterer shall become or be held responsible for loss or damage resulting from faults or errors in navigation or in the management of the ship."

**Owner of Vessel Should be Responsible.**

As this section reads it seems to us that in the case of claims for loss or damage the burden would be on the owner of the goods to prove that the ship was not in all respects seaworthy and properly manned. This would be an almost impossible task. We, therefore, think it would be quite reasonable to add the following: 'And in the case of claims for loss or damage resulting from any of the above causes the burden of providing freedom therefrom shall be on the owner, agent or charterer.' Shippers consider that they are in this position to-day in respect to traffic carried by rail lines.

Attention is also called to the fact that sub-section 3 of section 11 of the original Bill provided a fine not to exceed \$2,000, with cost of prosecution, for failure on the part of the carrier to comply with the conditions of the Act. The present Bill leaves the amount blank. At the same time in section 12 it provides a penalty of \$1,000 upon the shipper who knowingly ships goods of an inflammable or explosive nature.

In conclusion, we desire to say that we are glad to know that this matter has been taken up as a Government measure. We believe it will meet with the hearty approval of the Canadian shipping public.

Yours faithfully,

J. E. WALSH,

Canadian Manufacturers Association.

The legislation did not go as far as we thought it should. As a matter of fact the amendments which were suggested were withdrawn at the hearing on April 5, for the reason that it was thought they might possibly delay the passage of the Bill.

In conclusion it should be stated that Mr. F. E. Meredith, K.C., Montreal, who represented the shipping interests, said at both hearings before the Committee that, as it had been agreed to by the different interests, he was there to stand by his agreement with Senator Campbell, who is the father of the Bill.

Whilst, as stated, the Bill simply legalizes what is being done voluntarily by the organized carriers, it may, and we hope it will, obligate those carriers who assume no responsibility whatever and invariably repudiate the payment of just claims.

**THE NEW QUEBEC BRIDGE.**

A GENERAL statement in reference to the new Quebec bridge has been made by Hon. G. P. Graham, Minister of Railways and Canals. A comparison is made throughout with the famous bridge across the Forth.

	Quebec Bridge.	Forth Bridge.								
Total length of cantilevers . . . . .	2,930 ft.	5,349.5 ft.								
Number of channel spans . . . . .	1	2								
Length of longest channel span . . . . .	1,758 ft.	1,710 ft.								
Roadways on bridge . . . . .	<table border="0"> <tr> <td>2 railway tracks</td> <td></td> </tr> <tr> <td>2 St. Ry. tracks</td> <td>2 Ry. tracks.</td> </tr> <tr> <td>2 highways</td> <td></td> </tr> <tr> <td>2 sidewalks</td> <td></td> </tr> </table>	2 railway tracks		2 St. Ry. tracks	2 Ry. tracks.	2 highways		2 sidewalks		
2 railway tracks										
2 St. Ry. tracks	2 Ry. tracks.									
2 highways										
2 sidewalks										
Load per lineal foot bridge is designed to carry exclusive of its own weight . . . . .	13,340 lbs.	4,480 lbs.								
Total weight of bridge . . . . .	72,000 tons	57,000 tons								
Weight per lineal foot for cantilever only . . . . .	49,150 lbs.	21,360 lbs.								
Greatest depth of piers below high water . . . . .	93 ft.	87 ft.								

The caisson for the north pier of the Quebec bridge is 180 feet by 56 feet square, and over 60 feet high, requiring approximately 3,000,000 feet of timber, 90 per. cent of which is 12" x 12" southern pine. Nearly 70 tons of bolts are required in its construction.

At the lower depths to which the caisson will be sunk the men are working under a pressure of about four atmospheres. At this depth men can work for only about two one-hour shifts in the twenty-four hours, for which they receive a full day's pay.

The north pier will be built entirely new and carried down some 60 feet below the bed of the river to rock. For the south pier the old foundation will be utilized and enlarged, but will not rest on rock, as the present foundation has been found good.

Work will go on night and day, and a force of about 2,000 men is required.

The caisson for the south pier will be built this winter and sunk next season.

Between 40,000 and 50,000 barrels of cement will be required in the construction of the north pier alone, and about 125,000 barrels for the entire work.

The weight per lineal foot of steel in the Quebec bridge is 2.30 times as great as that of the Forth Bridge.

The load for which the Quebec bridge is designed is 2.98 times as great as that for which the Forth bridge was designed.

The Forth bridge has 4.77 lbs. of carbon steel for every pound of live load it is designed to carry.

The Quebec bridge has 3.69 lbs. of nickel steel for every pound of live load it is designed to carry.

The prescribed test load for the Quebec bridge is 4 1-3 times heavier than that used for the Forth bridge.

Test pieces of the compression chord of the old Quebec bridge broke at 26,850 lbs. per square inch.

Test pieces of similar chords for the new bridge broke at 56,800 lbs. per square inch.

The new chords are therefore more than twice as strong per square inch as the old ones.

The maximum section of the compression chords of the old bridge was 843 square inches; in the new bridge the maximum section is 2,037 square inches.

According to the tests the old chords would break under a pressure of 22,634,000 lbs., and the new ones under a pressure of 115,701,000 lbs.

The new chords are therefore more than five times as strong as the old ones, although the live load of the new bridge is only about twice as heavy as the live load of the old bridge.

## THE NATIONAL WASTE

The annual loss on this continent through preventable fires is over three hundred million dollars—  
An appalling statement.

**I**N a recent issue of *Brick*, Mr. Franklin H. Wentworth, Secretary National Fire Protection Association, contributed the following striking article:

The rumor abroad in the financial world that several of the principal foreign fire insurance companies are about to reinsure their lines preparatory to retiring from the field of American underwriting may, if true, bring us to a realization of our stupendous national folly. The average annual fire waste of the United States is \$250,000,000. When the business man of large interests faces a restriction of his credit due to the fact that he can no longer obtain sufficient fire insurance to cover his combustible holdings, the fact that we have been burning up \$500 worth of property every minute, day and night, for the past six years may at last penetrate his consciousness.

What if we were to lose a quarter of a billion dollars every year in wheat, or cotton, or beef? What if such a value in shipping should sink in New York harbor? What if the national treasury should be looted annually of that amount, or business failures approximate that figure?

The San Francisco calamity forced several insurance companies out of business. In the last 50 years 1,000 insurance companies in the United States, or more than three times the number of existing companies, have been forced to withdraw. Who will continue to supply responsible capital indefinitely for the national ash heap? The average American in his reckless individualism has assumed no responsibility for the fire waste, leaving it to the insurance companies to refill their purses by increased premium rates.

State legislatures have made frequent efforts to prevent the advance in insurance rates by various legislative enactments, but legislation cannot prevent rates being sufficient to pay losses without seriously reducing the ability of their constituents to obtain necessary insurance. Any legislation which will reduce the annual fire loss will, at the same time, reduce the average insurance rate. Unless this annual fire loss is reduced, it may soon transpire that capital will withdraw from the business of underwriting without the spur of unfriendly legislation; the losses alone, and the national indifference to them being quite sufficient an incentive.

A fire in the congested portion of New York City, covering an area as large as that of San Francisco, would put every fire insurance company in the country out of business. It is well recognized that the Chelsea conflagration may be duplicated any day; there is scarcely a city in the country which does not offer the conditions for such a fire.

### Half Waste is Preventable.

The declaration of experts that over 50 per cent. of the present fire waste of the country is from easily preventable causes, indicates that the entire nation might well be taught lessons in individual responsibility. Correction of careless habits is certainly possible in both grown-ups and children. Many of our national sins can, however, only be corrected by collective action. It is too much to expect that our people, in their impetuous haste and rush, will, in the very near future, cease to erect the inflammable shells they now put up and fill with equally inflammable contents. We differ from the Europeans in solidity of character; and our character is reflected in our architecture; but we can at least make reasonable laws to protect us from the carelessness of one another without going to the extent of the French

statutes, which make a property owner liable for damages if a fire spreads beyond his premises.

Unfortunately, no sense of the immorality of needless waste has yet moved us. Superinduced by the mental habit of considering our national supply of raw materials inexhaustible, is the thought that fires do not matter so long as there is insurance capable to pay for them. As we are beginning, however, to conserve our forests we may come to consider that the things our hands have builded may also be worth saving.

We may come to look with disfavor upon buildings of great areas without fire cutoffs, with huge floor openings, with unprotected windows. We may come to demand that our fireproof buildings shall be really fireproof, knowing that steel-work improperly insulated will buckle in a hot fire, even if it does not collapse. In the rush into concrete building now evident we may demand honest mixtures of cement, and the use of sand sharp enough to bind it, instead of water-worn pebbles which will aid the crumbling process. We may cease our folly in making floors 10 inches thick and enclosing stairs and elevators in a wall of equal thickness to prevent the spread of fire from floor to floor—and leaving our only window protection to one-eighth inch window glass, when strong and serviceable wired glass held in metal frames is available.

But who is to lead us into thus looking after our created property resources? There was organized some years ago the National Fire Protection Association. It has done much good work. By the public-spirited action of the men composing it, tests of devices and materials have been made at its laboratories in Chicago and the results published for free distribution. These reports should be of vital interest to every architect and builder, but few of either profession know of their importance and value. Architects make plans for elaborate and deadly fire traps and builders faithfully execute these plans in cheap and shoddy material.

Ignorance of the law does not save a man in court. How long will ignorance of fire protection and prevention continue to exonerate conflagration breeders before the bar of public opinion?

### USES OF SAWDUST.

Sawdust is usually regarded as an objectionable product because it increases the danger of fire if deposited near mills or lumber piles and necessitates either cartage with accompanying expense or the construction of a "burner" and the use of conveyors or carts to transfer it from the saws.

A double economy, however, is now in progress. As a result of the use of band saws instead of the old circular and gang saws, a log that, under the old system produced 8 boards, will now produce 9, a very substantial increase in product with a corresponding decrease in the amount of sawdust produced.

Owing to its chemical and mechanical properties, it has an ever increasing field of usefulness. Used as an absorbent for nitro-glycerine, it produces dynamite. Used with clay and burned, it produces a terra-cotta brick full of small cavities that, owing to its lightness and its properties as a non-conductor, makes excellent fire-proof material for partition walls. Treating it with fused caustic alkali, produces oxalic acid. Treating it with sulphuric acid and fermenting the sugar so formed, produces alcohol. Mixed with a suitable binder and compressed, it can be used for making mouldings and imitation carvings; while, if mixed with Portland cement, it produces a flooring material. It is an excellent packing material for fragile articles and for dangerous explosives and can be used as packing in walls to make them sound-proof and cold-proof.

# PEAT MAKING AT GOVERNMENT PLANT

A great fuel supply is available in Canada if an economic process for its production is assured. Canada's experimental plant at Alfred working satisfactorily.

**Y**EARS of experimentation in the commercial production of peat have proven that success lies in simplicity. The process which has been installed by the Dominion Government at Alfred, a village about forty miles east of Ottawa, where there is a peat bog of great extent, has the virtue of simplicity. No complex machinery to go out of order, no costly plant, none of the elaborate driers and presses which were formerly considered an essential to the proper production of peat-fuel. From the preparation of the bog for excavation, through the various stages to the final piling of the product in the storage sheds, there is nothing which is not intelligible to even a tyro in the subject.

Peat can be produced and put on cars for \$1.70 a ton. That is the statement of Dr. Haanel, under whose direction the work is being carried on. It is somewhat difficult to figure

of ash, can be manufactured at a cost of considerably under \$3.00 for an amount having the same calorific value as a ton of the anthracite we import. This could be sold at places conveniently situated as regards transportation facilities and not too far from the place of manufacture for a little more than one-half the price paid for anthracite in Ontario and Quebec, and for a little more than one-third of the price paid for anthracite in Winnipeg.

## The Process.

The three hundred acres of peat bog now owned by the Government were first drained by a series of ditches running the entire length of the property and also cutting it transversely. After the ground had been prepared in this manner the work of excavation began.



A Storage Shed for Peat.

this out from the work which is being done at Alfred, but the plant there is limited in size and the work is experimental, so that some of the more economical processes, such as mechanical excavation, are not practicable.

The plant at Alfred has a daily capacity of 30 tons. About twenty men are employed at an average wage of about \$1.75 a day. To this cost of thirty-five dollars a day must be added the interest on the investment, consisting of the cost of three hundred acres of land, the peat machine—not a very costly concern—the conveying system and the storage sheds. There are two sheds—one in use now and one under construction—each of which represents an outlay of about twelve hundred dollars.

The relative values of coal and peat are stated by Dr. Haanel: The economy which may be effected by the use of peat is readily understood, when it is stated that in Ontario and Quebec the average price of anthracite with a high percentage of ash is \$7.50, and in Manitoba \$10.00 per ton, whereas air-dried machine peat, containing about 5 per cent.

The peat machine, of the Anrep type, consists of a chopping or pulping compartment into which the peat as fast as it is dug up is carried by the conveyor shown in the illustration. While it is being reduced to the consistency of a fibrous mud, water is added to complete the mixing process. It is then forced out through a trough to the cars which are in waiting and conveyed to the part of the field where it is to be spread.

This is the only mechanical process to which it is subjected, except the levelling and cutting of it so that it will appear in bricks of uniform size.

The cars are worked on a circular track by means of a cable, which is itself operated by the same engine which operates the cutting machine. When a car is filled with the muck-like substance it is connected up with the cable and is hurried off to where the drying process is being carried on. Here the peat is dumped out and a wooden apparatus is dragged over it to level it down and to cut it down into sections of a uniform width. The transverse markings are later given by a man operating a three-bladed revolving knife.

The essential point about the process is that there is no mechanical drying or compressing. In fact, while passing through the machine water is added. The drying is done by the wind and sun and the resultant blocks are of the right consistency for burning.

It takes about three weeks for the peat, after it is thus spread out, to dry. When it does dry, however, it has a surface which is largely impervious to water. The resultant product is as heavy as soft coal; it forms a well integrated mass; and it is cleanly to handle, with almost an entire absence of odor. That it will burn is amply proven by the fact that it is the fuel which is used to operate the whole plant.

After it gets its final form under the influence of sun and wind, it is conveyed to the storage sheds. The product of the Government peat plant is being used in the peat producer

"Cost of fuel on the field .....	\$1 40
"Cost of fuel stored in shed .....	1 65
"Cost of fuel loaded on car .....	1 65
"Cost of fuel in stack .....	1 70

"By the employment of mechanical excavators and the manufacture of peat on a large scale, the cost of production per ton should be considerably less than the figures here given.

"The objection to the air-drying process, practised at our plant, is that it is not a continuous process, that it can be worked only during the summer months, and that the amount of fuel which can be produced during one season is dependent upon weather conditions.

"These statements are quite true, and yet Sweden, Finland, Denmark, Germany, Holland, Austria and Russia depend for a large part of their fuel supply on the simple process of



Excavating and Pulping the Peat.

gas plant in Ottawa, which has a capacity of 60 horse-power. This plant is working with the utmost satisfaction.

Dr. Haanel, in his address to the American Peat Society, outlined the objects of the Government installation:

"The plant at Alfred is to serve as a model of a successful process, and not for the production of peat-fuel on an extensive scale. We expect, however, to manufacture during this season about 2,000 tons of peat-fuel, part of which is to be used in our peat-gas producer at Ottawa.

"There is nothing artistic about the appearance of the fuel produced at our bog. It has not the regular geometric form of briquettes nor their smooth exterior, but it serves the purpose for which fuel is intended as well as briquettes, and has the advantage of being low in cost of manufacture.

"Allowing 140 days for a season's operation, the cost per ton of air-dried machine peat, including interest on capital invested, amortization, oil and repairs, is as follows:—

pulping the peat, forming it into bricks upon the field and harvesting it as air-dried fuel. The weather conditions in Canada are as favorable, if not more so, for the production of air-dried machine peat as in the countries mentioned. To prevent shortage of peat-fuel on account of unfavorable weather conditions during a season's work, a year's supply of peat-fuel should always be kept in storage.

"Russia is the largest producer of peat-fuel in the world. In 1902, the production was 4,000,000 tons of peat-fuel, and the annual increase of production has since then amounted to nearly 200,000 tons. Many private plants exist in Russia in connection with cotton mills for the production for their own use of 200,000 tons of peat-fuel annually. One thousand three hundred plants making machine peat are now in operation in Russia.

"I admit that the hardness of anthracite permitting long hauls without much waste—the small volume it occupies re-

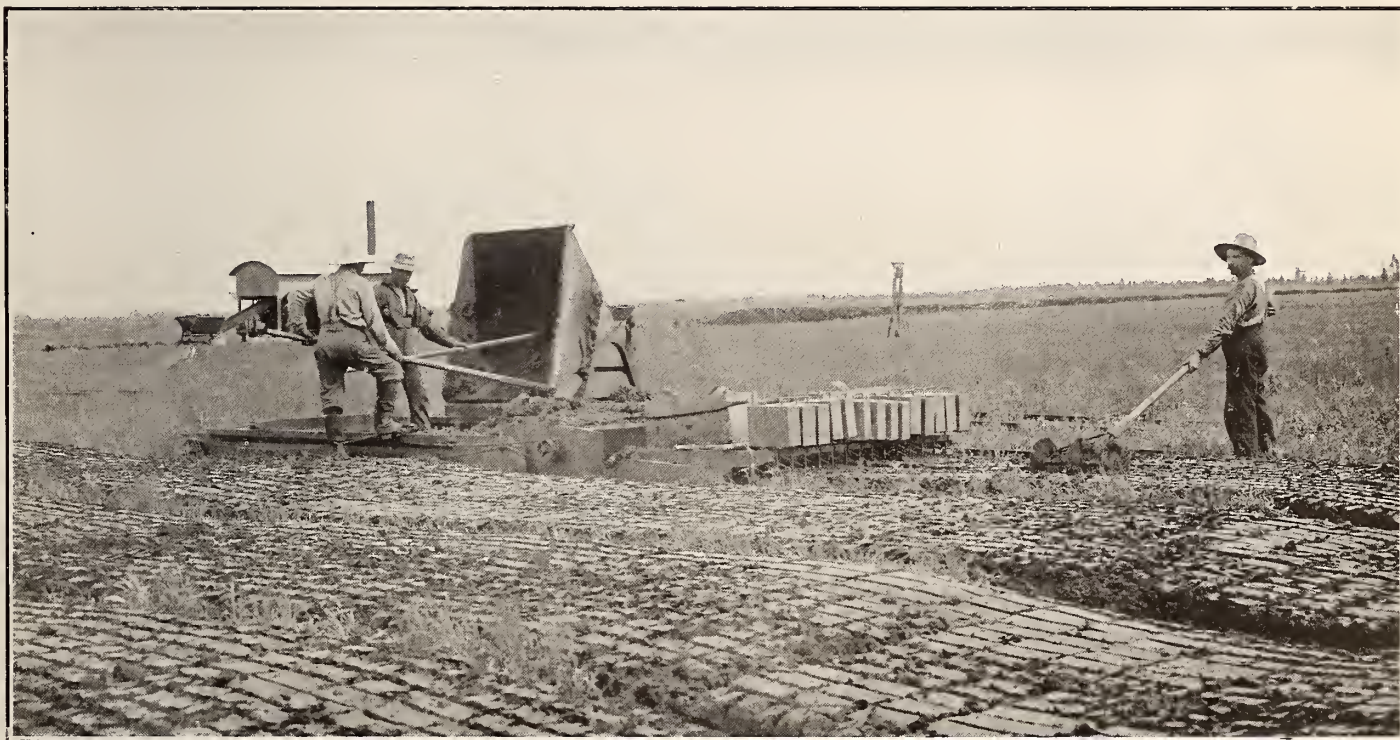
quiring a minimum of space for storage—and the small amount of volatile matter it contains insuring a nearly smokeless flame, are such valuable properties of this fuel that so long as it can be obtained it will be used by those who can afford to pay for it. Peat-fuel is, however, admirably adapted for use in grates during the late fall and early spring, when our heating furnaces are not in operation. This fuel will compete in price and cleanliness with soft coal for the purpose stated in our most luxurious homes. For the inhabitants of our rural districts, villages, and certain parts of our cities, whose homes are not supplied with hot air, hot water, and steam systems of heating but require the use of stoves, peat-fuel will prove a cheap and excellent fuel, far superior to wood, and far more convenient to handle.”

#### Adopt Tried Methods.

And again:

“The successful inauguration of a peat-fuel industry in Canada may be looked forward to with confidence if, content

hesitate to say that it is an ideal fuel because the peat from most bogs is free from a clinkering ash and yields on combustion a fine white residue which readily allows of the thorough cleaning of the fire, and the property of not fusing or caking in the producer assures regular operation. Moreover, since gas leaves the producer with a high degree of sensible heat, which must be cooled to the temperature of the atmosphere before being used in the gas engine, it is exceedingly important that as much of this sensible heat as possible be utilized in the producer itself, in order to increase its thermal efficiency. This is accomplished in coal-gas producers by the introduction of water vapor which passes through the incandescent fuel with the air supplied for combustion. This water vapor is decomposed, yielding hydrogen and oxygen. The latter combines with the carbon of the fuel, forming carbon monoxide. This chemical reaction absorbs a large amount of heat and lowers the sensible heat of the gas, but the heat absorbed in liberating the hydrogen is to a large extent restored and utilized when the gas enriched by hydrogen is burned in the gas engine or other apparatus. With peat con-



Spreading the Peat and Cutting it. It Dries in Three Weeks.

to accept European practice, we establish peat plants at strategic points on the workable bogs scattered throughout the farming regions of those Provinces which require to import coal, and operate them in the interests of the neighboring communities. This will avoid long hauls, for which air-dried machine peat is not fitted.

“Regarding the transportation of peat-fuel, our railroad companies, realizing the importance of an adequate fuel supply for the central Provinces, and its intimate connection with the prosperity and further development of these Provinces, should come to our aid by granting special rates for the transportation of this class of fuel. This is the course followed by Germany in those districts which depend to a large extent upon peat for their fuel.

“Air-dried peat is not alone an excellent fuel for domestic use, but for the production of power it proves an ideal fuel in the peat-gas producer, which is to-day as reliable and efficient in its operation as the coal-gas producer. I do not

taining from 25 to 30 and more per cent. of moisture, the moisture content is sufficient to accomplish all that is required without the introduction of water in the producer from an outside source.”

#### CANADA'S FUEL RESOURCES.

OUR future supplies of fuel and the necessary steps to be taken to ensure their perpetuation was the subject of an address by Mr. Clifford Sifton, Chairman of the Commission of Conservation, before a representative gathering of peat manufacturers in Ottawa recently. He said in part:

“We, in Canada and the United States, have been living amid a bountiful supply of the natural sources of wealth. We have hardly known what it was to be in need of anything that

is really necessary to existence. In this City of Ottawa, ever since its existence, there has been a constant struggle to get rid of the wastage of manufacturing which, in other situations, would have been of great commercial value. Ottawa is therefore a typically difficult place in which to get people to realize the value of fuel. Some of us who stand here were born upon farms, upon which, when fuel was required, it was only necessary to go out and cut it—the destruction of the tree in itself was regarded as adding value to the land from which it was cut. We are, however, coming, if somewhat slowly, to a better realization of what those things mean and, among other questions, we are beginning to realize what the fuel problem means to great masses of people after the supply of timber has been so far depleted that cheap wood fuel is no longer available. In the great centre of population in the northern United States and Canada—as it is soon to be in its present course of development—the mass of the population will be wage earners living by their daily earnings and in a climate which for at least four months of the year requires a large amount of fuel for family purposes, cheap and abundant fuel is a necessity of existence. There are districts in Canadian cities to-day where families are herded together with insufficient space for health and really civilized life because of the cost of fuel in the winter, and this condition will tend to increase rather than diminish. The coal supply of the continent is measurably well known, and the conditions of its extraction and marketing are thoroughly well known. It may be safely said that there will be no permanent reduction in the price of coal—rather is it reasonably certain that there will be a gradual but steady increase. We may get much heat from water power in some localities favored by nature, such as the neighborhood of the Ottawa River, but so far the cost of development, maintenance and management does not encourage us to the belief that we shall be able to make the 'white coal' a poor man's fuel.

"In Canada we have coal in Nova Scotia, Alberta and British Columbia, but between Alberta and the New Brunswick line little coal of economic value, so far as known; but in those portions of the country where there is no coal, peat bogs abound.

#### A Substitute for Coal Needed.

"Now, as coal becomes dearer, the difficulty and uncertainty of the supply, of which we have had the very vivid experiences in the past, becomes more accentuated, the importance of an alternative and substitute fuel will become more pressing. If, therefore, the great peat bogs of Canada can be successfully converted into a fuel which shall be, if not so desirable as Pennsylvania coal, yet a practical domestic fuel, substantially cheaper than wood or coal and abundant and certain in quantity, the boon thus conferred upon the future inhabitants of Canada and the northern United States can hardly be overestimated. It will literally mean life and happiness to millions of people.

"Not so important, in one sense, but yet of great significance economically, is the influence which peat may have upon the questions of light and power. There are peat bogs giving abundance of raw material where there are no water powers. In such localities it will be a simple matter, by the establishment of such plants as that which has been built in Ottawa under the direction of the Department of Mines, to effectively and cheaply produce the light and power required for neighboring committees, and so take an important place in the economic organization of society.

"Is it worth while to make the effort? Those of you who are engaged in the work as a matter of business will answer that question in a business way, but to all of you let me say that there is no effort in connection with the material affairs of life which is so well worth while making as that which, if

successful, will permanently add to the comfort and happiness of great numbers of the people of our race.

"It is an unfortunate fact that most of us, from the circumstances of our calling or occupations, are not able to do much which tends to better, in any great degree, the condition of others. The ideal life is that of those who, while following their own avocations, are at the same time laboring for the advancement of knowledge in some field, the cultivation of which tends to promote the elevation and the happiness of the human race. Such a life pursued with contentment, with enthusiasm, with a chivalrous and generous appreciation of the efforts of others, and with an earnest determination to bear as much of what Bacon so well calls 'fruit' is the highest form of existence in our modern society.

"As to the reasonable probability of success in ultimately effecting a complete solution of the problem of the utilization of peat-fuel, while I have no title to speak with any expert knowledge, I express myself with complete optimism. The difficulties to be overcome seem to me to be so slight in comparison with those which have been overcome in other fields, and the attendant benefits so large, that I look upon success as not only probable but certain within a very few years."

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#### CASE WILL BE CONTINUED.

In view of the importance of the boycott and other cases pending against the American Federation of Labor which have heretofore been prosecuted by the Buck's Stove & Range Co., of St. Louis, it has been decided that temporarily at least these cases will be continued on the part of the prosecution by the Anti-Boycott Association, which has headquarters at Bridgeport, Conn. Daniel Davenport is attorney for the Anti-Boycott Association, and will have the cases in charge. This action has been taken on account of the agreement recently perfected between the Buck's Stove & Range Co. and the Stove Founders' National Defence Association, by the terms of which the stove company agrees to withdraw its attorneys from all cases now pending in the courts which have grown out of its dispute with the American Federation of Labor. As a result of the action on the part of the Anti-Boycott Association, the withdrawal of the Buck's Stove & Range Co. will have no effect on the status of the cases in court.

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#### CANADA LOSING OILED CLOTHING MARKET.

The attention of Canadian manufacturers of oiled clothing is drawn to the possibilities of the Newfoundland market. A comparison of the imports during the last six years reveals a gradual decline on the part of Canada (with the exception of 1907-08), and an increase on the part of the United States. In 1903-04, oiled clothes of the value of \$17,830 were purchased from Canada, and \$5,702 from the United States; but last year the purchases from the former country were of the value of \$14,718, whilst those from the latter country had risen to \$11,633.—*Trade and Commerce Reports.*

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#### DOMINION DAY IN AUSTRALIA.

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, according to Australian papers to hand, celebrated Dominion Day in Melbourne by holding a reception which was attended by Prime Minister Fisher, and many other members of the Government and business men of that city. Mr. Ross makes an excellent representative, failing neither in his persistent efforts to interest the people of Australia in Canadian products, nor in his patriotic remembrance of his native land

# SELLING MANUFACTURED GOODS TO FARMERS

By Mr. J. G. Lorriman

Sales Manager, Metal Shingle & Siding Co., Preston.

"The Canadian farmer, with his respectable bank account, constitutes our most interesting and most promising sales problem." Mr. Lorriman discusses some features of the problem from a practical standpoint.

NO one will hesitate to say that, during the past decade, which has been characterized by bountiful harvests and high prices of foodstuffs, Canadian farmers have prospered more abundantly than any other class of our citizens. The large Canadian banks are competing strenuously for farmers' savings accounts; promoters, stock brokers, and bond salesmen are reaching out into the rural communities and meeting with increasing success in disposing of their shares and securities. It is no secret that during the "hard times" of 1908 farmers as a class were not seriously disturbed by the depression, and their notes were accepted as the highest class of commercial paper.

As a direct result of this prosperity, farmers are enlarging their horizon. New standards of living are being set up, and to-day the average farm house is the acme of comfort and convenience, being in most respects superior to the average city or town house. The rural telephone has grown from an occasional luxury to a universal necessity; the old oaken bucket has given way to the steel wind mill, and the housewife now turns a tap in the kitchen instead of a windlass in the back yard. As a later development, even the trusty horse is threatened with deposition by the rising popularity of the automobile on the one hand and the steam gang plow on the other.

Scientific methods of cultivation have lifted the farmer from a life of drudgery and made him a business man in the truest sense. This new order of things necessarily means a new variety of equipment, and it cannot be denied that at the present time the Canadian farmer, with his respectable bank account, impelled by a desire to own the most modern buildings and up-to-date farm machinery, and actuated by a new love of comfortable, not to say luxurious, living, constitutes our most interesting and most promising sales problem.

## Advertising is a Necessity.

It is hard to see how a manufacturer can build up a demand for his goods among farmers without advertising in their favorite journals and newspapers. The farmer is a most inveterate ad-reader, and the fact that he has a great deal of leisure time in the winter months makes him a particularly good prospect on whom to try the "reason why" style of copy.

Of course, different lines demand different treatment, and the methods which will sell hay loaders or manure spreaders might fail miserably if applied to flour or baking powder.

The advertising problem is in itself a complex one, and the manufacturer who wishes to convince the farmers cannot do better than to employ an advertising agency which has been successful in promoting agricultural campaigns. The farmer is recognized as an advertising proposition of a distinct type, and most of our larger agencies have copy writers who devote themselves exclusively to a study of how to influence the mind of the farmer.

## The Catalogue Problem.

While newspaper advertising of the proper sort, in the proper media, is bound to bring inquiries, there are very few

propositions which can be counted upon to induce actual orders without some further assistance. This introduces us to the catalogue problem, and a big one it is.

Upon receipt of an inquiry, the manufacturer must be able to stimulate the farmer's interest in his goods by giving him the facts he wants to know. The newspaper advertisement has done its part in arousing his curiosity to such an extent that he has written in to the office and asked for further particulars.

These further particulars are generally served up to him in the form of a booklet or catalogue, its size and scope depending upon the nature of the business. Too much care cannot be used in the preparation of this literature, as it is most important in influencing orders from farmers. Indeed, some large firms depend solely upon their catalogue for business. The modern farmer is so deluged with booklets of one kind and another that it will take a great deal of ingenuity and careful thought to plan something in the shape of a booklet or catalogue which will stand out among its fellows.

Do not forget that the farmer's wife is an inseparable partner in his purchases. You will have to convince both partners if you hope to make a sale, and for that reason the catalogue should be worded simply and have copious illustrations.

When the farmer has been persuaded that he wishes to buy, he naturally desires to know something about your business machinery. How will he send his order? What instructions must he give? How is he to make settlement for the goods? In what shape will they be shipped? These and similar questions will occur to him and the catalogue should inform him on all such points. In this respect the catalogues issued by prominent mail order houses may well be taken as models.

Many manufacturers issue catalogues which are mere dreary lists of sizes, capacities and prices, illustrated by a jumble of half-tone and wood-cut engravings, with an occasional paragraph of highly technical description thrown in. A man must be consumed with interest in the goods to wade through such catalogues. They are works of reference rather than printed salesmanship.

On the other hand, the successful catalogue writer is a salesman of a high type. He weighs every word and carefully sizes up the layout of every page, with one object in view—making sales. In compiling a catalogue for farmers, the writer must imagine himself delivering his story in person to an average farmer, and he must put the persuasive touch into what he writes, even as the travelling salesman does into what he says.

## Personal Contact in Selling.

The majority of manufacturers employ travelling salesmen to call upon prospective customers in an endeavor to close their orders.

The difficulties of this system are obvious. Great distances have to be covered, and, as the majority of prospective customers are remote from a railway, livery hire is one of the most frequent items on the expense sheet. Under the circumstances a salesman cannot cover so much ground as if he were simply

calling upon dealers, and the manufacturer of commodities for farmers finds his selling cost relatively higher than his friend who makes a staple line.

During the past decade, manufacturing costs have been put upon a perfectly scientific basis and reduced to a minimum. In the plant, economy is the watchword, but extravagances in selling are still overlooked. A development will undoubtedly occur in this line, however, and the next few years will probably see the vast problem of economical distribution satisfactorily solved.

### ARBITRATION AND LABOR PROBLEMS.

**C**OMPULSORY arbitration as a panacea for labor conflicts has again been advanced by many newspapers and publicists as a result of the G. T. R. strike and the loss and inconvenience which resulted therefrom. The object is altogether laudable. A system whereby employers would in all cases pay the correct wages and employees would give the adequate service would result in savings innumerable and would relieve the third person, whose control over the situation is a minus quantity, but who has to suffer all the troubles and monetary losses attendant upon a disruption of industrial peace, from his present helpless plight.

Unfortunately it has not been shown that compulsory arbitration is feasible. As a matter of fact it is wanted by neither the employer nor the employee. Conciliation as it is provided through the workings of the Canadian Act has been proven of great value in removing causes of friction and in developing a sympathetic insight on the part of both employers and employees into the viewpoint of the other side. An opportunity is given to both sides to show fairly just what conditions make a demand necessary or impossible to meet.

But that is as far as it can go. The manager of a company insists, and rightly, on the final decision whether or not he shall carry on business under prescribed conditions. That is not a subject for arbitration. He knows what it costs to produce certain goods; he knows what he can sell those goods for. The two main elements in the cost—and that is the part over which he has any control—are raw materials and labor. He does not arbitrate for his lumber, his iron or his leather. He bargains for it. So he insists on doing for his labor.

The case of the workman is not dissimilar. He is not prepared to let a third party decide on his wages or the conditions under which he shall work. He insists on bargaining, either individually or through his organization, with his employer. He is not looking for a wage that will be theoretically or scientifically right. He is looking for the most money that he can get under the existing circumstances.

Strictly speaking, difficulties between labor and capital are of two kinds, and they are subject to the two peaceful processes of conciliation and arbitration. Where a new working agreement is to be drawn up and a new scale of wages and new conditions of labor are to be instituted, the employer and the employee, the buyer and the seller, must fight it out, the one endeavoring to buy his labor at the lowest price, the other trying to sell it at the highest. Where buyer and seller cannot get together there is a possibility of outside conciliation being effective. It is, in fact, but a continuance of the bargaining which has preceded it, in the hope that the disinterested third party may so present the case to both principals as to secure their agreement to a compromise. In this there is no place for arbitration.

When however, an agreement has been reached and conditions have been accepted, troubles arising out of the agreement are not subject to compromise. They do not lend themselves to conciliation. The words mean one thing or

another. This can fairly be left to a board of arbitration to settle. Employers and workmen alike accept the principle of arbitration on questions of interpretation.

From the standpoint of the two parties most directly interested the theory is clear. In the settlement of the conditions on which a man shall work no one is more competent to pass than the man himself. He knows what he can get elsewhere; he knows what it costs him to live; he knows the advantages and disadvantages of the position. He cannot afford to allow any third man to say whether or not the conditions offered are worthy of acceptance. He himself must be the judge of that. So the employer is more conversant with his own business than any outsider can possibly be. It is for him and for no one else to say how much he shall pay his men and how he shall treat them. The labor market and the pressure of employees will govern this. For these reasons arbitration is favored by neither side.

From the public's standpoint compulsory arbitration is desirable, but impracticable. If the decision went against the men no law could compel them to work. The imprisonment of three or four hundred men would be impossible; besides it would defeat the intention of the arbitration. It would tie up the industry tighter than would a strike. So, too, no equitable law would compel a man to run a business if he did not want to. We must accept the conditions of government under which we live. Advanced Socialism, if it ever becomes dominant, may work a change; but for the present individual rights are strong in conception of liberty. We are ready to accord others the right to carry on a legitimate business or not, as they like. We demand a similar right for ourselves; nor will we tolerate Government interference in this elementary individual prerogative.

### A BOILER CATALOGUE.

A catalogue has been issued by the John Inglis Co., of Toronto, describing in detail the various features of the Erie City Water Tube Boilers, of which they are the manufacturers in Canada. The booklet will be of great interest and value to manufacturers. It is exceptionally well designed and printed, and its illustrations give point to the description contained in the text.

AS A UNITED STATES CARTOONIST SEES IT.



American Farmer—"They've been giving me figures on the increased cost of building materials, but come to figure it out, my new cellar will cost me less than it would have under the old Free-Trade prices."—Ex.



# WHY WESTERN CANADA GROWS

By Mr. J. Reginald Davison

Camrose, Alta., presents a remarkable example of large industrial opportunities offered by the new cities of the West. Three transcontinental railroads serve it.

**M**R. CHARLES M. HAYS, Manager of the Grand Trunk Railway, in his statement to the men who were asking for an increase in wages, made a significant remark. He pointed out that his company was not so fortunate as the C.P.R., in not having a Western division, but that with the completion of the G.T.P. Railway, the Grand Trunk would then have a chance to participate in the "High Freight Tariffs" charged in the West, and the "consequent greater earnings." These high freight tariffs mean much to the Eastern manufacturers, for while the burden of costly transportation falls mainly on the Westerner, it is to the advantage of the manufacturer to avoid, as much as he can,

reduce the laid-down cost of their goods, will be the firm that gets the profitable business.

## The Purchasing Power.

To these manufacturers, Camrose, Alberta, spells opportunity, for it is unique in the Province, in that it is the first place to get the three transcontinental railway systems. The competition of these railways insures the shipper here the lowest rates and an efficient service. The rate into Camrose from Winnipeg is cheaper than to any other city in Alberta, and in addition her position in the centre of what



Camrose—A City That is Growing.

these high tariffs, and to get his product to the consumer as cheaply as possible. The old times of "Send anything, only get it here" are over, and the consumer in the West is becoming as discriminating a buyer as his Eastern brother. In these days of figuring cost of production and of marketing in decimals, when other things are equal, the producer who is nearest his customer has a decided advantage over his distant competitor. Not only does he effect a saving in freight, but his location at the door of the market enables him to supply the demand more promptly, and by his first-hand knowledge of conditions he is in a position to intelligently gauge that demand, and to meet the requirements of his market.

Many commodities, by reason of a lack of raw material, cannot as yet be manufactured profitably in Western Canada. In these lines the manufacturer of the East will, for years, have to furnish the supply for this great and ever greater market. The concern of the manufacturer of this class will be to get his product to the consumer cheaper than the products of others, and the firm, who, by the establishment of warehouses in the West, and the shipment in quantity, can

is now, and what promises to continue to be, the most thickly settled rural district in Alberta, makes her the best distributing point in the Province. On each side of Camrose lie extensive areas of fertile land, unbroken by barren wastes, large bodies of water, or mountainous territory. This country is not divided into large farms, but is the home of mixed farming, which means that each one hundred and sixty acres of land, through the cow, the hog, and the chicken, can furnish to a family or two a good living, and something more. Because of this, the purchasing power of this part of the Province is great, and as more intensive methods of cultivation, closer settlement, and greater specialization in farm industries, such as dairying, etc., are adopted, it must continue to furnish the bulk of the demand for all kinds of manufactured goods. And by railways radiating in seven directions Camrose can reach easily, and well, every purchasing point in the district.

But Camrose holds out her hands also to another class of manufacturers, and in her hands are power, cheap sites, raw materials, and a ready market. Power is obtainable at a low cost. Coal, a lignite and of excellent steaming quality, is

mined within the town limits, and is sold at the mine mouth in small quantities at \$2.00 per ton. The Camrose Tannery Company obtains the coal used by them for steaming at \$1.25 per ton, at the mine, so that their power costs them very little.



A Camrose Industry.

In addition the town is now installing an electric light and power plant, and will be glad to furnish power to manufacturers at a low rate.

And Camrose is a good place in live. The workman can enjoy the comforts of life with plenty of elbow room, educational facilities for his children, etc., and pay for them in

#### Raw Materials Available.

As has been pointed out, the West consumes in great quantities each year every variety of manufactured leather, and yet tens and even hundreds of thousands of hides are shipped East every single year to be turned into leather. These hides come back to us as the finished article, and the consumer in Alberta bears the needless cost of transportation both 2,000 miles to the East and 2,000 miles back again. These hides can be turned into leather profitably here, and again can be made up into the finished product. Nor is the supply an uncertain one, for every year sees more and more cattle raised, so that with the growth of the demand will go a commensurate increase in supply.

To the manufacturer of leather goods Camrose can offer plenty of raw material. The maker of harness can secure from the Camrose Tannery Company a leather of the first quality made from the hides of Western steers, and he is right on the spot to supply the growing demand. Again, the shoe manufacturer can secure his leather here at first cost, and is in a splendid position to supply his share of the \$5,000,000 worth of shoes used in the West last year. Climatic conditions make an almost unlimited demand for sheep-skin clothing, and every man, woman and child in the West must be supplied with mittens and gloves for many months in the year. The man who can make these will find here his leather, his power, his market, and his fortune.

Again, around Camrose potatoes can be raised for 10c. per bushel, for in addition to the great fertility of the soil there is the advantage that there are no bugs upon which the



Camrose Enjoys the Distinction of Being the First City to Have Three Transcontinental Railway Systems.

low rentals and low prices for living. These moderate expenses reduce the overhead cost of doing business for the manufacturer, and make for efficient labor. Cheap sites, too, are available, and plants representing investments of from \$25,000 to \$30,000 are erected in Camrose on property costing less than \$500.00.

cultivator must wage costly war. And yet we are to-day importing starch, not only from Ontario, but even from Great Britain.

Another point: This Province, and the central portion of it in particular, of which Camrose is the heart, has every requirement of a dairy country. The climate is moderate,

grasses rich in nutrients grow in profusion, hay is cheaply grown, and roots yield an enormous return per acre, and yet to-day we are importing thousands upon thousands of cans of condensed milk and cream. The manufacturer of this product has an insistent market here and in the Province to the west of us, and has the raw material at hand. Moreover, he can much more easily get his milk in better condition than in the Eastern Provinces, for the cool nights make possible the keeping of the dairy sweet and clean, with the least expenditure of money and effort by the farmer. Camrose is calling to these men. There was shipped last year from this immediate district over 400,000 lbs. of butter, and with the railways spreading over the surrounding district, a condenser could bring in easily the milk produced anywhere within a radius of, at least, 50 or 60 miles.

Once more. Oats are the staple crop here. They are as good as any in the world, they yield heavily, and can be produced very cheaply. And yet, every morning we are eating of cereals on which we have paid freight from Camrose to Winnipeg, and from Winnipeg to Camrose.

And Camrose as the centre of the district holding these good things in fee, calls to the manufacturers of the East to share in her prosperity.

#### POSSIBILITIES FOR CANADIAN FLOUR.

The import of flour into Hong Kong from the United States for March, 1910, was 34,285 barrels, and for the nine months ending March 31, 1910, 629,435 barrels. Southern China, for which Hong Kong is the distributing point, consumes a large amount of foreign flour. There are greater possibilities for Canadian flour exporters there than at Shanghai, or in northern or middle China.

The reason for this is obvious, because the Chinese flour mills are all situated either in Shanghai or north of this port. In addition to this the wheat growing districts in China are situated, to a large extent, north of the Yangtse. In the southern provinces, having Canton as a centre, very little wheat if any is grown, and flour must be either imported from Shanghai, Hankow, etc., or from foreign countries. The same



The Basis of Camrose's Prosperity.

At and near Camrose there occur clays, that by the application of the proper methods will make good bricks, and yet with the total possible output of the Camrose Brick Company all sold early in the season to one firm, the surrounding towns are compelled to bring their brick long distances, and as we all must do out here, contribute to the freight receipts that make Mr. Chas. M. Hays envious.

We have here lignite coal, in unlimited quantity, and easily mined. From a similar coal in Kansas, briquettes are made which have many times the fuel efficiency of the coal. Will not some man with capital and enterprise investigate the possibilities here?

But any consideration of this Province is not a fair one unless its future is taken into account. Here lie unbounded natural resources—a soil as rich as any in the world, and which will produce every year wealth that will put to shame the value of the output of the world's gold mines. Coal, oil, timber, and all waiting but to be exploited by the daring.

facts obtain in French Indo-China and Siam, which are also supplied from Hong Kong.—*Trade and Commerce Reports.*

#### AUSTRALIAN IMPORTATIONS OF MOTOR CARS.

With the marked expansion in the number of motor cars imported into Australia has arisen the vigilance of the customs authorities in regard to their valuation and equipment. Recent arrivals of these cars from all oversea countries have been subjected to the closest scrutiny by the landing officers at Australian ports. Investigations are now being made as to the fair market value in the country from which export is made, and the books of some importers are being examined in order to substantiate the invoice values upon which duty has been paid. Some Canadian manufacturers are rapidly increasing their trade in this line, and others are making inquiries with a view of establishing a connection in Australia and New Zealand.—*Trade and Commerce Reports.*

## NEW RAILROAD LAW

### The New Law Governing Freight Traffic in the United States Makes Some Interesting Changes.

THE following are the main points of the new Railroad Law which went into effect in the United States on August 1st:

Section 1 establishes the Commerce Court, with jurisdiction over:

First.—Enforcement of Interstate Commerce Commission orders, except for penalties, criminal punishment, or collecting money.

Second.—Annulling or suspending Commission's orders.

Third.—Commission's suits to correct illegal practices.

Fourth.—Suits to compel compliance with Commission's orders under Sections 20 and 23.

Five additional circuit judges are to be appointed by the President.

Section 2.—Judgments may be appealed to the Supreme Court, and shall have precedence over all except criminal cases.

Sections 3, 4.—Suits against Commission's orders shall be vs. United States, and the court decides whether or not the order is stayed.

Section 5.—Attorney-General has control of suits and may employ special counsel. The Commission or anyone interested may intervene.

Section 6.—Carriers must designate an agent in Washington to accept service of notices.

Section 7.—Extends Interstate Commerce Law over telegraph, telephone and cable companies, and enlarges list of railway employees who may receive passes; strengthens various details of law.

Section 8.—Changes the Long and Short Haul Clause so as to leave the question of similarity of conditions to be decided by the Commission. Six months' delay allowed. Rates reduced to meet water rates cannot be increased without Commission's authority.

Section 9.—Authorizes the Commission to reject tariffs with defective notices. Penalizes the carrier \$500 or \$25 a day for non-compliance with orders. On written request carrier must give written statement of freight rates to any place on its tariffs; penalty for delay or mistake \$250. Agent's name must be posted at each freight station.

Section 10 revises penalties for false billing, etc., and penalizes frauds in presenting claims for damage to freight.

Section 11 empowers Commission to act on its own motion in all matters except ordering payment of money; amplifies and strengthens Section 13 of old law.

Section 12 authorizes the Commission to suspend new tariffs 120 days from date they would go into effect, and six months beyond (10 months in all) if necessary for inquiry. Carrier must prove reasonableness of any proposed increase. Commission shall not compel through rates with street electric passenger railways; nor compel a road to put a part of its line between two points into a through route. Wrongful divulging of information about a shipment is penalized.

Section 13 allows suits to compel a carrier to pay money to be entered into state courts.

Section 14 allows Commission to require annual reports December 31st instead of June 30th if it sees fit.

Section 16 authorizes the President to appoint a Commission to investigate propriety of federal regulation of stock and bond issues.

Section 17 regulates issue of interlocutory injunctions to restrain enforcement of state laws.

Section 18.—Law takes effect August 18th, except Sections 12 and 16, which take effect at once.

It will be observed that the jurisdiction of the Interstate Commerce Commission is extended over telegraph, telephone and cable companies. This gives the Interstate Commerce Commission, so far as interstate traffic is concerned, the same power as our Board has.

The changes in the Long and Short Haul Clause, as covered by Section 8, are very important. The Commission alone must decide as to whether the conditions are such as to justify a departure from the conditions imposed in this clause. It is impossible to say what the effect of this will be.

Section 9 contains a clause as follows: "On written request carrier must give written statement of freight rates to any place on its tariffs; penalty for delay or mistake \$250. At the present time the law both in the United States and Canada imposes the same conditions on the shipper as upon the carrier after a tariff has been duly filed. Quotations which vary from the published tariffs are not binding, even although they are made by the authorized agents of the carrier.

Section 10 is to all intents and purposes the same as Sections 399 and 400 of the Canadian Railway Act.

Probably one of the most important features of the new bill is Section 12, which authorizes the Commission to suspend new tariffs 120 days from date they would go into effect, etc. This gives the Commission power to suspend an increase in rates, and in the event of the Commission taking such action the carrier must prove reasonableness of any proposed increase.

Sections 8 and 12 give the Interstate Commerce Commission considerably more power over rates than our Board has, particularly Section 12. Our Board has taken the position that it cannot suspend an increase in rates provided such is below the standard maximum tariff. Of course, once a tariff has come into effect it has power to disallow it.

There is considerable opposition to these sections of the new law on the part of the carriers. It, however, remains to be seen how they will work out. It is questionable whether it would be in the best interests of the shipping public to establish such hard and fast conditions in this country.

"COMING BACK FROM CANADA."



American Immigration Officer—"Ha! Ha! Back home again. Canada no good, eh?"  
Farmer—"Oh! I've come back home for my old folks, brothers, sisters and all old friends that know a good thing."  
—Winnipeg Free Press.

# PROTEST AGAINST PROHIBITIVE LAW

Eastern Manufacturers Enter Strong Protests Against the Clauses in B.C. Act Making it Almost Impossible for Extra-Provincial Companies to do Business in that Province.

PROTESTS against the new Companies Law of British Columbia grow with the days. Orders already secured have been cancelled by eastern manufacturers, who prefer to lose the business rather than to be held up by narrow obstructionism. Contemplated developments of business have been held in abeyance. Meanwhile an evident feeling of antagonism is making itself felt wherever the provisions of the restrictive measure are discussed. British Columbia, by voluntarily cutting itself off from the business partnership in which the Provinces have been heretofore united, has failed to accept the responsibilities which go with the privileges of Canadian citizenship. A law which excludes from any section the people of any other section of Canada from the pursuit of their legitimate calling is opposed to the spirit of confederation. Where the law is as extreme and prohibitory as the extra-provincial companies regulations of British Columbia are the very foundations of our federal system are attacked.

British Columbia seems to be of the opinion that the seller of an article alone gets a profit out of the transaction. Nothing could be farther from the truth. In a legitimate trade both sides are gainers. The people of British Columbia are not sufficient unto themselves. They have to buy the manufactured products of Eastern Canada just as much as Eastern Canada has to buy their fish or timber. If obstructions are placed in the way, if the free intercourse of business men is denied, if Confederation is a name, not a reality, then the sacrifices of Canada in the building of railways through the Rockies and in developing a homogeneous nation have been in vain.

It is still believed by many business men that the Government of British Columbia were not fully advised of the great stringency of the measure which is now in force. It can scarcely be believed that they recognized that they were making it an offence punishable by fine and imprisonment for a Canadian to enter a store in British Columbia and sell the proprietor a bill of goods. Such provincialism is not in keeping with our previous estimates of western enterprise.

A few of the many letters which have reached this office, in protest against the measure, are reproduced herewith:

*The Editor, INDUSTRIAL CANADA:*

Dear Sir:—Regarding the new Companies Law that has been adopted by the Province of British Columbia. We consider that it is very unfair, both to eastern manufacturers and also to manufacturers in British Columbia, as in our case we control patented machinery, and also labor-saving machines of special design, of which we have shipped a large quantity to this Province. As we could not have these machines made in their Province, only at an enormous cost, we would only have to refuse orders, which would mean a loss of business both for ourselves and the manufacturer wishing to use them.

Trusting you will be successful in showing them the unfairness of their Act, we remain,

Yours truly,

W. H. BANFIELD & SONS,

By H. S. Banfield.

*The Editor, INDUSTRIAL CANADA:*

Dear Sir:—In answer to yours of 21st inst., subject, "New Law British Columbia," would say that in our opinion the

Canadian Manufacturers' Association should urge upon the Dominion Government the necessity of exercising her powers in this case and do something promptly to persuade the Province of British Columbia to revise this law.

Yours very truly,

DODGE MANUFACTURING CO., LTD.

C. F. Wheaton, Mgr.

*The Editor, INDUSTRIAL CANADA:*

Dear Sir:—Much has been written and said during the past few years in Canada with regard to a closer co-operation between the various Provinces of the Dominion and the development of our resources, and the creation of a strong national sentiment. Much has been done also in this direction. Transcontinental railway systems are projected and being built from ocean to ocean; business men in the east are keeping closely in touch with the growing west; and, most important of all, there has grown up in all the Provinces a national pride in things Canadian, which has contributed largely to the success of the internal trade of the Dominion.

Just at this moment, the new Companies Act in British Columbia is most inopportune. Its purpose is no doubt to produce revenue for the Province, but in effect it is simply a legalized effort to keep Canadian firms out of British Columbia, and if it is allowed to stand will surely prove a restriction on trade.

The Provinces of the Dominion are too scattered and the population too small to permit of any barriers being raised between them, and if all extra-provincial legislation could be abrogated or disallowed, the whole Dominion would benefit.

For the good of Canadian trade and for the sake of the progress of British Columbia, we earnestly hope that this extreme measure may be recalled as speedily as possible, and that all the Provinces will soon realize that this class of legislation should, in the interests of all, be abandoned.

Yours very truly,

THE CANADIAN RUBBER COMPANY OF MONTREAL, LIMITED.

L. D. Shaw, Secretary and Treasurer.

*The Editor, INDUSTRIAL CANADA:*

Dear Sir:—We have been reading INDUSTRIAL CANADA, and also your letters of explanation regarding Companies Law of British Columbia. We were advised of this by our representative in British Columbia, but could not believe that this Government would pass such a law. It seems to us that trade should be encouraged between the different Provinces of our country, rather than handicaps of this kind being placed upon it.

We will continue to hope that this law will be changed or removed from the statute books in the very near future. We cannot see but that it strongly encourages a form of dishonesty which we all ought to be anxious to discourage. We trust your magazine will do all in its power to have this matter corrected.

Yours truly,

THE STEEL TROUGH & MACHINE CO., LIMITED.

W. Gordon, Secy.-Mgr.

*The Editor, INDUSTRIAL CANADA:*

Dear Sir:—We wish to protest against the new Companies Law of British Columbia, which we consider an outrage to a growing country and a step back for one hundred years.

Just as the Canadian market is becoming large enough to support Canadian manufacturers, the Province endeavors to stifle their growth.

Our company does a very small business in British Columbia, due to competition from Great Britain. Water freights make present prices lower in British Columbia than anywhere else in Canada. Through our agents' commissions we have contributed; now we must abandon the business. The fee would equal our present profit in British Columbia. We looked for larger business later on; now we drop out. English houses selling large lines of steel might afford the fee; we could not, as our line is limited.

Yours very truly,

THE CANADIAN DRAWN STEEL CO., LIMITED.

H. J. Waddie, President and Manager.

*The Editor, INDUSTRIAL CANADA:*

Dear Sir:—Answering your favor of July 21st, we have been expecting to do considerable business in the Province of British Columbia, and feel that the recent Provincial Act relating to companies outside the Province will greatly hamper our business in the Province. The new Companies Act of British Columbia is unquestionably altogether too radical in its operations, and ought to be revised.

Yours truly,

THE CANADIAN BRIDGE CO., LIMITED.

Per F. C. McMath, President.

*The Editor, INDUSTRIAL CANADA:*

Dear Sir:—Your letter referring to the new Companies Law of British Columbia has been received. There were many such laws in the dark ages, but I cannot understand any country enacting such a law in the twentieth century. I suppose that if British Columbia can get along without the rest of the world, the rest of the world can get along without British Columbia. At the same time, as a Canadian, I feel very much chagrined and disgraced by the passage of such a law in any Canadian Province. Of course, the hurtfulness of the regulations will be felt very much more by the people in British Columbia than by anyone else. It will tend to confine competition in their business to the few concerns who will consider it worth while to take out a license; and, of course, they will charge the British Columbians not only the cost of the license, but they will multiply that cost to an indefinite extent. The history of all such laws has been that they have damaged the community in which they were in force, and it has not generally taken very long for a community to realize that and to repeal the law. I have no doubt that British Columbia will follow this course in a short time. In the meantime, if our friends and customers in British Columbia order goods from us, we do not think that we should be afraid to fill their orders; but, of course, we will not take out any license.

Yours truly,

McKinnon Dash Company and McKinnon Chain Company.

L. E. McKINNON, President.

*The Editor, INDUSTRIAL CANADA:*

Dear Sir:—We are in receipt of your favor of the 21st inst. re the new Companies Law of British Columbia, and beg to say, to use ordinary language, that it is a downright shame that we have to submit to a law of this kind. We certainly enter our strenuous protest as manufacturers in one of the other Provinces of the Dominion against such a law, and we sincerely trust that it will be a matter of only a short time before our British Columbia friends will see that this matter is made right. We have been accustomed to look upon our

friends in the West as being very much broader and more liberal in their ways of doing business than we are, but certainly this does not bear out our former ideas concerning them.

Yours respectfully,

THE JOHN MORROW SCREW, LIMITED.

J. A. COULTER, President and Manager.

*The Editor, INDUSTRIAL CANADA:*

Dear Sir:—Referring to the new Companies Law of British Columbia,—Must say we are surprised that this otherwise "go ahead" Province should stoop to such picayune, reactionary legislation, which is bound to result in detriment to itself. Come out of it, British Columbia. Let your motto be, "Canada for the Canadians," not, "British Columbia for the British Columbians." Do not let your reputation for broadmindedness be sullied by keeping on your statute books such *small* legislation.

We eat and enjoy your excellent quality of fish, but please give us a chance to supply *some* of the belting for your canneries.

Yours truly,

DOMINION BELTING CO., LIMITED.

J. H. Walker, General Manager.

*The Editor, INDUSTRIAL CANADA:*

Dear Sir:—The British Columbia Companies Act is detrimental to the trade of the Dominion.

Not only the other Provinces will suffer by it, but also British Columbia, as the manufacturers will refuse to extend credit to the trade in that Province.

I believe that the action of this law should be suspended until a test case is made before the Supreme Court.

I remain, yours truly,

THE ROLLAND PAPER COMPANY.

J. B. ROLLAND.

*The Editor, INDUSTRIAL CANADA:*

Re New Companies Law of British Columbia.

Dear Sir:—While this new law does not make it impossible for outsiders to do business in British Columbia, it very materially hampers trade, and to this extent is highly objectionable. One feature of the law that is not creditable to British Columbia is the clause that shuts a creditor out of the courts for any business that may be done previous to taking out a license. Taking out a license does not establish his right to the court's protection for business done previous to taking out a license, as the Ontario Act does. Any Provincial Act that is in restraint of trade is objectionable. The great strength of the Dominion will be its unity, and a Provincial Act that interferes with free interchange between the Provinces should not be permitted by the Dominion Government. If the Dominion Government has not now the power to interfere in a matter of this kind it should secure this power.

Yours very truly,

THE WATEROUS ENGINE WORKS CO.,

C. H. Waterous.

*The Editor, INDUSTRIAL CANADA:*

Dear Sir:—I feel that the new law is one which should be disallowed by the Dominion Government, the principal objection to it being the fact that business cannot be carried on through travellers nor by correspondence, and this, as you know, is allowed in all the other Provinces of the Dominion. There are surely other ways of raising revenue without so seriously interfering with business interests.

Yours truly,

THE METALLIC ROOFING COMPANY OF CANADA, LTD.

J. O. Thorn.

# CHANGES IN FREIGHT RATES DURING JULY

List of Freight Schedules Filed with the Board of Railway Commissioners During month of July, 1910.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Grand Trunk Railway.</b>				<b>Canadian Pacific Railway.</b>			
2049 Cancels 869	C.O. 68 C.A. 21	July 10, '10	Petroleum and products, c.l., Petrolia, Sarnia, Toronto, Dutton, Oil Springs, Bothwell and Wallaceburg, Ont., to points in Canada.	Sup. 1 E. 1576	Sup. 1 E. 1162	July 26, '10	Class and commodity, arbitraries between Maritime Province ports and ports of call, also to D. A. Ry.
Sup. 3 E. 1880	Sup. 3 C.P. 53	Aug. 22, '10	Paper, c.l., Ottawa and Windsor mills to points in U. S.	E. 1844	E. 1434	July 25, '10	Structural iron (galvanized), c.l., from Walkerville to Vancouver and Victoria, B.C., 90c. per 100 lbs.
Sup. 10 E. 1691	Sup. 10 C.N. 39	Aug. 9, '10	Commodities, Buffalo, Black Rock and Suspension Bridge, and stations in Canada.	E. 1836	E. 1426	July 14, '10	Class and commodity, between C. P. stations and ports of call on Temiskaming Nav. Co.
Sup. 10 E. 1686	Sup. 10 S. 71	July 14, '10	Local switching charges at G. T. stations.	Sup. 8 E. 1537	Sup. 8 E. 1122	July 12, '10	Absorption of switching charges at junction points.
E. 2049 Cancels E. 860	C.O. 68 Cancels C.A. 21	July 10, '10	Petroleum and products, Petrolia, Wallaceburg, Toronto, etc., to points in Canada.	E. 1791 Cancels E. 1439 & 1461	E. 1381 Cancels E. 1023, 1046	July 25, '10	Class and commodity, between points in eastern Canada and stations on C. N. and G. T. P. Rys.
W. 249 Cancels W. 150	W. 321 Cancels G.F.D. 1388	Aug. 1, '10	Live stock, packing house products, etc., stations Detroit and west to points in Canada.	E. 1823	E. 1413	July 15, '10	Paper commodities, Frankfort, Newburg, Windsor Mills, etc., to points in Maritime Provinces.
W. 247 Cancels W. 218	W. 403 Cancels G.F.D. 1635	Aug. 1, '10	Commodities, G. T. western lines to points in Canada.	E. 1827	E. 1418	July 11, '10	Petroleum and products, Toronto, Wallaceburg, Sarnia, etc., to points in Canada.
Sup. 2 W. 222	Sup. 2 303	Aug. 1, '10	Pig iron, billets, etc., G. T. western lines to points in Canada.	Sup. 5 E. 937	Sup. 5 E. 528	Aug. 7, '10	Iron and steel articles, St. John and W. St. John to Quebec central points.
<b>Canadian Pacific Railway.</b>				Sup. 2 E. 1679	Sup. 2 E. 1266	July 31, '10	Class rates between C. P. and O. and N. Y. points.
Sup. 17 251	Sup. 17 E. 93	June 28, '10	Pig iron, c.l., Montreal and Jacques Cartier Jct. to No Bay, \$2.50 per gross ton.	E. 1847 Cancels E. 1771	E. 1437 Cancels E. 1361	July 30, '10	Equalization allowance.
Sup. 9 E. 1537	Sup. 9 E. 1122	July 25, '10	Absorption of switching charges.	E. 1762 Cancels E. 9788 E. 1062	E. 1350 Cancels E. 567, E. 649	Aug. 13, '10	Class and commodity, all rail, between Eastern Canada and points in the North-West.
Sup. 6 E. 1539	Sup. 6 E. 1124	July 25, '10	Interswitching at C. P. points east of Port Arthur.	E. 1841 Cancels E. 251	E. 1431 Cancels E. 93	Aug. 3, '10	Pig iron, c.l., between points in Canada.
Sup. 2 E. 1655	Sup. 2 E. 1242	Aug. 25, '10	Commodities between Buffalo, Black Rock and Suspension Bridge and points in Canada.	<b>Canadian Northern Quebec Railway.</b>			
Sup. 6 E. 1538	Sup. 6 E. 1123	July 25, '10	Local switching charges.	363 Cancels 100-114 223-236 306-307 354-355	226 Cancels 72-83 151-152 216-218 43 & 54	Aug. 1, '10	Commodities, C. N. Q. stations to points in U. S.
Sup. 2 E. 1671	Sup. 2 E. 1349	July 25, '10	Class and commodity, continental ports to Canadian North-west.	<b>Canadian Pacific Despatch.</b>			
Sup. 3 E. 1671	Sup. 3 E. 1349	July 26, '10	Class and commodity, continental ports to Canadian North-west.	G.M. 79 Cancels G.M. 12	56	Nov. 1, '10	Classes, New England points to points in Canada.
E. 1843 Cancels E. 1794 E. 1831	E. 1433 Cancels E. 1384 E. 1416	Aug. 21, '10	Wood-pulp, c.l., Sault Ste. Marie, Ont., to U. S. ports.				
Sup. 11 E. 1005	Sup. 11 E. 593	July 24, '10	Commodities, all rail, Eastern Canada to points on C. N. and G. T. P. Rys.				
			Classes between C. P. and Wabash stations.				

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Western Trunk Lines.</b>				<b>Michigan Central R.R.</b>			
A. 68 Cancels A. 52	14 B. Cancels 14 A.	Aug. 15, '10	Copper, lead, zinc, etc., St. Paul and Minneapolis to points in Canada.	1620 Cancels 1570	8438 Cancels 8310	Nov. 1, '10	Classes, M. C. stations to points in U. S. on C. & E. I., E. & I., and E. & T. H. Rds.
A. 69 Cancels A. 51	15 B. Cancels 15 A.	Aug. 15, '10	Copper, lead, zinc, etc., Kansas City, Omaha, etc., to points in Canada.	1621 Cancels 1584 1649 Cancels 508 & 713	8439 Cancels 8346 8468 Cancels 5731 & 6240	Nov. 1, '10 Nov. 1, '10 Nov. 1, '10	Classes, M. C. stations to points in U. S. on Ohio Electric Ry. Classes, M. C. stations to points in U. S. on A. & M., D. & M., and E. & M. Rys. Classes, M. C. stations to Cairo, Ill., and Louisville, Ky.
<b>Wabash Railroad.</b>				1683	8529	Nov. 1, '10	Classes, M. C. stations to Cairo, Ill., and Louisville, Ky.
477 Cancels 459	B. 10698 Cancels A. 10698	Aug. 1, '10	Commodities, Detroit to points in Canada.	Sup. 3 1328	Sup. 3 7725	July 27, '10	Classes between M. C. stations and points on C. W. & L. E. Ry.
480 Cancels 38	11213 Cancels 947	Aug. 4, '10	Live stock, dressed meats and packing house products, Chicago, St. Louis, etc., to points in Canada.	1664 Cancels 226 422 635 1564	8488	Nov. 1, '10	Classes, M. C. stations to points on Dunkirk, Allegheny Valley & Pittsburg R.R., Lake Shore & Michigan Southern Ry., and Lake Erie, Alliance & Wheeling R.R.
476 Cancels 42 & 385	C. 5868 Cancels 5400, A. 5868	Aug. 4, '10	Class and commodities, Chicago, St. Louis, etc., to points in Canada.	1665 Cancels 20 1654 Cancels 1583	8489 Cancels 2802 8476 Cancels 8344	Nov. 1, '10 Nov. 1, '10	Classes, M. C. stations in Canada to M. C. stations in U. S. Classes, M. C. stations to points on Cincinnati, Bluffton & Chicago R.R.
<b>Michigan Central Railroad.</b>				1656 Cancels 712 & 996	8478 Cancels 6239, 6998	Nov. 1, '10	Classes, M. C. stations to points on Boyne City, Gaylord & Alpena R.R., Detroit & Charlevoix R.R., and East Jordan & Southern R.R.
1655 Cancels 528	8477 Cancels 5770	Nov. 1, '10	Class, M. C. stations to points in U. S. on M. & G. R. R.R.	1657 Cancels 951 & 1019	8480 Cancels 6834, 7065	Nov. 1, '10	Classes, M. C. stations to points on Chicago, Kalamazoo & Saginaw Ry. and Kalamazoo, Lake Shore & Chicago Ry.
1673 Cancels 209	8441 Cancels 5109	Nov. 1, '10	Classes, M. C. stations to points in U. S. on T., St. Louis & W. R.R.	1656 Cancels 1467	8481 Cancels 8009	Nov. 1, '10	Classes, M. C. stations to Chicago, Ill.
1637 Cancels 1177	8455 Cancels 7412	Nov. 1, '10	Classes, M. C. stations to points in U. S. on A. & W. R.R.	1654 Cancels 132	8482 Cancels 4625	Nov. 1, '10	Classes, M. C. stations to points on Grand Rapids & Indiana Ry.
1625 Cancels 1561	8443 Cancels 8290	Nov. 1, '10	Classes, M. C. stations to points in U. S. on B. & O. R. R.	1660 Cancels 390	8483 Cancels 5503	Nov. 1, '10	Classes, M. C. stations to points on Ann Arbor R.R.
1641 Cancels 181	8459 Cancels 4985	Nov. 1, '10	Classes, M. C. stations to points in U. S. on D. R. I. Ry.	1661 Cancels 530	8484 Cancels 5773	Nov. 1, '10	Classes, M. C. stations to points on Manistee & Northeastern R.R.
1636 Cancels 774	8454 Cancels 6443	Nov. 1, '10	Classes, M. C. stations to points in U. S. on C. I. & S. Ry.	1662 Cancels 94	8486 Cancels 4319	Nov. 1, '10	Classes, M. C. stations to points on Pere Marquette R.R.
1633 Cancels 1502	8451 Cancels 8116	Nov. 1, '10	Classes, M. C. stations to points in U. S. on C. I. & L. R.R.	1663 Cancels 793-1522	8447 Cancels 6491, 8179	Nov. 1, '10	Classes, M. C. stations to points on Cleveland, Cincinnati, Chicago & St. Louis R.R., Cincinnati & Northern R.R., and Dayton & Union R.R.
1652 Cancels 238	8474 Cancels 5204	Nov. 1, '10	Classes, M. C. stations to points in U. S. on P. & L. E. R.R.	1630 Cancels 1567	8448 Cancels 8306	Nov. 1, '10	Classes, M. C. stations to points on Norfolk & Western Ry.
1644 Cancels 637	8462 Cancels 6101	Nov. 1, '10	Classes, M. C. stations to points in U. S. on N. Y. C. & St. L. R.R.	1631 Cancels 1576	8449 Cancels 8322	Nov. 1, '10	Classes, M. C. stations to points on Chesapeake & Ohio Ry.
1612	8430	Nov. 1, '10	Classes, M. C. stations to points in U. S. on L. H. & S. L. Ry.	1634 Cancels 610	8452 Cancels 6035	Nov. 1, '10	Classes, M. C. stations to points on Southern Ry. and Louisville, New Albany & Corydon R.R.
1613 Cancels 1586	8431 Cancels 8350	Nov. 1, '10	Classes, M. C. stations to points in U. S. on M. C. & C. R.R.				
1639 Cancels 171	8457 Cancels 4887	Nov. 1, '10	Classes, M. C. stations to points on P. L. & W. Ry.				
1618 Cancels 858	8436 Cancels 6636	Nov. 1, '10	Classes, M. C. stations to points in U. S. on Wabash Pittsburg Term. Ry. & West Side Belt Ry.				
1624 Cancels 1258	8442 Cancels 7577	Nov. 1, '10	Classes, M. C. stations to points in U. S. on C. H. & D. Ry.				
1611 Cancels 230	8429 Cancels 5175	Nov. 1, '10	Classes, M. C. stations to points on Vandalia R.R.				
1645 Cancels 1495	8463 Cancels 8093	Nov. 1, '10	Classes, M. C. stations to points in U. S. off T. P. & W. Ry.				
1635 Cancels 1512	8453 Cancels 8157	Nov. 1, '10	Classes, M. C. stations to points in U. S. on St. Joseph Valley Ry.				



C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Michigan Central R.R.</b>				<b>Central Indiana Railway.</b>			
1632 Cancels 1560	8450 Cancels 8289	Nov. 1, '10	Classes, M. C. stations to points on Pennsylvania Company.	7 Cancels 1	317 Cancels 85	Nov. 1, '10	Classes, C. I. stations to points in Canada.
1638 Cancels 809	8456 Cancels 6516	Nov. 1, '10	Classes, M. C. stations to points on Erie R.R. and Chicago & Erie R.R.	<b>Detroit, Toledo and Trenton Railway.</b>			
1640 Cancels 595	8458 Cancels 5994	Nov. 1, '10	Classes, M. C. stations to points on Lake Erie & Western R.R., Fort Wayne, Cincinnati & Louisville R.R., and Northern Ohio R.R.	D. 43	D. 351	Nov. 1, '10	Billets, pig iron, etc., Detroit to stations in Ontario.
1642 Cancels 643	8460 Cancels 6113	Nov. 1, '10	Classes, M. C. stations to points on Baltimore & Ohio South-western R.R.	<b>Cincinnati, Hamilton and Dayton Railway.</b>			
1643 Cancels 1408	8461 Cancels 7900	Nov. 1, '10	Classes, M. C. stations to points in Canada.	241 Cancels 232 & 233		Nov. 1, '10	Class and commodity, C., H. & D. stations to points in Canada.
1646 Cancels 1491	8464 Cancels 8083	Nov. 1, '10	Classes, M. C. stations to points on Wabash R.R.	<b>Erie Railroad.</b>			
1650 Cancels 1569	8470 Cancels 8308	Nov. 1, '10	Classes, M. C. stations to points on Bessemer & Lake Erie R.R. and Western Allegheny R.R.	93 Cancels 14		Nov. 1, '10	Class and commodity, Chicago points in Canada.
1653 Cancels 950	8475 Cancels 6833	Nov. 1, '10	Classes, M. C. stations to points on Pittsburg, Chicago & St. Louis Ry.	<b>Pere Marquette Railroad.</b>			
1670 Cancels 1534 & 1408	8498 Cancels 7900, 8220	Nov. 1, '10	Commodities, M. C. stations to points in Canada.	Sup. 2 769	Sup. 2 2009	July 27, '10	Classes between stations on the P. M. and M. C. Rys. in Canada.
1615 Cancels 113-120 1540	8433 Cancels 4555 4560 8242	Nov. 1, '10	Classes, M. C. stations to points on C. & M. V., C. L. & N., and C. A. C. Railways.	1226	3086 Cancels 201	Nov. 1, '10	Classes, P. M. stations to points on Marietta, Columbus & Cleveland R.R.
1616 Cancels 1571	8434 Cancels 8311	Nov. 1, '10	Classes, M. C. stations to points on Chicago Southern and Southern Indiana Railways.	1237	3110 Cancels 701	Nov. 1, '10	Classes, P. M. stations to points in U. S.
1617 Cancels 1555	8435 Cancels 8278	Nov. 1, '10	Classes, M. C. stations to points on Central Indiana Ry.	1245 Cancels 348	3120 Cancels 135	Nov. 1, '10	Classes, P. M. stations to points on Ann Arbor R.R.
1619 Cancels 1487	8437 Cancels 8056	Nov. 1, '10	Classes, M. C. stations to points on Wheeling & Lake Erie and Lorain & West Virginia Railways.	1241 Cancels 337	3115 Cancels 636	Nov. 1, '10	Classes, P. M. stations to points on Pontiac, Oxford & Northern R.R.
1622 Cancels 1563	8440 Cancels 8296	Nov. 1, '10	Classes, M. C. stations to points on Chicago, Cincinnati & Louisville R.R.	1224	3083	Nov. 1, '10	Classes, P. M. stations to points on Chicago, Cincinnati & Louisville R.R.
1626 Cancels 1409	8444 Cancels 7904	Nov. 1, '10	Classes, M. C. stations to points on various western railways.	1209 Cancels 1044	3065 Cancels 2675	Nov. 1, '10	Classes, P. M. stations to Wheeling & Lake Erie R.R., Wabash, Pittsburg Term. Ry., and Loraine & W. Va. Ry.
1627 Cancels 1155	8445 Cancels 7373	Nov. 1, '10	Classes, M. C. stations to Ludlow, Ky.	1229	3091 Cancels 1186	Nov. 1, '10	Classes, P. M. stations to points in Michigan.
1628 Cancels 1541	8446 Cancels 8246	Nov. 1, '10	Classes, M. C. stations to points on Toledo & Ohio Central Ry. and Zanesville & Western Ry.	1242 Cancels 339	3117 Cancels 667	Nov. 1, '10	Classes, P. M. stations to points on Cincinnati & Muskingum Valley R.R.
1629 Cancels 1523	8447 Cancels 8181	Nov. 1, '10	Classes, M. C. stations to points on Hocking Valley Ry. and Kanawha & Michigan Ry.	1239	3112 Cancels 800	Nov. 1, '10	Classes, P. M. stations to points on Norfolk & Western R.R.
1673 Cancels 1022	8485 Cancels 7077, 7859	Nov. 1, '10	Class rates, M. C. stations to points on G. T. western lines.	1238 Cancels 1099	3111 Cancels 2793	Nov. 1, '10	Classes, P. M. stations to Chicago, Kalamazoo & Saginaw Ry.
1671 Cancels 1590	8499 Cancels 8008, 8361	Nov. 1, '10	Commodities, M. C. stations to stations in middle and western states.	1204 Cancels 930	3057 Cancels 2413	Nov. 1, '10	Classes, P. M. stations to points in Wisconsin.
				1227	3087 Cancels 1	Nov. 1, '10	Classes, P. M. stations to points on Kalamazoo, Lake Shore & Chicago Ry.
				1235	3105 Cancels 506	Nov. 1, '10	Classes, P. M. stations to points on Pittsburg & Lake Erie R.R.
				1243	3118	Nov. 1, '10	Classes, P. M. stations to points on Chicago, Indiana & Southern R.R.
				1244	3119	Nov. 1, '10	Classes, P. M. stations to points on Boyne City, Gaylord & Alpena R.R.

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Pere Marquette R.R.</b>				<b>Pere Marquette R.R.</b>			
1240 Cancels 340	3113 Cancels 791	Nov. 1, '10	Classes, P. M. stations to points in Toledo, St. Louis & Western R.R.	1220 Cancels 1103	3077 Cancels 2795	Nov. 1, '10	Classes, P. M. stations to points on Vandallia R.R.
1247	3123 Cancels 191	Nov. 1, '10	Classes, P. M. stations to points on the New York, Chicago & St. Louis R.R.	1219 Cancels 11 & 148	3075 Cancels 235	Nov. 1, '10	Classes, P. M. stations, Bessemer & Lake Erie R.R.
1236 Cancels 964	3108 Cancels 2501	Nov. 1, '10	Classes, P. M. stations to Chicago, Ill.	1259 Cancels 489	3166 Cancels 1248	Aug. 26, '10	Classes, P. M. stations in U. S. to P. M. stations in Canada.
1230	3092 Cancels 679	Nov. 1, '10	Classes, P. M. stations to points on Fort Wayne, Cincinnati & Louisville R.R., Lake Erie & Western R.R., and Northern Ohio R.R.	<b>Philadelphia and Reading Railway.</b>			
1205	3059 Cancels 132	Nov. 1, '10	Classes, P. M. stations to points on Lake Shore & Michigan Southern R.R., Dunkirk, Allegheny Valley & Pittsburg R.R., and Lake Erie, Alliance & Wheeling R.R.	292 Cancels 220		Nov. 1, '10	Classes, P. & R. stations to points in Canada.
1199	3049	Nov. 1, '10	Classes, P. M. stations to points on B. & O. R.R. and Pittsburg & West.	<b>Union Line (Pennsylvania Railroad).</b>			
1200 Cancels 336	3053 Cancels 492	Nov. 1, '10	Classes, P. M. stations to points on Chicago, Indianapolis & Louisville Ry.	2 Cancels 1		Nov. 1, '10	Classes, eastbound from U. S. points to Canada.
1202	3055 Cancels 139 & 163	Nov. 1, '10	Classes, P. M. stations to points in Pennsylvania Co.	<b>Pennsylvania Railroad.</b>			
1201 Cancels 429 & 346	3054 Cancels 1028 & 689	Nov. 1, '10	Classes, P. M. stations to points in Western U. S.	237		Nov. 1, '10	Classes, P. R.R. stations to points in Canada.
1214	3070 Cancels 159	Nov. 1, '10	Classes, P. M. stations to points on Baltimore & Ohio Southwestern R.R.	G.O. 251 Cancels S. 20		Nov. 1, '10	Classes, P. R.R. stations to points on G. T. Ry.
1215	3071	Nov. 1, '10	Classes, P. M. stations to points in Illinois and Indiana.	G.O. 241 Cancels S. 13		Nov. 1, '10	Classes, P. R.R. stations to points on G. T. Ry.
1216 Cancels 1151	3072 Cancels 2940	Nov. 1, '10	Class and commodity, P. M. stations to points in Canada.	G.O. 245 Cancels G. 2		Nov. 1, '10	Classes, to points on C. P. Ry.
1217	3073 Cancels 138	Nov. 1, '10	Classes, P. M. stations to points on Grand Rapids & Indiana Ry.	G.O. 247 Cancels 246		Nov. 1, '10	Commodities, P. R.R. stations to points on G. T. Ry.
1228 Cancels 1132	3089 Cancels 2900	July 12, '10	Petroleum and products, Dutton, Sarnia and Wallaceburg to points in Canada.	<b>Buffalo, Rochester and Pittsburg Railway.</b>			
1211	3067 Cancels 458	Nov. 1, '10	Classes, P. M. stations to points on Detroit, Toledo & Ironton Ry.	412 Cancels 214	A. 759 Cancels A. 512	Nov. 1, '10	Classes, B., R. & P. stations to points on M. C. R.R.
1210 Cancels 334	3066	Nov. 1, '10	Classes, P. M. stations to points in Western States.	413 Cancels 394	A. 762 Cancels A. 738.	Nov. 1, '10	Classes, Rochester to Toronto (via Cobourg).
1206 Cancels 1091	3060 Cancels 2794	Nov. 1, '10	Classes, P. M. stations to points on Cincinnati, Hamilton & Dayton Ry.	415 Cancels 5	A. 766 Cancels A. 118	Nov. 1, '10	Classes, B., R. & P. stations to points in Canada.
1223	3081 Cancels 142	Nov. 1, '10	Classes, P. M. stations to points on Erie R.R., Chicago & Erie R.R., and Pittsburg, Lisbon & Western R.R.	<b>Central Vermont Railway.</b>			
1225	3084	Nov. 1, '10	Lime, soda, bleach, etc., P. M. stations in U. S. to points in Canada.	661 Cancels 599	N.Y. 13 Cancels N.Y. 9	Nov. 1, '10	Commodities, New York to points in Canada.
1222	3080 Cancels 151	Nov. 1, '10	Classes, P. M. stations to points on Wabash R.R.	<b>Central Railroad of New Jersey.</b>			
				417 Cancels 295 420 Cancels 356		Aug. 15, '10	Sulphate of soda, c.l., New Jersey points to Convent, P.Q.
						Nov. 1, '10	Classes, C. R.R. of N. J. stations to points on Michigan Central R.R.
				<b>Kanawha and Michigan Railway.</b>			
				10	C. 13	Nov. 1, '10	Classes, K. & M. stations to points in Canada.
				<b>Louisville and Nashville Railroad.</b>			
				127 Cancels 103	1597 Cancels 20	Nov. 1, '10	Class and commodity, L. & N. stations to points in Canada.
				<b>Norfolk and Western Railway.</b>			
				113	13626	Nov. 1, '10	Classes, N. & W. stations to points on Wabash R.R.
				114	13614	Nov. 1, '10	Classes, N. & W. stations to points on P. M. R.R.
				115	13608	Nov. 1, '10	Classes, N. & W. stations to points on N. & C. R.R.

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Lake Erie and Western Railroad.</b>				<b>Detroit and Charlevoix Railroad.</b>			
71	65 A.	Nov. 1, '10	Classes, L. E. & W.	21	93	Aug. 1, '10	Acetate of lime and pig
Cancels	Cancels		stations to points in	Cancels	Cancels		iron, c.l., D. & C. sta-
56	203 A.		Canada.	15	66		tions to points in
72	310 A.	Nov. 1, '10	Commodities, L. E. &				Canada.
Cancels	Cancels		W. stations to points	<b>Wabash Pittsburg Terminal Company.</b>			
56	203 A.		in Canada.	30	275	Nov. 1, '10	Classes and commodi-
<b>New York Central and Hudson River Railroad.</b>				Cancels	Cancels		ties, W. P. T. Co. sta-
1727	A. 17657	Aug. 19, '10	Machinery, c.l., Water-	13	164		tions to points in
			town, N.Y., to Mille				Canada.
			Roches, P.Q., 17c. per	<b>Dunkirk, Allegheny Valley and Pittsburg Railroad.</b>			
			100 lbs.	86		Nov. 1, '10	Class and commodity,
1726	A. 17652	Aug. 15, '10	Classes, Buffalo to	Cancels			D., A. V. & P. stations
Cancels	Cancels		Montreal via. C.P.R.	77			to points in Canada.
1443	A. 14359			<b>Grand Rapids and Indiana.</b>			
1724	A. 17643		Classes, New York	97	1775	Nov. 1, '10	Commodities, G. R. &
Cancels	Cancels		State points to Mont-	Cancels	Cancels		I. stations to points
1438	A. 14329		real, C.P.R.	43	983		in Canada.
1723	A. 17642	Aug. 15, '10	Classes, Utica, N.Y., to	<b>Illinois Central Railroad.</b>			
Cancels	Cancels		points on Ottawa Div.	A. 110	1805 B.	Nov. 1, '10	Classes, I. C. points to
1432	A. 14315		G. T. Ry.	Cancels	Cancels		points in Canada.
1721	A. 17606	Sept. 1, '10	Bleach and caustic	A. 64	1805 A.		
Cancels	Cancels		soda, Echota and	<b>Indianapolis Southern Railroad.</b>			
1315	A. 12382		Niagara Falls to Mer-	A. 21	211 B.	Nov. 1, '10	Classes, I. S. stations to
			ritton, St. Catharines	Cancels	Cancels		points in Canada.
			and Thorold, 7c. per	A. 9	211 A.		
			100 lbs.	<b>Baltimore and Ohio Railroad.</b>			
1744	A. 17868	Aug. 25, '10	Switching charges at	748		Nov. 1, '10	Classes, B. & O. stations
			Huntingdon, P.Q.	Cancels			to points on C.P.R.
<b>New York, Chicago and St. Louis Railroad.</b>				101			
129	206	Nov. 1, '10	Classes, N. Y. C. & St.	736		Nov. 1, '10	Commodities, B. & O.
Cancels			L. stations to points	Cancels			stations to points on
1-213			in Canada.	703			G. T. Ry.
134	499 C.	Nov. 1, '10	Commodities, N. Y. C.	737		Nov. 1, '10	Commodities, B. & O.
Cancels			& St. L. stations to	Cancels			stations to points on
125			points in Canada.	705			C. P. Ry.
138	511	Nov. 1, '10	Iron and steel, N. Y. C.	728		Nov. 1, '10	Iron and steel, B. & O.
Cancels			& St. L. stations to				stations to points on
73			points in Ontario.	729		Nov. 1, '10	Iron and steel, B. & O.
<b>Louisville, Henderson and St. Louis Railway.</b>							stations to points on
6	832	Nov. 1, '10	Class and commodity,				M. C. R.R., N., St. C.
Cancels			L., H. & St. L. sta-				& T. Ry., and T., H.
4			tions to points in				& B. Ry.
			Canada.				
<b>West Shore Railroad.</b>							
436	A. 5684	Nov. 1, '10	Iron and steel, U. S.	726		Nov. 1, '10	Commodities, B. & O.
			stations to points in	Cancels			stations to points in
			Ontario.	54			Canada.
<b>Lake Shore and Michigan Southern Railway.</b>				725		Nov. 1, '10	Classes, B. & O. stations
203		Nov. 1, '10	Classes, L. S. & M. S.	Cancels			to points on P. M.
Cancels			stations to points in	54			R.R.
194			Canada.	724		Nov. 1, '10	Classes, B. & O. stations
208		Nov. 1, '10	Commodities, L. S. &				to points on M. C.,
Cancels			M. S. stations to				T., H. & B., and N.,
199			points in Canada.				St. C. & T. Railways.
206		Nov. 1, '10	Iron and steel, L. S. &	723		Nov. 1, '10	Classes, B. & O. stations
Cancels			M. S. stations to	Cancels			to points on G. T. Ry.
181			points in Canada.	217			
<b>Atchison, Topeka and Santa Fe Railway.</b>				722		Nov. 1, '10	Classes, B. & O. stations
44	7318 B.	Nov. 1, '10	Classes and commodi-	Cancels			to points on C. P. Ry.
Cancels	Cancels		ties, A., T. & S. F.	213 & 215			
28	7318 A.		stations to points in	746		Nov. 1, '10	Classes, B. & O. stations
			Canada.	Cancels			to points on G. T. Ry.
1	7777 C.	Nov. 1, '10	Classes and commodi-	254			
Cancels	Cancels		ties, E. Ft. Madison,	745		Nov. 1, '10	Classes, B. & O. stations
45	7777 B.		Ill., to points in	Cancels			to points on M. C.,
Cancels			Canada.	197			T., H. & B., and N.,
22							St. C. & T. Railways.
<b>Cleveland, Cincinnati, Chicago and St. Louis Railway.</b>				Sup. 2		Sept. 1, '10	Iron and steel, B. & O.
210	407 A.	Nov. 1, '10	Classes, C., C., C. & St.	618			stations to points in
Cancels	Cancels		L. stations to points				Canada.
2	407		in Canada.	752		Aug. 20, '10	Glass and moulding
208	336 B.	Nov. 1, '10	Classes, C., C., C. & St.	Cancels			sand, etc., points in
Cancels	Cancels		L. stations to points	249			Ohio to stations in
	336 A.		on Wabash RR.				Canada.

C.R.C.	R.R. No.	Effective.	Description.
<b>Baltimore and Ohio Southwestern R.R.</b>			
196	1971 E.	Aug. 1, '10	Commodities, B. & O.
Cancels	Cancels		S.W. stations to
182	1971 C.		points in Canada.
194	H. 2381	Aug. 1, '10	Classes, B. & O. S.W.
Cancels	Cancels		stations to points in
5	H. 608		Canada.
<b>Mobile and Ohio Railroad.</b>			
32	4854	Nov. 1, '10	Class and commodity,
Cancels	Cancels		M. & O. stations to
1 & 9	1295, 1903		points in Canada.
<b>Lake Erie Alliance and Wheeling Railroad.</b>			
86		Nov. 1, '10	Iron and steel, Alliance,
Cancels			Ohio, to points in
76			Canada.
85		Nov. 1, '10	Classes and commodi-
Cancels			ties, L. E. A. & W.
80			stations to points in
			Canada.
<b>Pittsburg and Lake Erie Railroad.</b>			
112		Aug. 1, '10	Car bolsters and trucks,
			c.l., P. & L. E. points
			to Canada.
111		Aug. 1, '10	Class and commodity,
			P. & L. E. stations to
			points in Canada.
<b>Rutland Railroad.</b>			
432		Aug. 1, '10	Machines and machin-
Cancels			ery, c.l., Bellows Falls
413			and Rutland, Vt., to
			points in Canada.
<b>Toledo, Peoria and Western Railway.</b>			
8	204 A.	Aug. 1, '10	Classes, T., P. & W.
Cancels			points to stations in
4			Canada.
9	208 A.	Aug. 1, '10	Classes, T., P. & W.
			stations to points on
			P. M. Ry. in Canada.
<b>Vandalia Railroad.</b>			
36	28 C.	Aug. 1, '10	Class and commodity,
Cancels	Cancels		Vandalia stations to
14 & 30	28 A.		points in Canada.
<b>Chicago, Cincinnati and Louisville Railroad.</b>			
53	3006	Aug. 10, '10	Classes, C., C. & L. sta-
			tions to points on C.
			P. Ry.
<b>Wheeling and Lake Erie Railroad.</b>			
55		Aug. 6, '10	Iron and steel, W. &
Cancels			L. E. stations to
42			points in Canada.
56		Aug. 23, '10	Iron and steel, W. &
Cancels			L. E. stations to
28			points in Canada.
54		Aug. 23, '10	Classes, W. & L. E. sta-
Cancels			tions to points in
35			Canada.
<b>Chicago, Burlington and Quincy Railroad.</b>			
250	130 H.	Nov. 1, '10	Class and commodity,
Cancels	Cancels		C., B. & Q. stations to
211	130 F.		points in Canada.
251	7470 A.	Nov. 1, '10	Iron and steel articles,
			C., B. & Q. stations to
			points in Canada.
<b>Central Railroad of New Jersey.</b>			
415		Aug. 5, '10	Classes, C. R.R. of N. J.
Cancels			points to Canada.
36 & 37			
<b>Pittsburg, Cincinnati, Chicago and St. Louis Railway.</b>			
P. 21		Nov. 1, '10	Class and commodity,
			P., C., C. & St. L.
			stations to points in
			Canada.

C.R.C.	R.R. No.	Effective.	Description.
<b>Chicago and Northwestern Railway.</b>			
87	8302 B.	Aug. 1, '10	Classes, C. & N.W.
Cancels	Cancels		points to stations in
80	8302 A.		Canada.
<b>Cleveland, Cincinnati, Chicago and St. Louis Railroad.</b>			
218	859 E.	Aug. 2, '10	Billets, pig iron, etc.,
Cancels	Cancels		c.l., C., C., C. & St. L.
196	859 B.		stations to points in
			Canada.
<b>Central Freight Association.</b>			
169	67 A.	Aug. 1, '10	Classes, Chicago, Mil-
			waukee, etc., to points
			in Ontario.
173	1 C.	Aug. 7, '10	Class and commodity,
Cancels	Cancels		stations in Ontario to
135	1 B.		points in Texas.
<b>Hocking Valley Railway.</b>			
1121	B. 1557	Aug. 20, '10	Classes, H. V. stations
			to points in Canada.
<b>Erie Railroad.</b>			
95	A. 4026	Aug. 1, '10	Class and commodity,
Cancels			Erie & Chicago &
1 & 4			Erie stations to
			points in Canada.
<b>New York, New Haven and Hartford Railroad.</b>			
Sup. 27		Aug. 1, '10	Classes, N. Y., N. H. &
137			H. stations to points
			in Canada.
<b>Cincinnati, Hamilton and Dayton Railway.</b>			
240	5280 C.	Nov. 1, '10	Class and commodity,
Cancels	Cancels		C., H. & D. stations to
234	5280 B.		points in Canada.
244	5453	Nov. 1, '10	Live stock, dressed
			meats and packing
			house products, c.l.,
			C., H. & D. stations to
			points in Canada.
242	5452	Nov. 1, '10	Classes, C., H. & D.
Cancels			points to stations in
63			Canada.
<b>Chicago, Indiana and Southern Railroad.</b>			
123	277 G.	Nov. 1, '10	Class and commodities,
Cancels	Cancels		C., I. & S. stations to
109	277 E.		points in Canada.
124	747 A.	Nov. 1, '10	Commodities, C., I. & S.
Cancels	Cancels		stations to points in
110	747		Canada.
125	413 C.	Nov. 1, '10	Live stock, dressed
			meats and packing
			house products, C., I.
			& S. stations to
			points in Canada.
<b>Dayton and Union Railroad.</b>			
25	25 B.	Nov. 1, '10	Billets, pig iron, etc.,
Cancels	Cancels		c.l., D. & U. stations
14	25 A.		to points in Canada.
<b>Illinois Central Railroad.</b>			
A. 109	8181 B.	Nov. 1, '10	Commodities, I. C. sta-
Cancels	Cancels		tions to points in
A. 99	1769 C.		Canada.
<b>Chicago, Indiana and Louisville Railway.</b>			
73	592 B.	Nov. 1, '10	Classes, C., I. & L. sta-
Cancels	Cancels		tions to points in
55	592 A.		Canada.
<b>Buffalo, Rochester and Pittsburg Railway.</b>			
409	A. 752	Nov. 1, '10	Iron and steel articles,
			B., R. & P. stations
			to points in Canada.

C.R.C.	R.R. No.	Effective.	Description.
<b>Chicago and Eastern Illinois R.R.</b>			
Cancels	2014 C.	Sept. 1, '10	Class and commodity, C. & E. I. stations to points in Canada.
	2014 A.		
<b>Chicago, Cincinnati and Louisville Railroad.</b>			
57	3045	Nov. 1, '10	Classes, C., C. & L. stations to points in Canada.
58	3060	Nov. 1, '10	Live stock, dressed meats and packing house products, c.l., C., C. & L. stations to Canada.
54	3027	Nov. 1, '10	Classes, C., C. & L. stations to points on G. T. in Ontario.
<b>Boston and Albany Railroad.</b>			
205	4910	Nov. 1, '10	Classes, B. & A. stations to points in Ontario.
Cancels	Cancels		
71	3130		
<b>Bessemer and Lake Erie Railroad.</b>			
82		Nov. 1, '10	Classes, B. & L. E. stations to points in Ontario.
Cancels			
2			
83		Nov. 1, '10	Chemicals and minerals, c.l., B. & L. E. stations to points in Ontario.
Cancels			
74			
84		Nov. 1, '10	Iron and steel articles, B. & L. E. stations to points in Canada.
85		Nov. 1, '10	Iron and steel, B. & L. E. stations to points in Canada.
<b>Transcontinental Freight Bureau.</b>			
Sup. 6	Sup. 6	Sept. 7, '10	Commodities, Eastern Canada to North Pacific Coast terminals.
268	5 F.		
<b>Chicago, Milwaukee and Gary R.R.</b>			
2	5101	Aug. 1, '10	Class rates, C., M. & G. points to points in Canada.
180	15 C.	Aug. 20, '10	Class and commodity, stations in Ontario to Southern States points.
Cancels	Cancels		
140	15 B.		

#### LABOR BUREAUS AS SHOP EMPLOYMENT OFFICES.

THE Labor Bureau conducted by the Rhode Island Branch, National Metal Trades Association, is now acting as the employment office of numerous manufacturing establishments of Providence and vicinity, and hires a large percentage of their men, says the *Iron Age*. The results are notably beneficial, demonstrating the correctness of the national body in urging a concentration of effort in this direction. Joseph A. Holland, secretary of the branch, went into the details of this side of the system in a paper read recently before the National Metal Trades Association.

It is obvious that if all applicants for employment in the district must first register with the bureau and are sent thence to the manufacturers, the great evil of shops hiring men away from one another is largely eliminated. Of this Mr. Holland says:

A practice calculated to cause ill will among manufacturers is that of pirating on each other for their help. Employees take advantage of this fact and are constantly shifting around, causing excessive rates to be paid by the employers who wish to retain their workmen. I have known a great

many cases where the employees have positively no intention of severing their connection with their present employers, but call on some other manufacturer and secure a position, knowing that they can use this latter fact for the purpose of commanding an increase in wages from their present employers. When the employees know that they can jump from one shop to another at any time there is a constant feeling of unrest and dissatisfaction, and that makes it practically impossible for a manufacturer to maintain a good organization.

The labor bureau in no way prevents a man from making a change, but, on the other hand, will assist any worthy workman to better his present conditions if the circumstances warrant it. . . . We have found that the men stick to their jobs much longer when they know that they have to apply to the bureau every time they sever their connection with a firm. They realize that too frequent visits to the bureau for positions will in no way add to their laurels on the records.

Doing away with the waste of material which comes with ignorance of the presence of workmen in a city looking for employment is treated thus:

Is it not a fact that in a great many cases employees who are not referred to the bureau apply at two or three factories, which at that time may not need men of that type, but these same men may be badly needed by some other employer? You can readily see how the bureau could more quickly overcome the wants if they were directed to apply to the bureau, and when the employees in general realize that the different firms make all their wants known to the bureau, from ordinary mechanics to employer and the employee. In several cases we have shown former active union men the folly of trying to unload their stock in trade, which is their mind, muscle and skill, in a direction which offers no market for value given, but, on the other hand, we have proved to them the possibilities they could and have attained, and they are now most diligent and faithful workers for their employer's interests.

In this same connection is the economy of production gained in manufacturing plants by relieving the works of a large part of the duty of selecting new workmen, of which Mr. Holland says:

Another very important feature to the employer is that the superintendent's or foreman's valuable time will not be taken up, as has been the custom in the old way, in talking to all applicants who may apply in the usual way, the majority of whom, perhaps, are absolutely incapable of filling the vacancies as existing. The secretary is paid for this work and the superintendents and foremen are paid for increasing production, improvement of facilities, decreasing costs, etc. We have found that when a department is crippled from a scarcity of help, then several other departments may be tied up for stock, parts, etc., that ought to be forthcoming from the department in question, thereby probably causing the manufacturer the loss of much money and possibly the cancellation of orders. If all applicants be referred to the bureau, in due course of time the person in charge comes to know the men personally and is therefore able to prevent trouble brewers, agitators, etc., gaining a foothold and controlling the situation in any shop. With this assurance of a dependable organization, you will be able to accept orders and quote deliveries unhampered and according to your factory's facilities.

Even where no branch of the Metal Trades Association exists, in the smaller manufacturing communities employing a large proportion of skilled men, it is not difficult to see the advantages which would accrue from the establishment of a co-operative labor bureau, employing help for a number of works as far as the initial selection is concerned. Disadvantages might develop, but they would be overbalanced by the sharply defined benefits. Where unskilled labor predominates, the question is an entirely different one.

## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.*

- 865 **Agent Abroad.**—Well-known importers' agent in Hamburg, Germany, desires to get in touch with Canadian manufacturers of wood and other products whom he could represent in his territory. Is already acting for a Canadian canoe company, for whom he has built up a good business.
- 866 **Asbestos and Mica.**—A Liverpool firm desires the address of Canadian shippers of asbestos and mica.
- 867 **Bolts and Nuts, Horseshoes, etc.**—Prominent firm of forwarding agents in New York City are in the market for the above goods suitable for export to South Africa.
- 868 **Broom Handles, Chair Dowels, Reeds, etc.**—One of the oldest firms of wholesale timber merchants in London, Eng., desires to get in touch with exporters of the above articles. Will purchase in large quantities, paying cash against documents. References.
- 869 **Boots and Shoes, Furniture.**—A firm of brokers in Barbados, with head office in Canada, desires to add boots and shoes, furniture, and wire fencing to the lines they now handle.
- 870 **Canned Lobster, Salmon, etc.**—Wholesale importer and agent in Havre, France, is anxious to get in touch with exporters of the above and other products, which he could handle in his territory.
- 871 **Canned Fruits, Lobsters, Salmon, etc.**—Prominent firm of import agents in Antwerp, Belgium, desires to get in touch with Canadian exporters of the above products.
- 872 **Crayons.**—A South African firm of stationery, etc., desires to be placed in touch with Canadian manufacturers and exporters of crayons for school use. Ocean freight rates to East London and Durban.
- 873 **Cigars, Cigarettes, and Tobacco.**—A Newfoundland firm is in the market for cigars, cigarettes and tobacco.
- 874 **Cornice Pole Brackets.**—A Manchester firm wishes to obtain prices of cornice poles from Canadian manufacturers.
- 875 **Cornice Poles.**—A Lancashire firm asks for dimensions and prices of cornice poles from Canadian manufacturers.
- 876 **Canned Pears.**—A Liverpool firm asks for prices of canned pears from Canadian exporters.
- 877 **Canned Meats.**—A Liverpool firm wishes to correspond with Canadian exporters of canned meats.
- 878 **Crude Asbestos.**—A London merchant firm wishes to be placed in communication with Canadian houses who can offer supplies of crude asbestos, cobalt ore, suitable for glass factories; flaked graphite, and wood pulp.
- 879 **Evaporated Apples.**—A Rotterdam firm wishes to hear from Canadian producers of evaporated apples who are in a position to offer supplies.
- 880 **Fish Casks.**—Manufacturer who has just secured valuable fish-curing concessions in Venezuela desires to get in touch with Canadian makers of casks for fish.
- 881 **Feeding Trough.**—An inventor who has patented a feeding trough for calves, hogs, etc., desires to get in touch with manufacturers who might be interested in manufacturing it.
- 882 **Flour.**—A correspondent of Lagos, West Africa, is desirous of purchasing up to 300 barrels annually of Canadian flour, and would like to hear from exporters in the Dominion.
- 883 **Galvanized Sheaves, etc.**—A Newfoundland firm is open to purchase galvanized sheaves, galvanized straps, and patent composition bushings.
- 884 **Hard Maple Strips for Flooring.**—A Manchester firm wishes to correspond with Canadian exporters of hard maple strips for flooring, dimensions 11-4 inch and 11-2 inch thick by 3 inches wide, 18 inches and up long, in multiples of 9, c.i.f., London and Hull.
- 885 **Hayfork Handles.**—A Manchester firm asks for prices of hayfork handles from Canadian manufacturers.
- 886 **Iron and Steel, etc.**—A Newfoundland firm is open to receive quotations on iron and steel, machinery supplies, such as pipe, pipe fittings, valves, belting, steam and water packings.
- 887 **Leather.**—A very large and strong South African firm of general outfitters desires to be placed in touch with Canadian shippers of all kinds of leather, and especially the oak and union tanned "bends" and "sides." Lowest quotations, c.i.f., Durban.
- 888 **Machinery, Raisin Stoning.**—An enquiry has been received as to whether there are any manufacturers of machines for stoning raisins in Canada.
- 889 **Maple Flooring Blocks, Maple Skewers, Maple and Birch Dowels, etc.**—A prominent firm of wholesale timber agents in London, Eng., are in a position to place orders for large quantities of the above products.
- 890 **Mill Supplies, etc.**—A Newfoundland firm is open to purchase mill supplies, such as wood-working machinery, saws, etc.
- 891 **Maple Flooring Blocks.**—A London firm would be pleased to hear from Canadian manufacturers who can supply large quantities of maple flooring blocks to specification, and also of rock maple strips.
- 892 **Pulp, Mechanical and Sulphite.**—Particulars of an extensive market for pulp may be secured through the Canadian Trade Commissioner in China.
- 893 **Soda Ash.**—Particulars of an extensive market for soda ash may be had on applying to the office. This product is required for the British market.
- 894 **Slates and Slate Pencils.**—A South African firm of stationers, etc., desires to be placed in touch with Canadian shippers of slates and slate pencils. Ocean freight rates to East London and Durban.
- 895 **Sole and Grain Leather.**—A Newfoundland firm is open to receive quotations on sole and grain leather.
- 896 **Strawboards.**—A Manchester firm asks for prices for strawboards from Canadian manufacturers.

897 **Stamping Machinery.**—A South African importer desires to be placed in communication with manufacturers of stamping machinery for manufacturing steel ceilings and cornices. Equipment for two small factories wanted, each capable of turning out about 1,000 squares per month; sketch plan of necessary building should be forwarded, with prices and particulars of machinery. (Cash order.)

898 **Varnish, Safes, News Paper, Cement, Fish Products, etc.**—A firm of forwarding agents in New York City, with a well-established trade in the Argentine Republic, anxious to get in touch with Canadian manufacturers of the foregoing articles whom they could represent in the Argentine.

899 **Wood Split Pulleys, Small Agricultural Implements, Hardware, Knock-down Furniture, etc.**—A firm of reputable forwarding agents in New York City, extensive South African connections, are in a position to place orders for the above goods with Canadian firms.

900 **Wooden School Blackboards.**—A South African firm of stationers, etc., desires to be placed in touch with Canadian manufacturers and exporters of school blackboards. Ocean freight rates to East London and Durban.

#### SPECIAL ENQUIRY.

**Electrical Engineer.**—Electrical engineer, with considerable experience and excellent references, desires position with a first-class Canadian firm. Is at present in England, but will come to Canada if there is any prospect of securing suitable work.

#### TORONTO BRANCH ANNUAL MEETING.

THE annual meeting of the Toronto Branch Canadian Manufacturers Association was held at the R.C.Y.C. Club House, Centre Island, on Thursday, July 14th, at 2 o'clock. The meeting was preceded by an informal luncheon, and when the Chairman, Mr. J. S. McKinnon, called the meeting to order there were about one hundred present.

The Secretary presented his annual report, showing a net increase of 71 in the membership, which now totals 660. The financial statement presented was most satisfactory, and the Toronto Branch is in a very healthy condition.

The report of the Technical Education Committee was read by Mr. G. A. Howell, in the absence of the Chairman, Mr. J. F. MacKay.

Mr. John Turnbull read the report of the Municipal Legislation Committee, which dealt chiefly with the proposal to increase the manufacturer's water rate.

Other reports presented were those of the Entertainment Committee, by Mr. L. L. Anthes, and of the Exhibition Representatives, by Mr. Ed. J. Freyseng.

The report of the Executive was read by Mr. W. C. Phillips, the Vice-Chairman. It reviewed in detail the various questions which had come up for consideration before the Executive during the year, and was listened to with much interest by the members.

The Chairman then made his annual address, which appears elsewhere in this issue.

There were no contests for the positions of Chairman and Vice-Chairman. Mr. W. C. Phillips, of the Phillips Manufacturing Company, is the new Chairman, having been promoted from the Vice-Chairmanship, and Mr. S. B. Brush, who has been a member of the Executive for several years, was elected to the Vice-Chairmanship.

The ballots for the Executive and for Industrial Exhibition representatives resulted as follows:—

#### For Executive Committee.

Messrs. L. L. Anthes, G. F. Beer, George Brigden, P. H. Burton, W. P. Cohoe, R. J. Copeland, Fred. Diver, L. V. Dusseau, George A. Howell, Walter Laidlaw, J. M. Lalor, D. H. McKay, C. Stanley Pettit, Thos. Roden and John Turnbull.

#### For Industrial Exhibition Representatives.

Messrs. L. L. Anthes, S. B. Brush, John Firstbrook, Ed. J. Freyseng, Wm. Inglis, George T. Irving, J. S. McKinnon, J. P. Murray, W. C. Phillips, Frank A. Rolph, T. A. Russell and J. O. Thorn.

#### LABOUR EXCHANGES IN GREAT BRITAIN.

THE total number of applications received at the various Government labour exchanges during June was 151,556, as compared with 100,392 during May. The figures given above do not include renewals, but do include re-applications by persons whose registration had lapsed or been cancelled. For this reason and on account of the possibility of duplicate registration previously referred to the numbers cannot be taken as in any way representing separate individuals.

Large numbers of applicants have reported that they have obtained employment otherwise than through the Exchanges. Such persons are not, of course, included in the statistics of "Vacancies Filled" which only relate to applicants for whom situations have been found by the Exchanges.

The number of vacancies filled has increased from 24,025 in May to 41,650 in June. Part of this increase is due to the greater number of working days included in the latter period, and another part to certain special developments of a temporary character. In particular, 2,325 temporary vacancies were filled through an Exchange opened at Liverpool in connection with the Royal Agricultural Show. The Exchange at Stourbridge and Worcester have also during the past month registered and filled vacancies for considerable numbers both of men and women for pea and fruit picking. After allowance has been made for all these special circumstances there remains a substantial balance of increase in the general activity of the Exchanges.

The proportion of vacancies filled to vacancies notified has also risen from 78 per cent. in May to 81 per cent. in June (men 85 per cent., boys 77 per cent., women 73 per cent., and girls 74 per cent.).

Of the applications on the register at the end of June the largest percentages occur in the following groups of trades:—Conveyance of Men, Goods and Messages, 17.6; Metals, Machines, Implements and Conveyances, 13.7; Building and Works of Construction, 11.9; and General Labourers, 11.2.

Of the vacancies filled during June the largest percentages are yielded by the same groups of trades in slightly different order:—Conveyance of Men, Goods and Messages, 14.9; General Labourers, 14.1; Building and Works of Construction, 13.8; and Metals, Machines, Implements and Conveyances, 11.9.

The demand for workers exceeds the supply in the case of coach and motor body makers, and women in textile and clothing manufacture, and in laundry work.

The above figures are exclusive of the work of the special Exchange for cloth porters at Manchester. There were 245 porters on the register at the end of May, and 142 more applied during June, making 387 on the register at the end of the month (of whom, however, only a portion were in regular attendance at the Exchange). During the month employment was found for 266 men, each of these men obtaining, on the average, work on nearly 20 days out of 30 working days included in the period.

In addition to the 103 Exchanges included in the returns, six additional Exchanges are now open or are expected to be opened before the end of July, making with the Manchester Cloth Porters' Exchange a total of 109 Exchanges.

## AMONG THE INDUSTRIES

The Canadian Northern Railway will build a combined station and hotel at Brandon, Man.

The Paul Tea Co., of Moncton, N.B., will open a warehouse at Campbellton, N.B.

The Miramichi Pulp and Paper Co., Chatham, N.B., suffered a small loss by fire recently.

The Alberta Pacific Elevator Co. will build nine new elevators throughout that Province during the present year.

The Canadian Railway Signal Co. are building a factory in Lachine, Que. The building will be of re-inforced concrete and when equipped will represent an investment of \$100,000.

The Continental Bag and Paper Co. will erect a two-storey factory building in Ottawa. It will cost \$30,000.

A factory for the manufacture of babbitt metal and solder will be erected in Ottawa by A. H. Chaplen and Co.

The C. P. R. have taken out a building permit for their new Windsor Street Station in Montreal. The permit is for \$1,250,000.

The Montreal Street Railway Company will build a new car barn.

The Sydenham Glass Co., Wallaceburg, Ont., will erect a new office building.

S. C. Allan's warehouse in Kamloops, B.C., was destroyed by fire with a loss of \$25,000.

The Oliver Chilled Plow Co. are preparing to commence work at once on their Canadian branch buildings in Hamilton. Tenders have already been called for for a forge building and a machine shop.

The Keenan Woodenware Company of Owen Sound suffered a \$10,000 loss by fire recently.

The Victoriaville Chair Co., Victoriaville, Que., suffered a complete loss by fire during the past month.

A proposition is under way for the establishment of a skate factory in Moncton, N.B.

The St. Lawrence Brick Co. will build a plant at La Prairie, P.Q.

The Place Viger Hotel, Montreal, will be enlarged at a cost of \$200,000.

The Kootenay Engineering Works of Nelson, B.C., were destroyed by fire, with a loss of \$20,000.

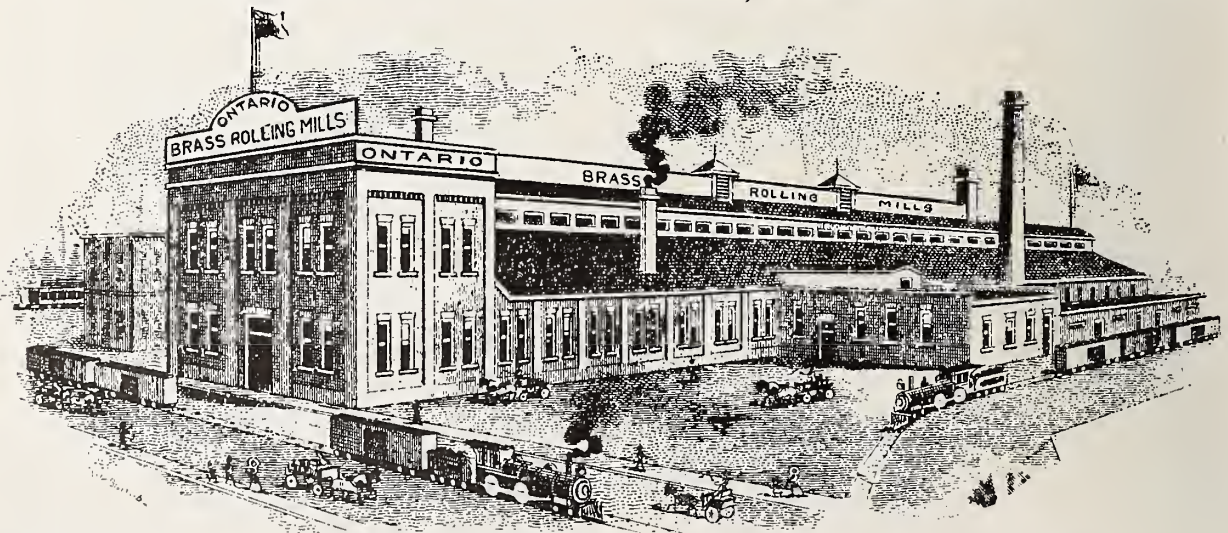
Tudhope and Lindsay, Port Arthur, Ont., will build a wagon works in that city.

The Imperial Oil Company will build a \$12,000 addition to their warehouse at Regina.

# The Ontario Brass Rolling Mills

Manufacturers of BRASS, COPPER, BRONZE and  
GERMAN SILVER in Sheets, Plates and Rods

LIMITED



The product manufactured by this Mill is giving the greatest satisfaction to every manufacturer, buying OUR METAL. Our repeat orders are larger every time. Extensive additions have been made to our Buildings and more promoted. Much new and modern machinery has been installed, so that we are now in a position to fill quickly every order given us.

GIVE US A CHANCE to figure on your next requirements.

PATRONIZE CANADIAN INDUSTRIES.

Mills and Offices ————— NEW TORONTO, ONTARIO



The Farmer's Co-operative Company, Regina, Sask., will erect a warehouse in that city.

The Sawyer and Massey Co. will establish increased warehouse facilities at Regina.

The Reo Motor Car Co. will build an addition to their factory in St. Catharines. It will consist of a two-storey building 92 by 115 feet.

The Wilson Stationery Co. will build a \$35,000 building in Winnipeg.

The contract has been let for the Cockshutt Plow Co.'s warehouse in Brandon.

Camrose, Alta., will spend \$30,000 on an electric light plant.

The Ottawa Electric Co. will build an \$18,000 transformer station.

The Brantford Brewery, Brantford, Ont., was destroyed by fire recently. The loss was \$50,000.

The International Harvester Co. have purchased the plant of the Chatham Wagon Co.

The Marx-Rowale Company of Canada will build a factory in Montreal. Saxe & Archibald, Montreal, are the architects.

Freemans, Ltd., Montreal, will build a new hotel and restaurant at a cost of \$350,000.

A four-storey warehouse will be erected at Port Arthur by the Riley-Ramsay Company.

The National Drug and Chemical Co. will build a warehouse in Regina.

The Maritime Edge Tool Co., St. Stephen, N.B., will build an addition to their factory.

The E. P. Heap Company's lumber mill at Ruskin, B.C., was destroyed by fire, the loss being \$50,000.

Wm. Neilson, Ltd., Toronto, will build a factory at a cost of \$35,000. Work has already been started.

The B.C. Fur Manufacturing Co., of Victoria, B.C., suffered a partial loss by fire.

The Otto Higel Co. are building an addition to their plant in Toronto.

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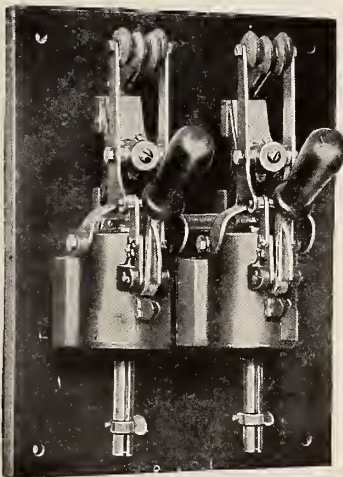
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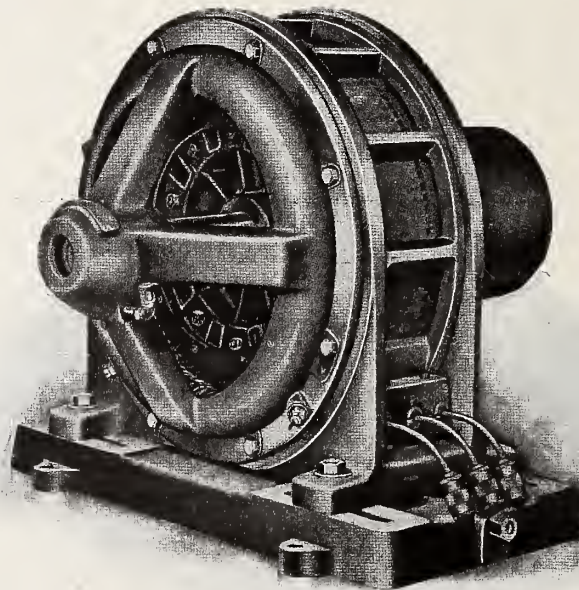
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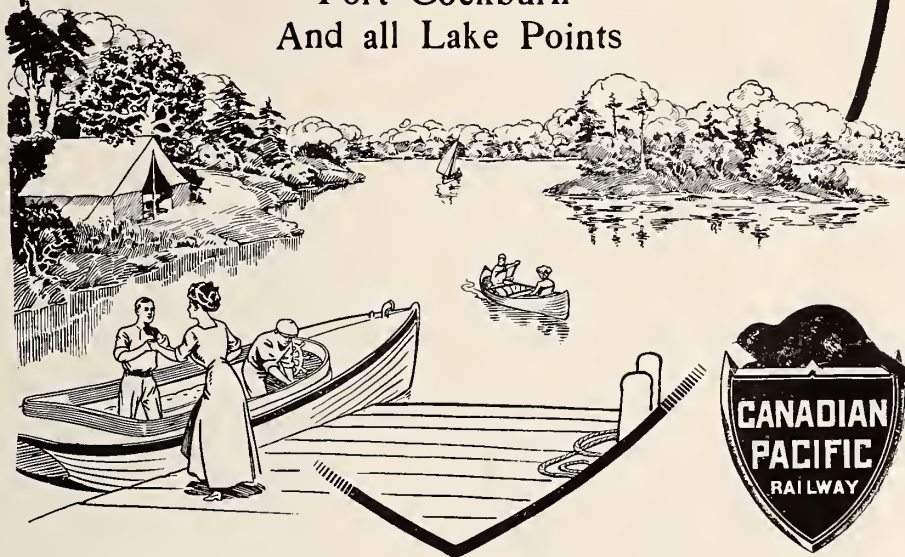
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INCORPORATED.

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TORONTO, SEPTEMBER, 1910

No. 2

## INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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### COMMENT OF THE MONTH.

#### The Western Trip.

THE visit of a large number of members of the Canadian Manufacturers Association to Western Canada has a significance beyond the business of the Convention and the pleasure of the excursion. It represents the bringing of so many men into direct contact with the problems and conditions that are occupying the attention of Canada as it exists beyond the Great Lakes, where agriculture is dominant and manufactures are still in their infancy. It will be a good thing for the men of the East to see the West; nor will Westerners be without profit from getting at first hand a knowledge of the hopes and aspirations of those whose interest, like theirs, lies in building up a united Canada. During the present tour of Sir Wilfrid Laurier there has been no small talk of free trade and the burdens which protection places upon the

farmers. Such criticisms and claims would not be made if the farmers recognized the nature of the competition to which manufacturers are subjected and their influence in providing a market for what the farmer produces. Elsewhere in this issue a writer suggests some advantages which have come to the West through the instrumentality of the East. Expenditures on public works, in opening up the country to settlement, in building railways, in administering justice—these have all been made with a lavish hand, and where they were felt to be in the interest of the West they have had the enthusiastic support of the East. The share of the general expenses of the country which the West is called on in turn to pay is not great. All the complex machinery of government necessary in a country which extends from ocean to ocean, as does Canada, requires a heavy expenditure. A hundred million dollars does not see Canada through on its annual expense account. The part of this which is represented by Western farmers' contribution through the Customs is not excessive. It is, in fact, slight. No part of Canada is suffering from excessive taxation.

#### An Effective Argument.

UNITED STATES Government reports show that that country sent to Canada during 1909 goods to a value of \$216,000,000, an increase of \$52,500,000 over the preceding twelvemonth. When this is possible under present conditions, what might we expect if the advocates of reciprocity had their way? The trade returns for the year are the best possible argument against a revision of the Canadian tariff downward.

#### Filing Claims.

ALTHOUGH the new bill of lading protects the shipper's interests by allowing him four months in which to file his claims, it was not the intention of the Board of Railway Commissioners to place an unnecessary burden on the railways in the settlement of such claims. The time limit was to be used only in cases of emergency. A claim should be filed as soon as the loss or damage is

discovered. In all fairness the railway company which is being called upon to make good a breakage or a theft should be given the opportunity of checking up the trouble while there is yet a chance of fixing the responsibility. This right is so elementary that a persistent neglect of it by shippers will only result in a curtailment of the privilege which they now enjoy. Undoubtedly there are times when there is little likelihood of loss or damage being discovered until long after the delivery is made. This should not serve as an excuse for delaying the filing of all claims until the end of the four-month period now granted by law. Taking advantage of the new regulations one shipper waited until he had fifty-six claims and then presented them in a bunch; another sent in fifty-three; another thirty-four. This is not the way to get the best service from the railways. A prompt filing of claims will be more effective for the applicant and more satisfactory for the carrier.

#### The British Columbia Act.

**N**O action has yet been taken by the Provincial Government of British Columbia to modify the obnoxious clauses of the new Companies Act, making it an offence under the civil code for a traveller to do business in the Province, or for a company to transact business by mail, without a license. Every Province in the Dominion has a Companies Act, in which registration and incorporation are provided for. In every case, however, it is provided that selling goods through a non-resident traveller or by mail is not conducting a business within the meaning of the Act. British Columbia alone has made it impossible for the smaller company to have a share in the trade originating in that Province. The effect of restricting business to such companies as are justified in registering is yet to be seen. Local regulations which limit competition and which increase the cost of selling goods can have but one result in the long run. The people of British Columbia will pay the shot.

#### Our Foreign Trade.

**W**ITHIN the past couple of years the products of a numerous group of foreign countries have been granted entry into Canada under more advantageous conditions. Our import records show that these advantages have been utilized to the limit. In return for these concessions Canada has received, at least in some cases, more favorable treatment than formerly prevailed. Especially is this the case with France, with whom a special trade agreement was negotiated; with Germany, which withdrew from its previous antagonistic position; and with the Netherlands, Belgium and Italy. It now remains to be seen whether Canadian producers are going to take advantage of these improved conditions or not; whether the concessions we have made are free gifts or are in return

for real benefits. An export trade is within our grasp. A steamship company is heavily subsidized to give a regular and frequent service to France; another for a consideration plies regularly to Mexico, where it joins with a railway and a Pacific company in giving a joint service between the east and the west. Within the past few months the New Zealand Steamship Company has been organized to give a service between Eastern Canada and New Zealand and Australia. On the western coast, the C.P.R. runs a line of vessels to the Far East. Meanwhile a corps of commercial agents are situated wherever an international trade is capable of development. From the long list of Trade Enquiries that is published each month in INDUSTRIAL CANADA it is apparent that foreign buyers are interested in Canada's products. Unless all past experience is at fault an export trade is essential for the uniform prosperity of a country, so that a trade depression in one region may not shut off the entire market for a line of products. Now would appear to be the time for going after such business. It is good business to get something in return for advantages extended.

#### Western Needs.

**'G**IVEN population and transportation, the western people will work out their own salvation." So said Premier Sifton, of Alberta, in a recent speech. The West is getting both these essentials as no country has ever got them before. All Canada's efforts in the way of attracting immigrants to this country have been devoted to influencing farm workers. Factories might be running at half their capacity for want of help, but no effort was made to bring in artisans. On the contrary, every obstacle and discouragement has been placed in the way of their entry. Not so with those who professed a liking for agriculture. Europe has been beaten up for them; Canada's rare opportunities have been exploited; exhibitions, illustrated lectures, moving pictures, have all been utilized to interest intending emigrants in Canada's western wheatlands. The result has been an influx of a quarter of a million a year into the country, one of the essentials of which is population. That western transportation facilities are being supplied with a generous hand is at once evident on a glance at the three great systems which with trunk and branch lines are making a spider's web of the prairies. The C.P.R., the G.T.P. and the C.N.R. are spending immense sums, not in tapping settled districts so much as in doing pioneer work in uninhabited regions. While this development is taking place in a manner to arouse pride in every Canadian, it should not be lost sight of entirely that all Canada is meeting the expenditures which make this progress possible. Western Canada has been talking free trade a deal of late. Without the population of Eastern Canada, without the varied industries that have built up the country's commerce and cities, how would these expenditures have been possible? When Western Canada talks free trade it sees only the small duty that now is levied on farm implements; it fails to see the

railways, the population, the home market, that that small duty, extended over manufactured goods in general, has made possible and real. Free trade is not half the story, even for the farmer of the West.

### Conservation in Quebec.

**H**ON. JULES ALLARD, Minister of Crown Lands for the Province of Quebec, states that the legislation put into force some months ago, limiting the exportation of pulp wood cut on Government lands, is having its effect. Several prominent paper manufacturers of the United States are negotiating for sites for pulp mills, and it is expected that within the next year several new mills will be established. This is a form of protection which is adding immensely to the wealth of the country. The policy of advancing our raw materials as far as possible to their final state of development as manufactured articles is a genuine work of conservation.

### The Cost of Living

**W**HAT is responsible for the increased cost of living has been the subject of innumerable discussions during recent months. The problem has been put on a more definite basis by the publication by Mr. R. H. Coats, Associate Editor

of the *Labor Gazette*, Ottawa, of an exhaustive report on price changes during the past twenty years. The report, which covers some five hundred pages, is worthy of the closest study by economists and those who find in the rising burdens of life a serious menace to our continued prosperity.

In order that a synoptic view of the facts may be taken, Mr. Coats has grouped 230 distinct commodities under 13 main headings, and he has collected data covering the wholesale prices of the various items for each year of the twenty-year period from 1890 till the close of 1909. These groups were: Grains and fodder; animals and meats; fish; dairy produce; other foods (groceries, fruits, vegetables, etc.); textiles (woolens, cottons, silks, linens, jutes, miscellaneous); hides, leather, boots and shoes; metals and

implements; fuel and lighting; building material (lumber, miscellaneous building material, paints, oils and glass); house furnishings (furniture, crockery and glassware, kitchen furnishings, table cutlery); drugs and chemicals; miscellaneous (furs, liquors and tobacco, sundry). All told there are 114 charts in colors to represent the variations in prices, the information being got for the opening week of each month and an average struck from the different market reports.

A general lowering of prices was indicated during the years from 1890 to 1897. An upward movement then set in, which reached its climax in 1907. A drop took place in 1908, but the upward tendency was felt again in 1909.

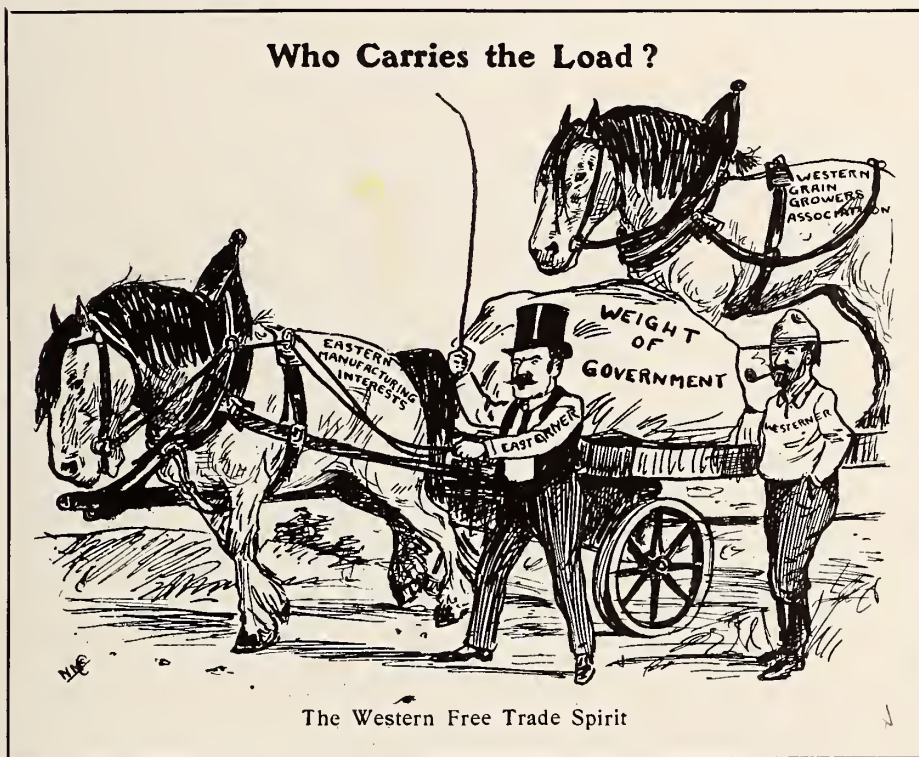
A fact, which is not a surprise, is brought out in the reports. The large increases are almost invariably in food products, the produce of our farms. Increases in certain individual items are larger, where the supply is limited and is decreasing. Furs have advanced greatly; so has lumber, particularly pine. But generally speaking the big

increases are registered against farm produce. Grains and fodder are 50 per cent. higher than the average for the decade between 1890 and 1900. Animals and meats show a similar increase. Dairy produce is 33 per cent. higher. On the other hand, manufactured articles, such as metals and implements, are only a shade over the 1890-1900 average; textiles, averaging all classes and

grades, are only 8 per cent. higher; fuel and articles for lighting scarcely 4 per cent. higher; and furniture 10 per cent. higher. Food products which are not produced by Canadian farmers, such as all classes of groceries, show an increase of only 7 per cent.

The report should give a prompt impetus to the "back to the land" campaign. From its statistics it would appear that the farmer is the only producer who is able to pass on the greater cost of production to the consumer. And yet are we to believe that the cost of farming has increased 50 per cent. in ten years, when we have the figures before us to prove that supplies, implements, clothing, groceries and furniture are costing not more than 10 per cent. more than they did a decade ago? The Canadian farmer is surely prospering.

### Who Carries the Load ?



The Western Free Trade Spirit

### Successful Conciliation.

**T**HROUGH that excellent British quality of not knowing when he was defeated, Judge Barron, as Chairman of the Board of Conciliation which sat on the dispute between the Toronto Street Railway Company and its employees, achieved a notable success in averting a strike when all prospects of peace seemed to have vanished. In his work of conciliation he was ably assisted by Mr. Mullarky, whose good judgment was responsible for the favorable presentation of the company's claims, and by Mr. O'Donoghue, to whose moderation and wisdom is to be credited the restraint and spirit of compromise which characterised the attitude of the men. We must believe that out of the strivings and experiments of many minds some scheme will be evolved eventually whereby the public's interests will be at all times protected against the calamity of strike or lockout on a public utility. Until such a time arrives, however, we must trust to the efficacy of conciliation, which in the hands of the present Board has proved so satisfactory.

### New Trade Routes.

**A**S the time for the completion of the Panama Canal approaches, attention is being fixed on the changes which may take place in the industrial status of North and South America. That the countries which have a coast line on the Pacific will experience a great tide of prosperity can scarcely be doubted. Heretofore the great development in South America has been in the East. Argentina and Brazil have flourished through their accessibility to the commerce of Europe and the United States. Many lines of steamships ply to their ports. Population and wealth have increased by leaps and bounds. But when the Panama Canal becomes the highway between the East and the West; when the commerce of Europe and the Eastern States commences to pass through its gates, the coast line from northern Mexico to southern Chile should come into its own. The transportation facilities which have made the Eastern States will be theirs. An industrial upheaval is more than a probability. That the United States are expecting such a development is shown by the sedulous attention they are paying to the South American Republics. The markets are being nursed with all the care possible. The Union of American Republics has its special department at Washington and periodical trips are taken by prominent officials to conciliate public opinion in South America and to arouse public interest at home. The coming years will reveal a mighty market in the southern half of the American continent. Now is the time to get a foothold. While other countries are vieing with each other in their efforts to get a share of it, it will not do for Canada to be idle. At present we enjoy practically none of the immense commerce of the Argentine, Brazil and the other Eastern Republics. To this will be added before long a great market in the West. It is time Canada was taking counsel with herself how she should enter into this commercial competition.

### Agricultural Possibilities.

**W**HAT is Ontario doing for her own advancement? She possesses a clay belt in her northern regions, through which the new transcontinental is being built, which is capable of satisfying a large population and of producing great crops. What effort is being made to settle this agricultural area? The cities of the province are crying out for more food products. The older areas are not meeting the demands made upon them, not even to the extent that they did some years ago, yet that demand is advancing with great strides. The problem of feeding the people of this continent, with all its acres, is growing more difficult of solution yearly. Obeying the law of supply and demand, the cost of farm produce has soared to impossible heights. The Government of Ontario owes it to the people of the province to make a real effort to meet the emergency. Two methods lie open. One is to increase the productivity of the present farm area, the other is to open up new districts of cultivation. There need be no hesitation about the action to be taken. No conflict exists. Through increased education and more aggressive leadership older Ontario may be made to double or treble her present output. But there still remains the possibility of great development in the northern country which has now been tapped by the railway and which offers splendid opportunities to settlers. With a rich soil, a ready market and easy transportation facilities the country offers all the advantages that make settlement attractive. Are these advantages being made known to the farmers of Great Britain? It is safe to say that Canada's West is known wherever a movement of emigration is under way. The West is magnificent, but the East has its advantages, also. They should be made known.

### An Educational Reform.

**A** CONSTRUCTIVE scheme for improving the work of Toronto's High Schools has been outlined by Dr. L. E. Embree, Senior Principal of High Schools, in a report which he has just submitted to the Board of Education in that city. He makes the claim, which can scarcely be denied, that the tendency of the High Schools under their present system of instruction is to send pupils into professional life. Not enough provision is made for the children who wish to enter commercial, industrial or domestic callings. As a natural consequence many are entering professions to which they are unsuited, to the detriment of the trades or commerce for which they might be particularly adapted.

"The remedy for this," according to Dr. Embree, "is to have in some of our High Schools technical classes for a two years' course and to have the work of these classes correlated to that done in the Technical School, so that pupils could proceed with the higher work of the Technical School without loss of time. If the demand for technical education in Toronto is as great as it should be by the



time the new Technical School is completed, it would not be surprising if our experience should be similar to that of the City of Cleveland, where a large Technical School was filled to overflowing at the beginning of the second year of its existence, although there is also in that city a large School of Commerce.

"The organizing of these technical classes in other High Schools would prevent congestion in the Technical High School, which would then be free to carry on its higher work more efficiently. These classes would, moreover, afford to pupils the needed opportunity of discovering their special aptitudes, which is denied to them under the present organization of the schools.

"Another defect is the lack of provision for pupils to continue their studies beyond the period when they are obliged to leave school and go to work. President Forrest, of Dalhousie University, in giving evidence before the Royal Commission on Technical Education, stated that there was more money going out of the Province of Nova Scotia for correspondence schools than would be necessary to establish and equip several Technical Schools. From prospectuses of correspondence schools that have come into my hands, as well as from information gleaned from other sources, I am convinced that similar conditions exist in this city and province, in spite of our much lauded school system. The remedy in Toronto is to establish night continuation classes in our High Schools, not for a few months only, but for a greater part of the school year. In this city, the centre of educational influences of all kinds, with scores of teachers of all grades ready to aid in the work, only the most meagre provision has hitherto been made for the continued education of those who have to leave school at an early age, or who are beyond the school age."

Hitherto efforts for a more rational school training have come from the outside and have received small encouragement from educationists. The present movement from within marks an appreciation by those who have been in closest touch with the system, of the fact that the great majority of pupils, those who will not or should not enter professions, are not getting the training which will best fit them for their life's work. It should not be necessary for anyone to have to resort to a foreign correspondence school to get an elementary knowledge of the subjects that are required in ordinary life.

### Our Forest Waste.

AN estimate by experts places the loss caused by the recent forest fires in the United States at twenty-five million dollars. The trouble is that the scene of the great conflagration is so far removed from all but a few settlers that the immensity of the loss is not generally appreciated. Yet there is that actual destruction of property at a time when increasing population makes the visible supply of timber at the best all too small. What might not have been done towards safeguarding the forests of the two States affected with a tenth part of the money value of that which has been wiped out practically in a day? Luckily the time for that kind of wanton waste is nearing an end. The public conscience has been roused to the criminality of such extravagance and breach of trust, and before many years are over we may look for the speedy expulsion from office of any Government which shall so squander the public heritage.

The wholesale destruction of forests by fire comes distinctly under the head of preventable loss. Such destruction does not take place in Europe, where they have come to know the value of timber. Not in a generation in Germany would there be such a loss as there was in two States of the Union in a single week. Nor are we in Canada any farther advanced in the science of forest preservation. Not a year passes that a great area is not burned over, either by the carelessness of railway, camper or settler. The blackened woods extending from New Brunswick to British Columbia tell the tale. Stringent measures of reform are urgently necessary.

The removal of dead and tindery branches from beside the railway lines, the rigid enforcement of camping regulations, and a properly organized corps of efficient forest rangers—these requirements are elementary. They must be provided. Canada needs its forests.

### His Soliloquy



Uncle Sam: Now, wouldn't that make a saint mad; I take the new immigrant, turn him into a first-class American farmer when Johnny Canuck takes him from me and makes a good tax-paying Canadian out of him. Wouldn't it jar you?

—From the Montreal Star

### The Convention.

ON September 11th the special trains carrying the excursion party to the West will set out. Every detail has been provided for in advance, so that an altogether enjoyable trip is assured. Without wasting time, sufficient stops will be made to give the party an opportunity of becoming acquainted with several of the more important cities, while a day and a half will be spent at Banff going out, and another stop will

be made at Laggan on the return, thus giving excursionists a fine opportunity to view the scenic splendors of the Rockies, their snow-capped peaks, their beautiful lakes, their precipitous chasms, and their tumultuous cascades. The train arrangements will be of the best. Access to the baggage cars will be possible at all times. When a stay is made at a city overnight, the sleeping cars will be so placed as to be available for sleeping. A daily newspaper will be a feature of the train trip. At Vancouver the members of the British Columbia branch have made preparations which will keep the party busy every minute of the time that they are there. A trip to Victoria is among the probable features of an entertainment which is being entered into with all the wholeheartedness of British Columbians. The Convention itself will be one of the most important in the Association's annals. Subjects will be discussed which will be of the most vital importance to the manufacturers of Canada. On their wise settlement will depend in no small measure the welfare not only of the Association, but of the manufacturing industries of the country. The Association is expanding from year to year. With the increase in membership goes an increase in interests and an increase in the number of ways in which the organization can be of use to the individual members. The attitude of the Association as a whole to the manifold problems which arise in consequence of this extension must be fixed at the annual meeting. That is the Association's time for stock-taking. For this reason it is particularly satisfactory to know that a large attendance is already assured.

#### New Trade Index.

A NEW and complete Trade Index has just been issued by the Canadian Manufacturers Association, a copy of which each member will receive within the next few days. Neither expense nor labor has been spared in the preparation of the present volume. Early in the present year it was decided that in any directory of manufacturers which should be undertaken all manufacturers should be included, whether members of the Association or not. The work was to be adequately representative of Canadian manufacturing industries. This, we believe, has been achieved. The Canadian Trade Index has been published in an edition of 7,500, and contains an alphabetical list of the manufacturers of Canada; an alphabetical list of the articles manufactured in Canada, with the names of those manufacturing them; a French index, a Spanish index, and a section devoted to display advertisements. The entire edition is bound in cloth and presents a handsome and substantial appearance. Of the seventy-five hundred published, twenty-five hundred will be distributed among our members, twenty-five hundred will be sent abroad for foreign distribution, and the rest will be kept for general distribution at home. It is hoped that the demand, which has been expressed frequently during recent years, for a complete directory of Canadian manufactures will be met by this publication.

#### An Exhibition Loss.

A N irreparable loss was sustained through the fire which swept through the British and Belgian courts of the Brussels International Exhibition a couple of weeks ago, practically wiping out of existence the fine buildings and costly exhibits of those two nations. Strangely enough this was the first occasion upon which the British exhibits were handled by the new exhibition branch of the Board of Trade, and reports were unanimous in their statements that never had British manufacturers shown their products to greater advantage. So great was the damage that although the Exhibition will be kept open till the time appointed, the great stream of visitors which previously flowed to its gates has been turned aside. Luckily no injury was done to the Canadian building, although the disappearance of visitors will detract largely from its value as an advertising proposition. The fire has directed attention to the general flimsiness of occasional exhibition buildings and to the necessity of giving more care to the fire-fighting facilities under such circumstances.

#### Visit of British Merchants.

A GROUP of Bristol merchants are visiting Canada with a view to developing trade between Canada and England, with a particular eye to the port of Bristol, which has been brought to a high state of efficiency during recent years at the expenditure of several millions of dollars. The visitors came over on one of the new Canadian Northern Liners, and have already spent a few days in Montreal and Toronto in getting acquainted with what we have to sell and what we are ready to buy. More frequent visits of the same kind would diminish the great advantage the United States now enjoy through their proximity to this market. They know by personal observation what Canada will consume. Now that the ocean trip can be made in five days there is small excuse for ignorance on the part of British merchants of what our requirements are. The present trip promises nothing but good. Canada has shown her appreciation of Bristol's enterprise by establishing a line of steamships making the port its European terminus. Taken in connection with the great influx of British capital during recent years—in the five years ending 1909 it is estimated that over six hundred millions of dollars were invested in Canada—this latest marks a real development in our imperial trade relations. Business men on both sides of the Atlantic have come to an appreciation of the possibilities of trade between Great Britain and Canada which augurs well for the future. The rise of imports from the United States at the expense of Great Britain does not comport with our ideas of Canada's real place in the Empire. Canadians when they have to go abroad for supplies prefer to buy from Great Britain.

## THE WEST AND THE TARIFF

### Some Considerations that Should Enter into a Discussion of Canada's Tariff Problem.

AN organized effort appears to be in progress to convince Sir Wilfrid Laurier that free trade is urgently sought by the farmers of Western Canada. It has not been stated to what extent the delegations which have waited on him at various points represent general opinion, but it is noticeable that the spokesmen are not infrequently emigrants from the United States, whose viewpoint is still sympathetic towards the country of their birth. Howsoever that may be, they have advanced arguments that must be answered; they have demanded a policy which must be opposed.

Western Canada objects to paying toll to Eastern manufacturers, as it puts it. It wants free trade. It also wants a railroad to Hudson's Bay, which will cost thirty million dollars. It wants Government elevators throughout the country. It wanted, and is getting, railroad lines which place Canada easily first of all the countries in the world in the miles of track per capita of population. After railroads were built and conditions made favorable the Canadian people—and the majority of them are in the East still—handed over one hundred and sixty acres of high-class agricultural land to every applicant—and continues to do so.

Now we have the question—and it is not one of sentiment at all; no gratitude is asked for the opportunities which are thus thrown in the way of settlers—we have the question, where is the money coming from? A thirty million dollar railway cannot be built without funds. The Hudson's Bay railroad is manifestly of no value to Eastern Canada. On the contrary, it introduces new competition by giving Europeans a more advantageous route than Quebec or Ontario for marketing their goods in the West.

Then for the work of Government—the administration of the Department of the Interior, the Department of Justice, and all the various branches of public service—where is the money to come from to carry on this work?

When the Western farmer sees the Mounted Policeman patrolling past his farm, when he goes a mile or two to a post office and gets his mail, when he is protected in his life and property by an elaborate organization of law courts, when his crops are made valuable to him because of great public expenditures in bringing him within reach of his market—by the subsidizing of railways and steamship companies—when the farmer sees all these, is he still ready to object to the small share that he pays in the way of taxes to make these conditions possible?

There is just one way to raise a revenue in this country. Direct taxation is an impossibility. The work of Government must be carried on chiefly by the revenues derived from the customs. The manufacturer pays duty on practically everything he imports, the workman pays duty on what he uses. Has the Western farmer a real grievance when he pays 10 per cent. on his agricultural implements?

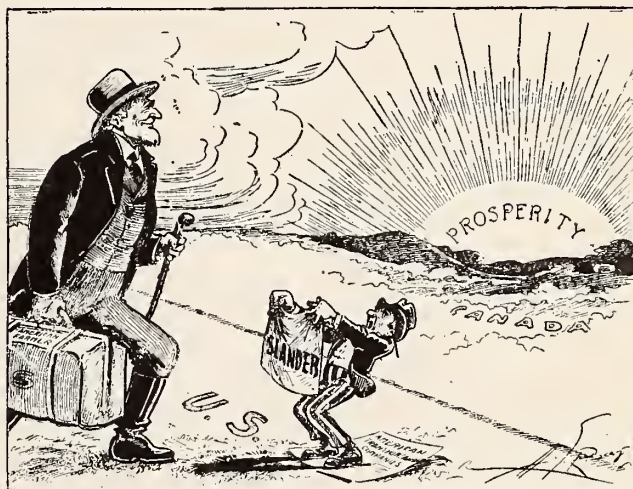
In ten years the farmer has paid no increase in the cost of his farm implements. How about the stuff he has sold the manufacturer?

The good old days of ten cent butter and eggs, where are they? Gone beyond recall. It is recognized that cheap, good products are a thing of the past and that dollar wheat is established in its kingship. The city man, the manufacturer and the workman, pay more—double in many cases—for what the farmer supplies him. They continue to sell the farmer what they produce at the same old price.

In other words, the farmer has reimbursed himself for greater labor costs by hoisting the price of his products out of sight. The manufacturer has met the greater cost of labor by devising labor-saving machinery and by increasing his output.

A Chicago manufacturer recently sized up the situation this way. "Of course I am in favor of reciprocity. Our firm makes goods for the farmer and it sells them in every

### Trying to Hide the Sun From Him



—From the Montreal Star

State in the Union. We have in consequence of our large output reduced costs to the limit. Throw down your tariff bars and we will enter Western Canada and 'burn up' any Canadian competition that we meet." They could do it, too. Yet a Canadian company is manufacturing a similar line of goods, is employing about two hundred hands, and is selling its product as cheaply as the United States company is doing in its own territory.

If the bars came down and the Canadian company was "burned up" what would happen? With a monopoly of the field would the United States company continue to sell at free trade prices? Past history does not warrant us in thinking so. The farmer would pay as much for that article as he does now or more, and he would have a lessened demand, represented by two hundred fewer workmen, for his products.

As a matter of fact, most Canadian manufacturing industries would be "burned up" without tariff protection. Are the farmers of Western Canada ready to face this contingency? Certainly the farmers of Ontario and Quebec are not. It is a great fallacy to believe that the prices

of farm products are dictated by free trade England. Not at all. The farmer in a manufacturing district gets high prices for his products because there is a demand for them at his very doors. If such were not the case butter and eggs, cheese and bacon, poultry and vegetables, would be cheaper here than in England, by exactly the cost of transporting them to that market. But they are not. Farm land near Toronto is worth five hundred dollars an acre. Why so? Because a farmer can afford to pay that much and still make a big profit from the vegetables, the poultry and the other produce which he raises and sells in the Toronto market. The manufacturing industries of Toronto, with their attendant activities, represent the difference. They are what make farming lucrative. The farmer who serves Montreal, Toronto, Hamilton, Ottawa, or any other large urban centre knows what manufacturing industries mean to him in dollars and cents. They mean just what is represented by the difference between a capital value in land of five hundred dollars and sixty or seventy dollars an acre.

Western farmers, when they are being stirred up by free trade theorists, should look beyond the mere saving of the 10 per cent. duty. They should look to their ultimate welfare. If they did this they would see that they cannot shift the responsibilities of Government without loss to themselves; that a uniform national development is worth making some sacrifices for; and that the manufacturing interests which have supported with enthusiasm every measure for making more profitable the farming industry of the West, have a place in the national well-being of Canada.

A development which will give every citizen the fullest opportunity for using the peculiar abilities with which he has been endowed must be our national aim. All men are not suited to farming. The old method in production was to produce the one article and discard the waste. The modern and economic principle is to turn the waste into valuable by-products. In this has consisted many a notable success. Is this not a good principle to introduce into our system of nation-building?

## CAR SITUATION

**Surplus of Box Cars less now than at any time since last December. A shortage possible.**

**T**HE annual bugbear, "car shortage," is at hand. The American Railway Association, in a recent report on car shortages and surpluses, says:

"The beginning of the grain movement is largely responsible for the quickened demand for box cars. The decrease in surplus cars is not confined, however, to the large grain producing sections, but the Eastern and Middle States show large reductions in this class, indicating that the demand has extended to that territory. The Committee recommends to the railroads that they urge the public to make all possible shipments immediately while there is still a surplus of cars. If they will begin their Fall shipments earlier than usual they will postpone to that extent the car shortage which now seems inevitable.

"The Committee also reminds the railroads that the prompt handling of traffic and all empty cars will likewise do much to postpone the shortage."

The situation in Canada is little different from the above. On August 17th there was a surplus of only 554 box cars on the principal railways, the lowest since December, 1909. Orders for new equipment placed during the present years are given below:—

The Canadian Northern Railway.—2,200 box cars, 50 automobile box cars, 50 stock cars, 100 Otis dump cars, 250 Hart convertible cars, 50 refrigerator cars, 20 wooden ore cars, 500 flat cars, 50 cabooses, 100 logging cars, 25 locomotives.

The Canadian Pacific Railway built themselves between January 1st and August 25th the following equipment: 498 30-ton wooden box cars, 1,417 40-ton steel frame box cars, 101 30-ton wooden flat cars, 100 30-ton refrigerator cars, 20 30-ton stock cars.

They had in addition on August 25th on order as follows: 1,236 30-ton wooden box cars, 583 40-ton steel frame box cars, 154 30-ton wooden flat cars, 112 30-ton refrigerator cars, 83 30-ton stock cars, 20 40-ton tank cars, 218 50-ton coal cars, 50 palace horse cars, 5 steel ore cars, 100 steel frame automobile cars.

The Grand Trunk Railway's car construction orders for the current year are as follows: 500 40-ft. steel under-frame automobile cars, 1,000 36-ft. steel under-frame box cars, 500 36-ft steel under-frame box cars, 1,000 twin hopper-bottom steel coal cars, 1,500 36-ft. steel under-frame box cars.

In an article under the caption "A Car Shortage Imminent," which appeared in the November number, 1909, of INDUSTRIAL CANADA, it was pointed out that shippers could do much in times of car shortage to relieve the situation.

Attention was called to the fact that whilst the car service rules provide for a certain time within which to load and unload cars, this time allowance is intended to be used only in cases of emergency. This is the maximum time allowed—a privilege to be used in exceptional cases and not to be taken advantage of. The additional toll of \$1.00 per car per day which the railways have the right to impose for delay beyond the free time in loading or unloading does not represent the earning powers or value of the car either to owners or shippers, especially during car shortage periods. Whilst there was considerable objection to the imposition of an additional toll at first, there is no doubt but that it has resulted in greater care on the part of shippers in ordering cars for loading by specifying the time they are wanted.

Probably the most important thing to bear in mind is—

Don't pay demurrage—it doesn't pay you or the railway. Each and every car is worth from \$2.00 to \$2.50 per day to the railway. It should be worth considerably more to you.

Don't allow the shippers from whom you buy raw material to send you more than you can take care of without delay.

Don't allow cars to stand under load until the free time fixed by the car service rules has about expired.

Don't allow empty cars to stand on your siding after they are unloaded. Notify the agent to have them taken away. If not done promptly report the delay to the proper railway official. You will be serving yourself and the railway company.

Remember that when you load or unload promptly you are serving yourself at some other point.

Notwithstanding the fact that there was practically no increase in the equipment of the principal railways in 1909, the tonnage handled was much in excess of former years. There were very few complaints of shortage of cars. All interested worked together with satisfactory results.

**STEAMSHIP SAILINGS**

- Montreal to Liverpool—  
 C. P. R. Liners, Sept. 1, 9, 15, 23.  
 Allan Liners, Sept. 2, 9, 16, 23.  
 White Star-Dominion Liners, Sept. 3, 10, 17, 24.
- Montreal to Bristol—  
 C. P. R. Liners, Sept. 3, 17.  
 Dominion Liners, Sept. 10, 24.  
 C. N. R. Liners, Sept. 1, 15, 29.
- Montreal to London—  
 Allan Liner, Sept. 3, 12.  
 Thomson Liner, Sept. 3, 10, 17.  
 C. P. R. Liner, Sept. 4, 11, 18.
- Montreal to Antwerp—  
 C. P. R. Liner, Sept. 4, 11, 18, 25.
- Montreal to Glasgow—  
 Donaldson Liner, Sept. 1, 8, 15, 22.  
 Allan Liner, Sept. 3, 10, 17, 24.
- Montreal to Havre—  
 Allan Liner, Sept. 3, 12.
- Montreal to Manchester—  
 Manchester Liner, Sept. 3, 10, 17, 24.
- Montreal to Rotterdam and Hamburg—  
 Canada Liner, Sept. 1, 22.
- Montreal to Dublin—  
 Head Liner, about Sept. 12.
- Montreal to Belfast—  
 Head Liner, about Sept. 25.
- Montreal to Australasian Ports—  
 New Zealand Shipping Co., about Sept. 15.
- Montreal to South Africa—  
 Elder-Dempster Co., about Sept. 25.
- Montreal to Cuba and Mexico—  
 Elder-Dempster Co., about Sept. 15.

**NEW PATENTS**

The following is a list of Canadian patents granted to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada, Russel S. Smart, Resident, from whom all information regarding the same may be obtained:

127072. A. Bellamy, Fort William, Ont., bon car doors.  
 127073. P. Ford, Montreal, Que., machine elements.  
 127074. Geo. J. Ogden, Toronto, Ont., electric ovens.  
 127076. Wm. H. Archibald, Vernon, B.C., handtrucks.  
 127077. Jas. V. Donnelly, Smith's Falls, Ont., thrill couplers and antirattler.  
 127102. C. D. Tilley, Ottawa, Ont., self enveloping writing paper.  
 127106. Annie Collins, Guelph, Ont., knife and fork cleaning devices.

127120. E. J. Boyler, Hamilton, Ont., buttonhole sewing attachment for sewing machines.  
 127130. Emanuel J. Boyler, Hamilton, Ont. Wm. Kohler, Shelburne, Ont. Buttonhole sewing attachment for sewing machines.  
 127150. Chas. L. Chisholm, Marysville, N.B., telephone transmitters.  
 127155. S. Cyr, Valleyfield, Que., trucks.  
 127169. Ed. Grough, Powassan, Ont., machines for pumping water.  
 127184. J. S. Knechtel, Hanover, Ont., safety devices for holding pivotal bins in an open position.  
 127194. C. N. Moisan, Montreal, Que., collapsible boxes.  
 127195. J. Morton, Vancouver, B.C., safety appliances for railway tracks.  
 127219. Jno. Geo. Showes, Winnipeg, Man., combination tables and clothes racks.  
 127223. Wm. G. Stewart, Ottawa, Ont., metal fastener.  
 127225. A. G. Stout, Hamilton, Ont., audible warning.  
 127229. D. Tolton, Guelph, Ont., collapsible paper boxes.  
 127232. W. T. Watson, Vancouver, B.C., cow fenders.  
 127233. H. Wm. Wiebe, Landham, Sask., earth drills.

**INTERNATIONAL EXHIBITIONS**

*Winnipeg, Canada.*—The city of Bristol, Eng., through its Chamber of Commerce, has promised support to the International Exhibition planned for Winnipeg in 1914.

*Turin, Italy.*—The Turin International Exhibition will open in April, 1911. The British Board of Trade has sent out a letter calling attention to it and urging British manufacturers to take part.

**NEW ZEALAND TARIFF DECISIONS**

The following decisions have been given relative to the rate of duty leviable on various articles imported into New Zealand:

Articles.	Tariff No.	Rates of Import Duty.	
		On Foreign Goods.	On goods the produce or manufacture of any part of the British Dominions.
Cards, programme, unprinted, with embossed lettering thereon	161	30 p.c. ad val.	20 p.c. ad val.
Confectioners' rubber moulds	486	Free.	Free.
Drain stoppers of metal and rubber	197	30 p.c. ad val.	20 p.c. ad val.
Gun wads of cardboard	486	Free.	Free.
Handles for paint brushes	439	Free.	Free.
<b>Metals—</b>			
Iron sheets, plain, galvanized, less than ½ in. in thickness	173	1s. 9 3-5d. per cwt.	1s. 6d. per cwt.
Iron, in sheets, plain, galvanized, ½ in. thick and upwards			
Metal threaded screws and metal threaded shanks	485	Free.	Free.
Trimming, swansdown	89	20 p.c. ad val.	20 p.c. ad val.
Wire, metal, crimped	197	30 p.c. ad val.	20 p.c. ad val.

*Note.*—A *surtax* of 2½ per cent. of the amount of duty leviable at the rates given on the above dutiable articles is imposed up to 31st March, 1911.

## PARCEL POST CHARGES

In England the Parcel Post is used as cheap means of sending package goods. Some anomalies.

JOHN BRISBEN WALKER, Chairman of the Committee appointed by the Cooper Union Parcel Post (New York), has a very interesting article in the July number of *Pearson's Magazine* on the above subject under the caption "The People vs. the Express Companies." It points out that postal laws in the United States put a prohibitory rate of 16 cents per pound, or \$320 per ton, on parcels of merchandise sent by mail. The effect of this is to take practically the entire parcel business away from the Government and give it to the express companies. To make its operation doubly sure, while the express companies obligingly carry tons weight parcels, the Post Office is excluded from carrying any package above five pounds. He says:

"The first proof of what may be done in governmental carriage of parcels is found in the work of the German postal parcels service, carrying packages for one-third of a cent per pound—transporting them, if necessary, from one end of Germany to the furthest town in Austria-Hungary—carrying all sorts of parcels up to a hundred pound trunk."

As there is at the present time considerable agitation for an extension of this service within Canada it may not be amiss to lay before our readers just what it is; how it compares with the service between Canada and foreign countries; also how the public is served by the methods adopted by the postal authorities in the United Kingdom.

The domestic service in Canada for fourth class matter, which includes merchandise, such as confectionery, dry goods, groceries, hardware, stationery (including blank books, etc.), not included in the first, second and third classes and not excluded from the mails by the general prohibitory regulations with respect to objectionable matter, is limited to five pounds in weight and 30 inches in length by 1 foot in width or depth, but the combined length and girth of any packet must in no case exceed 6 feet. The rate of postage is 1 cent for each ounce or fraction thereof, or 16 cents per pound, prepaid, subject to a fine of double postage for any deficiency in prepayment. The rate applicable to general merchandise when posted in Canada addressed to the United States is 1 cent per ounces, 16 cents per pound, and the limit of weight is 4 pounds 6 ounces.

### What We Pay.

Closed parcels weighing up to 11 pounds are exchanged by direct mail between Canada and the United Kingdom, Mexico, Bahamas, Jamaica, Barbadoes, Trinidad and Tonago, Leeward Islands, St. Lucia and British Guiana at 12 cents per pound; between Bermuda at 16 cents for the first pound, 28 cents for 2 pounds, 64 cents for 5 pounds, and \$1.36 for 11 pounds, or 12½ cents per pound; between Hong Kong and British Post Offices in China at 16 cents for the first pound, 28 cents for 2 pounds, 64 cents for 5 pounds, and \$1.36 for 11 pounds, or 12½ cents per pound, there being pound rates from 1 to 11 pounds; between New South Wales and New Zealand at 24 cents per pound; British Solomon Islands at 30 cents per pound. Parcels are limited to 7 pounds between Canada and the following countries: Newfoundland, Japan, Grenada and St. Vincent, at the following respective rates, 15 cents, 20 cents, 25 cents and 25 cents. The general regulation as to size is 2 x 1 ft. in width or depth (2 x 1 x 1), with the exception of the United Kingdom, which must not ordinarily exceed 30 in. in length or 1 ft. in width or depth, but in the case of parcels containing golf clubs, umbrellas or articles of a similar form a length of 3 ft. 6 in. is permitted.

### Higher Rates at Home.

It will be observed that it costs 16 cents to send a pound parcel or fraction thereof, or 80 cents for a parcel of 5 pounds by post between any two places in Canada. Compared with this a 1 pound parcel may be sent from any point in the United Kingdom or the countries mentioned for 12 cents, or a 5 pound parcel for 60 cents to any point in Canada. It costs no more to send a pound parcel to Hong Kong than it does to send it from Montreal to Ottawa, and considerably less for a 5 pound parcel, the rate from Montreal to Hong Kong being 64 cents as against 80 cents to Ottawa. It is possible this apparent discrimination in the service has received consideration. If not, it seems reasonable to direct the attention of the Government to it.

An extension of the service in Canada would meet with general approval. It would undoubtedly result in the Post Office Department handling certain classes of traffic which are now sent by other means, giving a better and more desirable service for less money and, it is believed, with profit to the Department. It would relieve our express companies of a certain class of business which they have repeatedly stated at the hearings in the express enquiry they did not want, and on which they are likely to be granted permission to advance rates.

With regard to the service in the United Kingdom, parcel post conveys anything that is not more than 11 pounds in weight and 3 ft. 6 in. in length, the rate being 6 cents for one pound or less, 8 cents for over 1 pound and under 2, with 2 cents additional for each pound thereafter. Eggs, fish, meat, fruit, vegetables, glass, crockery, liquids, butter, cheese, etc., are carried by parcel post to the great convenience of a very large number of people. The Post Office Department maintains in addition to the parcel post an express delivery service, either by special messenger all the way or by special messenger after transmission by post. Special delivery in advance of the ordinary mails is also provided.

### CERTIFICATE OF ORIGIN.

At a recent meeting of the Canadian Section of the British Chamber of Commerce in Paris it was announced that the Chairman and Secretary had seen M. Delanney, Directeur-Général des Douanes, with regard to the refusal of the French Consul in Liverpool to *visa* the certificates of origin issued in England for Canadian goods to be sent to France. M. Delanney had announced his willingness to arrange for such certificates to be *visé*, provided the Chamber could offer him sufficient guarantees that the Canadian origin of the goods would be carefully investigated by the Chamber of Commerce or other authority granting the certificates.

There was reason to believe that the French Consul in Liverpool would now *visa* a new form of certificate recently adopted by the Liverpool Chamber of Commerce, but it was resolved that, should there be further difficulties, the Liverpool and London Chambers of Commerce be asked to insist on production of the original invoices and certificates, and thus to satisfy the demands of the Customs Administration. This is, in fact, the procedure adopted in Liverpool.

### GENERAL REVISION OF PORTUGUESE TARIFF.

The Government of Portugal is preparing a general revision of the tariff, which will double the duties against countries which have no commercial treaties with Portugal, and will increase them from 10 to 30 per cent. against others.

# THE CONVENTION CITY

By Wm. S. Keene

A Survey of the Attractions Presented by Vancouver, the City which has led all Others in Progress during recent years. Manufacturing and other Advantages.

VANCOUVER, B.C., whose reputation as a port of first commercial and strategic importance in the chain of empire is now so freely admitted, occupies the unique position of being by force of geographical situation and physical surroundings destined to be for all time the great entrepôt of the Dominion of Canada on her western seaboard and, as such, well entitled to be styled "The Liverpool of the Pacific."

Washed by the waters of the Japan current, the coast of British Columbia enjoys at all seasons a mild temperature, and

induce tourist travel from Vancouver to rival that of the far-famed Norway.

The actual surroundings of Vancouver are so exceptional as to happily realize the Highlander's ideal for the City of Glasgow, who being asked on his return from a visit to the "Fair," "Well, Donald, and what did you think of Glasgow?" replied, "Och, man, Glesgow wud be a fine place if it was in the country." Now, Vancouver is paramountly a city in the country; from her business centre the mountains are an ever-



Hastings and Cambie Streets (Dominion Trust Building in foreground)

her 7,000 miles of shoreline, stretching on the one hand far inland along beautiful fjords, and on the other blanketed by the great islands of Vancouver and the Queen Charlotte group, while thousands of smaller islands and islets dot the intervening waters, is a scene of continuous interest and ever-varying panorama—the entire surface of the land right up to the snowline of 5,000 feet being one dense mass of forest, almost entirely evergreen, comprising pine, cedar, hemlock and spruce, the underbrush being chiefly vine-maple and fern, while in every direction the skyline is broken by high mountain peaks whose fantastic groupings and kaleidoscopic coloring add charm to the scene, and when better known will doubtless

present attraction; at English Bay you are at a seaside resort; go twenty yards off the trail in Stanley Park and you may be a thousand miles from civilization.

The harbor of Vancouver on Burrard Inlet is one of the finest in the world, and of sufficient extent to afford space for over twenty miles of continuous wharfage. Vessels of any size can find anchorage in safety; the depth at low water at the C.P.R. docks is 26 feet, while the average tide is 13½ feet, there being a depth of 30 fathoms in the stream. The width of the harbor proper is two and a quarter miles opposite Granville St., and ice is entirely unknown.

The present demand for water frontage going hand in hand

with railway construction and the development of manufacturing industries seem to indicate that within a few years the shoreline of Greater Vancouver will not only extend to Port Moody and North Vancouver, but will also include the shores of English Bay and the north arm of the Fraser River.

The Canadian Northern Railway is now actively pushing forward its road from the Yellowhead Pass, and by contract must be in Vancouver by 1914, while it is expected that a branch of the Grand Trunk Pacific will also be built from Fort George or some other point to this city, and in addition the Northern Pacific and Chicago, Milwaukee & St. Paul are likely to be competitors on Burrard Inlet for the traffic which will doubtless ensue from the opening of the Panama Canal and the interim developments, not only of British Columbia

There is every reason to believe that the time is not far distant when iron smelting will be inaugurated near Vancouver, which in its train would naturally be followed by rolling mills, the production of steel, and many subsidiary industries—at present precluded for want of the necessary raw material—as well as ultimately iron-shipbuilding.

The climatic conditions of the Vancouver district being identical with those of Great Britain and the north of France, there is every warrant to predict that the not far distant future will see the textile industries of the Dominion in great part located in British Columbia. Here the wool of Australasia, the cotton of the Southern States, the hemp of New Zealand, and the jute of the Straits Settlements can be landed as cheaply as in Europe; and with the prospect of electric



Trans-Pacific Wharf (C.P.R.), Meeting of East and West, (S.S. Empress of Japan)

but of the neighboring Provinces of Alberta and Saskatchewan, whose grain must flow through this port.

A great impetus is being given to dairying, poultry raising, truck farming and fruit growing in the lower Fraser valley, the Delta lands, and Lulu Island by the nearly completed electric railway (74 miles) from Vancouver to Chilliwack, and other branch lines, while an independent electric instalment, capable of extension to 60,000 horsepower, from the Stave River, is being actively constructed by the Western Canada Power Company, Limited, and will prove a strong factor to aid and induce the extension of industrial enterprise along new lines.

Vancouver occupies an important position as chief centre of the great lumbering industries of the Province, and it is here also where the chief salmon canneries are owned and controlled, as well as the halibut fisheries of Hecate Straits and Dixon's Entrance.

power easily available, and running water all the year round, the introduction of the latest improved machinery, placed under competent management, should make it not impossible to produce many classes of goods at present imported and subject to duties which should, to a great extent, counter-balance the higher price of labor at present existing in the West. A tannery offers an immediate opening. Two great factors in the prospective increase and permanence of Vancouver's population are the mildness of the climate and the educational facilities of the public schools, the latter soon to be supplemented by the erection of the University of British Columbia; while it is further to be remembered that means of travel are constantly becoming more comfortable and that much variety of change may be reached within very short space of time owing to the increasing lines of communication being formed with the city, both by land and sea.

So great is the increasing tourist travel to the Coast that



hotel accommodation in Vancouver is taxed to the utmost almost the whole year round, and not only does this offer a field of enterprise to capital and competent caterers, but there is room for establishing well-managed hostelries at places which might be selected along the coast or at picturesque points beyond the city limits, but easy of access by tram or motor.

Vancouver contains many handsome and commodious buildings in the business section, while the residential districts are bright with evergreen lawns and beautiful gardens, in which roses bloom for eight months of the year.

**Classified Production.**

The production of Bessemer pig iron in the first half of 1910 amounted to 129,208 tons, against 69,906 tons in the last half of 1909 and 99,639 tons in the first half of that year. The production of basic pig iron in the first half of 1910 amounted to 165,984 tons, against 192,853 tons in the last half of 1909 and 165,112 tons in the first half.

**Production by Fuels.**

The production of bituminous pig iron in the first half of



Hastings Street, from Bank of British North America to Winch Block, Vancouver, B.C.

**CANADIAN PIG IRON PRODUCTION.**

The American Iron and Steel Association has received direct from the manufacturers statistics of the production of pig iron in Canada in the first six months of 1910.

**Total Production.**

The total production of all kinds of pig iron in the Dominion in the first half of 1910 amounted to 376,271 gross tons, as compared with 327,449 tons in the last half of 1909 and 349,641 tons in the first half. This is an increase of 48,822 tons as compared with the last half of 1909 and of 26,630 tons as compared with the first half. The production in the first half of 1910 was the greatest in any half year. The following table gives the production since 1907:

	Periods:			
Gross tons.	1907.	1908.	1909.	1910.
First half . . . . .	270,100	307,074	349,641	376,271
Second half . . . . .	311,046	256,598	327,449	.....
<b>Total . . . . .</b>	<b>581,146</b>	<b>563,672</b>	<b>677,090</b>	<b>.....</b>

1910, including a small quantity of ferro-silicon made with electricity, amounted to 368,856 tons, against 314,425 tons in the last half of 1909, and 347,482 tons in the first half of that year. In the first half of 1910, the production of charcoal pig iron amounted to 7,415 tons, against 13,024 tons in the last half of 1909 and 2,159 tons in the first half.

**Furnaces in Blast.**

On June 30th, 1910, Canada had 16 completed blast furnaces, of which 12 were in blast and four were idle. Of this total, 12 were equipped to use coke and four to use charcoal. In addition, three coke furnaces were being built and one coke furnace had been partly erected, and its construction indefinitely suspended.

During the first half of 1910, the total number of furnaces in Canada actually in blast for the whole or a part of the period was 14.

The Canada Sugar Refining Company will erect a factory building in Montreal at a cost of \$18,000.

# WORKMEN'S OLD-AGE BENEFITS

By S. T. Bastedo

The Government Provides a Scheme Whereby at a Minimum of Cost Annuities may be Provided for Old Age. How the Employer is Interested.

IN the course of an article dealing with the question of annuities for workmen under the Government plan, Mr. S. T. Bastedo deals with the relationship of employers to the scheme as follows:

"I need hardly remind you that the problem of what shall be done for the aged employee is one which has for years been agitating the public mind in almost every country on the face of the globe. It has become an urgent one in the modern business world, owing to the universal demand now-a-days for young men. For that reason, and also because the average period of employment has become shortened by a more general use of machinery and the strain from industrial activity, men are forced to retire at an earlier age than was the case some years ago, and the position is intensified by the fact that with improved habits of living and improved sanitary conditions the average duration of life is being lengthened; so that the period of dependence is increasing rather than diminishing. What to do with the wornout worker is, therefore, as I have said, a problem the solution of which is becoming more and more serious, and one that requires and demands the immediate consideration of every conscientious employer and every thinking employee. That we cannot longer be governed by the customs, the usages and the doctrines of the past, must, I think, be conceded. To keep the man on the pay-roll and on full salary would entail not only considerable outlay, but would disorganize the working force. To turn him adrift in his old age, penniless, after years of faithful service, would, it is felt, be inhuman, and what any man with the milk of human kindness in his bosom would shrink from doing. Recognizing these difficulties, certain industrial concerns have for some time sought to solve the question by evolving retiring schemes within themselves, some bearing the whole cost, and some a proportion thereof; and while these have been a step in the right direction, I am afraid that for various reasons they have not operated with entire satisfaction either to the employer or to the employee, and to the former, chiefly, because of the labor and responsibility involved in the judicious care and management of the fund. Under the Annuities Act, these burdens are assumed by the Government at the minimum of cost and with the maximum of satisfaction to both employer and employee, and I believe its provisions may be adapted to their requirements in a manner that a domestic arrangement could not be. I have been in communication with the president of an industrial concern in the State of New York, employing thousands of hands, where a contributory scheme has been in operation for some years, and he informs me his conclusions are that such schemes can only be operated with perfect satisfaction where the Government is at the back of them. The Canadian Government scheme is equitable to all alike, each person enjoying such Annuity, within the scope of the Act, as his contributions, assisted by those of the employer, will purchase—nothing more and nothing less.

## Advantages to Employer.

"The motives which may properly induce an employer to provide for his old employees need not be alone philanthropic or charitable. He might do so for purely business reasons—to avoid frequent changes in his staff, for it is clear such changes are accompanied by an increase in the cost of production; to

promote applications for employment from the highest grade of men, because the best class of men would naturally seek his employment when it became known that he rewarded faithful service in that way, and increased efficiency means increased value to the employer—an increase in the daily output, the production of a better article from the same material, the superior quality of the article creating an increased demand therefor, the increased demand commanding a higher price—and in these days of keen competition the manufacturer who establishes a reputation for turning out superior goods will, as I am sure you will all agree with me, secure and retain the patronage of the best customers. Greater loyalty on the part of the employee would also be promoted, and greater fidelity to the employer's interests would be created. The employee would be more careful in the use of material, would look after it and the machinery in his charge with greater vigilance, and by so doing the loss by waste and expenditure for repairs, which every manufacturer knows is enormous, would be materially reduced. The employee would feel that he had a personal interest in the success of the concern—that his interests and his employer's were identical, and he would discourage strikes, the nightmare of all large employers. I have no doubt many other reasons why the adoption of the Government scheme would be advantageous from a business standpoint will occur to the employer. But the advantages I have mentioned would, it is believed, more than counterbalance the apparent cost to the employer of assisting his men to purchase Annuities.

"The employer may also take a loftier view of the matter. He may think that the wages he pays his employee for the opportunity he gives him of working for him is not the only acknowledgment he should make of his services. He may agree with the head of a large concern in Montreal, who said to me: 'I have in my employ men and women who have been with me for twenty years or more. I have paid them good wages, but I know that for various reasons the majority of them have not been able to save a cent. From the fruits of their labor I have made money. I feel that I am still in their debt, and I intend to purchase Annuities for them.' What, therefore, a man may consider his obligation to be to an employee who has been in his service for a number of years, he may also, and I have no doubt with profit, be willing to admit in regard to the employee just entering his service, or who has been with him for a few years only."

As an example of the proposition, Mr. Bastedo points out that if a man aged 20 will pay to the Government 50 cents a week from age 20 to age 60 (when his payments would cease), a total of only \$26 a year, or a grand total during the 40 years of only \$1,040, the Government will pay him, beginning at 60 and continuing for the remainder of his life, an annual income of \$259.82, an amount which represents a return each year of one-quarter of his purchase money, and equals, less 18 cents, the income from an investment of \$5,200 at 5 per cent.

If he should die before 60, the Government will return to his wife, or his heirs, all that he has paid in, with 3 per cent. compound interest to the date of his death.

If he should die, say, at 59, they would receive \$2,050.32 in cash.

# ONTARIO'S TRUE NATIONAL POLICY IN REGARD TO WHITE AND BLACK COAL

By W. K. McNaught

Mr. McNaught Discusses the Power, Heating and Lighting Problem of Ontario, with Special Reference to the Development of its Immense Water powers and their Actual Money Value.

IT has often been asserted by the opponents of the Ontario Government's Hydro-Electric power policy, that while it might perhaps be all right for the manufacturer, it would be of little or no value to the ordinary citizen.

Objection has also been made, that while this power policy may be of benefit to those towns and cities lying contiguous to the Niagara Falls, it can only be local in its scope, and that therefore the other parts of the Province should not be called upon to contribute towards it in any way whatever.

The first of these assertions has been so often disproved, that I need not do more than point out that, although the manufacturer may primarily be the greatest gainer by this enterprise, it will also beneficially affect in the following ways every citizen residing in any of the districts where cheap Hydro-Electric energy is supplied:

(1) They will be able to purchase electric light for their homes very much cheaper than they get it at present.

(2) The cost of lighting public buildings and streets will be very much reduced, which will be a direct saving to every citizen who pays municipal taxes.

(3) The same thing will obtain in regard to the power used by the municipality for pumping water for fire protection, street cleaning purposes, and household use.

(4) The same thing will also obtain in regard to power used for operating Electric Street Railway Systems, especially those operated under public ownership, in which every citizen has a direct interest.

(5) Every citizen who works in a factory, office or store will be a gainer in health by the substitution of electricity for lighting purposes, and in comfort by the elimination of the smoke nuisance.

As I have already said, these benefits are so self-evident that they have only to be stated in order to convince any fair-minded person that they are absolutely true.

The other assertion, while plausible on its face, has only to be examined to show how unfounded it really is. The Hydro-Electric power policy of the Ontario Government is not confined to the distribution of Niagara power, but is a much larger and far-reaching question than the general public have heretofore imagined, and I desire to take this opportunity of drawing attention to some phases of it which, so far, have not received the publicity and consideration to which they are entitled.

## The Coal Situation in Ontario.

The Province of Ontario is unfortunate in respect of its fuel supply. Although it has an almost illimitable supply of pulpwood and other valuable timber, it is entirely without any coal of its own. True, Canada has magnificent coal beds in the Maritime Provinces, as also in the Western Provinces, but these are of little or no value to the Province of Ontario, inasmuch as the charges for transportation would practically put it beyond the reach of our citizens, except as a makeshift during a fuel famine. Practically every pound of coal used in this Province comes from the Pennsylvania coal mines, and, unfortunately, the corporations that own the coal also own

the railroads over which it has to be transported. With this double-headed monopoly it is self-evident that the citizens of both the United States and Canada have to pay all that the traffic will bear.

In addition to this, another handicap is the duty of 53 cents per ton levied by the Dominion Government upon bituminous or soft coal, and which, as the Customs returns will show, is mainly borne by the people of this Province.

## Fuel Situation in Ontario will Become Worse.

But bad as is the present condition of affairs in regard to the coal situation, it might be, and indeed it will surely be, very much worse, unless we become alive to the situation and conserve our natural fuel resources.

As I have already pointed out, although we have an almost inexhaustible supply of pulpwood and other valuable commercial timber, our supply of hard wood has been wasted to such an extent that it cannot be counted on in the older settled portions of the Province except as a "*dernier ressort*" during a period of fuel shortage, so that, after all is said, the citizens of Ontario are really dependent for their fuel upon a foreign country, and the supply of this vital necessity may be cut off at any time from any one of a number of causes.

(a) A strike amongst the coal miners, such as happened a few years ago, might easily break out again, in which event, while our coal supply might not be altogether cut off, it would probably cost us at least double the present high price. During the last great strike of the coal miners in Pennsylvania coal sold in Toronto at from \$14 to \$20 a ton, and even at that enormous price could only be secured in very small quantities.

(b) In the case of war between Great Britain and the United States (which God forbid), the export of coal to Canada would at once be absolutely prohibited by the United States Government, with the result that the greatest hardship would fall upon the working classes of this Province, who could ill afford to pay war prices for fuel, which could only be obtained from our Eastern or Western Canadian coal mines after a very long and expensive haul. But many will say that there is no fear whatever of a war between the United States and Canada, and they assert that such a thing is impossible in this age of enlightenment and Christianity. My own view is that, although war is improbable, it is not impossible, and one has only to study history, even that of our own country, to understand how such a thing might be brought about from something in which Canada had no interest whatever.

(c) But, even granting that war between Canada and the United States is absolutely impossible, there is still another and a more real danger confronting us in regard to the coal question that we cannot argue away, and that is, that the time is not far distant when necessity will force the United States to prohibit the export of coal and other natural products which cannot be replaced.

There is this difference between a fuel supply taken from the forest and one taken from the mines: In the case of the former, our forests can be scientifically husbanded so as to

ensure a regular and unfailing supply for all time. With coal, however, it is entirely different. Every pound taken from the mine reduces the supply by just that amount. It cannot be replaced again, so that it is only a matter of time, longer or shorter according to the way in which it is husbanded, when the supply will be entirely exhausted.

### Self-Preservation will Force the United States to Prohibit the Export of Coal.

That the people of the United States are becoming thoroughly alive to the coal situation is evidenced from their appointment of a Conservation Commission, which is now making exhaustive enquiry into the natural resources of the United States and how they can best be dealt with for the benefit of their own people.

But, says someone, if even what you say were true, there is little danger of an exhaustion of the coal supply of the United States for thousands of years to come.

In this, however, I am afraid that the wish is father to the thought. About two years ago (May, 1908,) a meeting of State Governors and other distinguished and scientific men was called at Washington by President Roosevelt to discuss the conservation of the national resources. Amongst others who attended this meeting was Andrew Carnegie, and in his address he made the statement that the United States were even then within measurable distance of the exhaustion of their supply of anthracite coal, and he placed the life of the Pennsylvania coal fields at less than fifty years, even at the then present rate of consumption. This statement has since been confirmed by scientific authorities.

"Preservation is the first law of nature," and it is therefore probable that long before the coal in the United States becomes exhausted, the entire supply will be taken over by their Government and conserved in every possible way for the national benefit. One thing is certain, not a single pound of it will be allowed to be exported from the United States.

That this is not an alarmist cry is proved by the published opinion of prominent United States scientists. The Hon. George Ottis Smith, a Director of the United States Geological Survey, and one of the most distinguished officers of the United States Government, has this to say upon the matter, the italics only being mine:

"A glance at the world's reserves of coal shows plainly not only that the United States leads all other countries in production, our annual output being nearly 40% of the total, but also that it possesses the greatest reserves. *Still, in respect to no mineral is there greater need of emphasizing the folly of exporting the raw material. Let us keep our coal at home, and with it manufacture whatever the world needs.*"

Is it not suggestive of the future action of the United States that such a policy should have been suggested by one of the leading officials of the Department of the Government charged with the care of its natural products.

That such a policy as regards coal is neither impossible nor improbable may also be inferred from the action of the United States Government in regard to their beds of phosphate rock used as an agricultural fertilizer. Acting upon the advice of their scientists, in December, 1908, the phosphate lands of the West were formally withdrawn from private entry, in order to conserve them for the use of the people of the United States.

Not only this, but President C. R. Van Hise of the University of Wisconsin is openly urging that there should at once be a law passed absolutely prohibiting the exportation of a single pound of phosphate rock, and he emphasizes this by the statement that the export of this necessity of the farmer would be regarded by statesmen of foreign civilized nations as unthinkable folly.

From the foregoing it will be seen that the trend of the

United States policy, as regards natural products, is conservation for the use of the American people only, and that the very moment they believe that their own needs demand the prohibition of the export of such products, whether it be phosphate rock, coal or timber, they will not hesitate to enforce such a law.

### Ontario's Remedy.

This being the case, what remedy will the people of Ontario have? So far as I can see, their remedy can only lie in three directions.

FIRST.—The application of scientific methods to our great virgin forests, and the reforestation of cleared lands which are unsuited for agriculture.

The application of scientific methods to our existing forests could be quickly brought about, but, unfortunately, only a small proportion of our standing timber is suitable for high-class fuel, and could never take the place of coal, either for heating purposes or for the production of power. In addition to this, the supply is situated far from our present commercial centres, and, even were it suitable, the freight would enhance the price so much as to make its use almost prohibitive.

The reforestation of old Ontario, especially with hard woods suitable for fuel, would be a very slow and expensive process, but it could be done with profit to the community generally, and the sooner such a policy is entered upon by the Government, the better it will be for the future of the Province and for those who will come after us. For not only will such forests produce valuable commercial timber as well as fuel, but they would materially help our farmers by increasing the rainfall, diminish the danger from spring floods, and increase and equalize the flow of our rivers so as to render them more valuable for the development of Hydro-Electric energy.

SECOND.—The exploitation of the immense beds of peat fuel to be found within the boundaries of the Province.

The peat beds of Ontario are estimated to cover approximately 36,000 square miles, an area which would produce about 28,000,000,000 tons of air-dried peat, said to be equal in fuel value to about 14,000,000,000 tons of coal.

So far, however, it has not been found practicable to convert this peat into commercial fuel, but from the results of experiments now being carried on by the Dominion Government and others, there is no doubt that this will be ultimately overcome, and our peat bogs, which are now serious drawbacks from an agricultural point of view, be converted into profitable enterprises, to the great advantage of the Province generally.

THIRD.—The nationalization and development of our water powers.

This has already been taken hold of by the Government of Ontario, under the management of the Hydro-Electric Commission, and they are at present endeavoring to supply the people of Ontario with power as near its actual cost as is commercially possible. This is not only a new but a true national policy, which will ultimately be of advantage to every man, woman and child in the Province of Ontario.

### Extent of Ontario's Water Powers.

Right here it is pertinent to enquire just what is the extent of our provincial water powers, and what is their real value.

Regarding this matter much has been said and written, but we are as yet without any reliable data from which we can give absolute facts, and it may therefore be taken for granted that many of the statements made are mere guesswork.

Thus, regarding the total water power of the entire Dominion of Canada, Mr. Challies estimates the minimum development of our water powers as 25,682,907 h.p., while the Hon. Clifford Sifton's estimate is only 16,696,279 h.p.—a difference

of nearly 9,000,000 h.p. The estimates of the power development of the waters of this Province also show a considerable difference of opinion, as they range all the way from 4,000,000 h.p. to over 8,000,000 h.p.

Professor Fessenden, one of the greatest authorities in the United States, estimates that the Niagara River alone, taking it from its source to its mouth, is capable of developing 6,000,000 h.p., at least one-half of which belongs to Ontario.

In addition to the Niagara River development, there are many other good water powers throughout the settled portions of Ontario, and the following estimate of their capacity has been made by the Engineers of the Hydro-Electric Commission:

St. Lawrence and Ottawa District .....	1,521,526	H.P.
Moira River and tributaries .....	4,900	"
Lower Trent River .....	43,510	"
Upper Trent River .....	17,265	"
S.W. Ontario Rivers tributary to Lake Huron and Georgian Bay and as far north as French River .....	59,483	"
Algoma and Thunder Bay District .....	350,675	"
Rainy River District .....	203,828	"
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	2,201,187	H.P.

In addition to this, we also have the great water powers of Ontario's northern slope to James Bay, estimated by L. V. Rorke to be as follows, and, large as these figures may appear, they are considered by T. B. Speight (himself no mean authority) to be a very conservative estimate:

Abitibi, Black and Frederickhouse Rivers.	359,300	H.P.
Matagimi, Kapuskasing and Groundhog Rivers .....	693,800	"
Missinabi and Opazatiki Rivers .....	292,100	"
Kenogami River .....	98,800	"
Ogoke River .....	216,600	"
Winnipeg and English Rivers .....	370,000	"
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	2,030,600	H.P.

These estimates would, therefore, figure up as follows:

Niagara River and District .....	3,000,000	H.P.
Central Ontario .....	2,201,187	"
Northern Ontario .....	2,030,600	"

Total estimated water powers of Ontario.. 7,231,787 H.P.

As I have already stated, the above figures are only estimates, and our real water-power development will never be actually known until every stream in the Province has been carefully and accurately tested for its minimum and maximum flow of water by competent engineers. In the meantime, however, it will be fair to assume that our water powers will have a minimum development appreciating to one-half of the estimates given above, or say 3,000,000 h.p., which would appear to be a very conservative estimate.

**Value of Ontario's Water Powers.**

On the assumption, therefore, that we can always depend upon our water powers for a development of 3,000,000 h.p., what does this really mean to the people of this Province?

Translated into coal and taking 20 tons of coal as the amount necessary to produce one horse power of energy for 24 hours per day for one year (a very low estimate), it would mean that our water powers are as valuable to Ontario as coal mines capable of producing 60,000,000 tons of coal per year.

Translated into dollars and cents, it means that, taking coal at \$3 per ton, we would have an annual development of power from our waterfalls which, if produced from coal, would cost us \$180,000,000 in cash per year.

It must be remembered, also, that these returns would not be for one year, or even for fifty years, but as long as water follows nature's law to seek the lowest level, which will be for all time.

But someone will at once say that the saving to our people would not be the entire amount of the cost of power, but only the difference between the cost of steam generated and Hydro-Electric power. This is quite true, and this difference has been placed by Professor Fessenden at an average of \$20 per horse power per year, which would amount to \$60,000,000 per annum, if estimated on the 3,000,000 h.p. which our water powers are capable of producing.

These figures are so large as to make it difficult to realize just what they mean, but perhaps their importance can be better understood if the actual value that could be realized from the proper utilization of our provincial water powers is compared with the output of the farms of this Province. The official report of the Department of Agriculture for the Province of Ontario gives the market value of the crops for the year 1908, consisting of Fall Wheat, Spring Wheat, Barley, Oats, Peas, Beans, Rye, Buckwheat, Corn for nuskings, Potatoes, Carrots, Mangel-wurtzel, Turnips, Sugar Beets, Mixed Grain, Corn, Hay and Clover, as having a total value of \$164,077,282, which is considerably less than the actual cash value which could be obtained from our water-power development were it utilized to its full capacity. We boast of the wonderful wheat crop of our great and ever-expanding West, but in our provincial waterfalls we have a Golconda capable of producing each and every year, for all time, an amount of power worth nearly double the present annual value of our western wheat crop, enormous as that now appears to us.

**Present Saving to the Province.**

The figures given above are, as already stated, based upon the full development of our water powers, and the objection may be raised that at the present time but very few of them are developed, and that therefore the estimate of the amount of power which may be obtained from them is merely theoretical and of little practical value.

Owing to the way in which our census returns are made out, it is impossible to furnish an accurate statement of the power used in manufacturing, either in the Province of Ontario or the Dominion of Canada, something which it is to be hoped will be remedied when the new census is taken next year. It has been estimated by Mr. Sifton, however, that at the present time there is a total water-power development in the entire Dominion of 514,890 h.p., which displaces and practically prevents the importation of over 11,000,000 tons of coal per year. He estimates that in the Province of Ontario our present water-power development is 331,157 h.p., which saves the cost of importing 7,285,454 tons of coal per year. So far as this Province is concerned, these figures appear to be very large, and my investigations do not warrant a credit to this source of energy at present of more than 232,000 h.p., which, at the coal equivalent assumed by Mr. Sifton, would be equal to 5,104,000 tons of coal per annum, but even at these reduced figures it is a very satisfactory showing.

In this connection it might be well to note the value of the coal annually imported into Canada, remembering that almost the entire of the bituminous coal is used for generating power which could be produced at far less cost within our own country from water powers which are at present going to waste.

It is worthy of note by the people of this Province that not only do these imports of coal come almost entirely from the United States, but that nearly the entire of the bituminous

Year Ending March 31st, 1909.	Tons.	Value in \$.	Duty Paid.	Total.
Bituminous . . . . .	6,763,352	\$13,151,449	\$3,148,045	\$16,299,494
Anthracite.....	3,059,663	14,034,202	.....	14,034,020
Totals.....	9,823,015	\$27,185,469	\$3,148,045	\$30,333,514

coal is imported by the Province of Ontario, which Province pays into the Dominion Treasury practically the entire amount of the duty levied upon this article. It is also worthy of note that the \$3,000,000 of duty levied upon the motive power of this Province is a handicap which the manufacturers of Ontario have to contend against from which their United States competitors are absolutely free.

### A New National Policy.

As I have already endeavored to point out, owing to its geographical position and its geological formation, this Province is dependent for its coal supply upon the United States, a source that self-interest, combined with self-preservation, must ultimately and inevitably close to us.

With these things staring us in the face, the question arises: What should our people do under the circumstances?

In view of the facts already stated, it must be self-evident that, although there are possible sources of supply in our forests and peat bogs, yet the greatest as well as the best and most immediate available assets of this kind that we have, is the energy that can be derived from our splendid water powers. In proof of this statement I desire to quote just one sentence from the admirable address of the Hon. Clifford Sifton before the Canadian Conservation Commission in January, 1910, when he said: "The flowing waters of Canada are, at the present moment, apart from the soil, our greatest and most valuable undeveloped natural resource. They are more valuable than all our minerals, because, properly conserved, they will never be exhausted; on the contrary, they can be increased."

While the transforming of electric energy into heat has not yet been so perfected as to make it commercially successful, it does not seem unreasonable to assume that long before it becomes absolutely necessary to utilize it for heating purposes, inventive science will have solved even this difficulty and brought it within the reach of every citizen in the Province.

Apart from the heating of buildings, however, the advantages of a cheap and almost unlimited supply of Hydro-Electric energy to the Dominion of Canada, and more especially the Province of Ontario, will be many.

I have already mentioned some of these advantages in a former part of this article, but although highly important, they were only such as concern the citizen in his private capacity. There are others of a national character, however, which should appeal to every patriotic citizen.

As I have already pointed out, the greater part of the power at present used in this Province is generated from steam, produced from coal imported from the United States at an annual cost of over \$16,000,000 in good Canadian money.

Even if the utilization of all of our water powers could not produce more electric power than would offset this \$16,000,000 now paid for steam coal, would it not be wise as well as a patriotic policy to try to keep this vast amount of money

in Canada, where it would be used for the purpose of paying our own artisans and engineers in order to utilize water powers which would otherwise go to waste, instead of sending it to swell the pay roll of United States coal miners or fill the coffers of the coal barons of that country?

As I have already pointed out, however, the potentialities of our provincial water powers are so great as to eventually effect a saving ten times larger than our present coal consumption, large as that may look to us just now.

In my opinion, the day is not far distant when Hydro-Electric energy will be generally used throughout this Province for every purpose for which power is required. Even our present steam railways will be transformed into electric roads, and thus become the largest customers for Hydro-Electric power instead of being the largest consumers of imported coal, as they are at present.

### Ontario's Manufacturing Future Depends upon the Public Ownership of Hydro-Electric Power.

The effect upon the Province of Ontario when the Government's policy of cheap Hydro-Electric power becomes fully realized, must be very beneficial to the great mass of our citizens. Not only will they have cheaper light for domestic and public use, cheaper water, cheaper street car service, purer and healthier air in their dwelling places and workshops, but we will have cheaper power for our manufacturers, which will mean more work and higher wages for our artisans.

The future of Ontario as a manufacturing Province is largely bound up with the power question. If we are to maintain our present position as the manufacturing centre of the Dominion, let alone improve our lead on the other Provinces in this respect, we must not only utilize our splendid water powers to their utmost capacity, but we must also take full advantage of the Government's policy of publicly-owned power; power owned by the people and distributed amongst them at as near its actual cost as possible.

The vital importance of cheap power to manufacturing development is strikingly illustrated by the following extract from the last Census Report (1900) of the United States. (The italics are mine.)

"The total value of the manufactured articles produced in the United States during the year of 1900 was approximately thirteen billion dollars. Five million three hundred thousand wage-earners contributed their labor to produce these articles, and 11,300,000 horse powers were used for manufacturing purposes. Thus, for every wage-earner, 2.13 horse power were used to aid him in producing \$2,452 worth of goods during the year. No other country employed power to an extent at all comparable with this, and also no other country derived such great returns in manufactured articles from its workers. Russia and Spain, which stand lowest in the list of power-using countries (.15 h.p. per wage-earner), produced in value of manufactures only \$440 and \$361 respectively, per wage-earner.

"Canada during the year 1900 produced \$800,000,000 worth of manufactures by the aid of 550,000 wage-earners and 750,000 horse power. For each wage-earner, aided by 1.36 h.p., an average of \$1,455 worth of goods was produced.

*"Evidently cheap power is the most important factor in social economics, and is of similar effect as regards the community which enjoys it, as are the natural resources of raw materials.*

"The following statistics are of interest, as they indicate clearly the relation which exists between manufacturing progress and the use of power.

RELATION OF POWER TO MANUFACTURES IN VARIOUS COUNTRIES  
OF THE WORLD IN THE YEAR 1900.

Countries.	Wage-earners.	Total H.P. used in Manufactures.	Value of Products.	Value of Products per wage-earner.	H.P. per wage-earner.
United States .....	5,308,406	11,300,081	\$13,004,400,143	\$2,450	2.15
Canada .....	550,000	750,000	800,000,000	1,455	1.36
Australia.....	550,000	460,000	500,000,000	900	.80
Switzerland .....	600,000	320,431	300,000,000	500	.54
Belgium .....	1,550,000	630,000	720,000,000	480	.42
Sweden .....	490,000	200,000	280,000,000	572	.41
Norway .....	200,000	80,000	90,000,000	450	.40
Germany .....	10,000,000	3,400,000	4,600,000,000	460	.34
United Kingdom.....	9,000,000	3,000,000	5,000,000,000	556	.33

The importance and value of our great water powers is strikingly emphasized by the efforts that promoters and monopolists are making to secure them before the people become alive to their real value and importance.

On every hand, from the St. Lawrence to the extreme west of Ontario, we find groups of capitalists endeavoring to get their grip upon our water powers, the same as they have already secured upon those of the Niagara River. If this is once permitted, it will mean that, so far as price is concerned, the monopolists will charge "all that the traffic will bear," and the people will for all time have to pay just as much for Hydro-Electric power as they would have to pay were the power generated by steam, and as a result of the possession of these natural monopolies the millions of dollars of saving that will be effected by utilizing our water powers would go into the pockets of private individuals instead of being distributed amongst the people generally. The only relief that they could ever hope to obtain from such a state of affairs would be to buy back at enormous prices franchises which they had parted with practically for nothing.

#### Export of Hydro-Electric Power a Mistake.

Just here it might be pertinent to point out that, so far as the true interests of the people of Ontario are concerned, not a single horse power of Hydro-Electric power should ever have been allowed to be exported from this Province to any foreign country. Unfortunately in years gone by, charters were granted to corporations which not only gave them a practical monopoly of power development on the Niagara River and at Fort Frances, but allowed them to sell a large proportion of it for export; so that even with its broader outlook and larger recognition of its responsibilities to the people, the present Government on taking office found itself confronted by Hydro-Electric monopolies and trammelled by agreements for export, which abuses they have only been partially able to remedy by the adoption of a national and public-spirited power policy which has been emphatically endorsed by the people of this Province irrespective of party.

It is true that we cannot at present utilize all of the power that we are capable of developing, and we may not be able to do so for years to come, and it may look, as some claim, that it is a "dog in the manger" policy to refuse temporary export of something that is only going to waste, and which they claim that we could get back again whenever we so desired.

Could we get it back again whenever we wanted it? I, for one, do not believe that we could. It seems to me that once power has been exported to the United States and great enterprises have been built up in order to utilize it, necessitating large investments of capital, and giving work to a vast number of employees who have become dependent upon these enterprises, that we will have created a very difficult situation. Power is the life-blood of manufacturing, and if we think we can cut off the main artery of all this manufacturing activity whenever we see fit, I am afraid that we shall be lamentably disappointed.

Even were the rigid agreements made before allowing the power to be exported, there would certainly be a very sore feeling engendered were an attempt made to enforce the provisions of such a contract, and a situation might easily be created which would lead to commercial reprisals, if not actual hostilities. Bloody and destructive wars have often been brought about for causes of far less importance than this, and Canadians do not need to go farther back than President Cleveland's Venezuelan message to learn that even a trifling international difficulty can easily be fanned into a flame which will sweep everything before it. Even were there no danger of actual warfare, anyone can understand how the United States might endeavor to coerce Canada by tariff and other reprisals, such for instance as prohibition of the export of coal, raw cotton and other natural products that we must have for manufacturing purposes, which would not only be injurious to our prosperity, but would seriously interfere with the good feeling existing between the people of that country and ourselves.

#### The Present Power Situation.

We are to-day confronted with the fact that at Niagara Falls we have a present export to the United States of 91,000 h.p., and agreements to allow the export of 200,000 h.p. The time is coming, and perhaps it is not so far distant as some people imagine, when we shall need all of this Hydro-Electric power for our own use. Will we then be able to secure its return without commercial or actual warfare? I am afraid not, and it looks to me as if in this case we had, metaphorically speaking, parted with a large portion of the people's heritage for a mess of pottage.

\* \* \* \* \*

What has been done at Niagara Falls, private monopolists have also been trying to repeat on the St. Lawrence, as well as in Western Ontario. It is true that these attempts have temporarily failed, but our people may rest assured that the United States capitalists who desire possession of these great natural monopolies have not given up the fight, but that they will be heard from again, and that in the near future, although probably in a different way.

#### Ontario's Future.

It was the great Lord Bacon who said: "There are three things which make a nation great and prosperous—a fertile soil, busy workshops, and easy transportation for man and goods from place to place."

This wonderful compendium of national philosophy can easily be verified in the Province of Ontario, if our people are only alive to their opportunities and true to the traditions of their race.

We have a soil and climate admirably suited for agricultural purposes, as the statistics of our crops will amply attest.

We have busy workshops manned by energetic and skilled artisans; and we have, generally speaking, by means of our unrivalled waterways and our network of steam and electric railroads, easy transportation for man and goods from place to place.

These things we now have in a moderate degree, but each and every one of them can be very much improved by utilizing to the fullest extent the natural advantages that a beneficent Providence has placed within our reach. I have attempted to point out some of these, and if I have succeeded in drawing public attention to the potentialities of our magnificent water powers, and the wonderful advantages which will accrue to our people generally by the proper utilization of these great natural monopolies, I feel that I shall have been amply rewarded.

# HOW THE GRAND TRUNK HANDLES FREIGHT

By A. Bridle

In the big Freight Sheds of the G.T.R. in Toronto System prevents Chaos. Two hundred and fifty cars a day are handled at this Terminal.

TORONTO is the centre of distribution by rail for Canadian freight. There are two reasons for this. Ontario as a province manufactures between a quarter and a half of the entire output of Canadian factories. Toronto is the natural freight centre for that aggregate taken as a unit. At the same time Toronto herself turns out twenty-five per cent. of the goods manufactured in Ontario. Which some say is a gift of God; others an accident of nature; for it would take a divining rod to discover any basic reason why Toronto is the manufacturing centre of Canada. Certainly there are no particular power reasons, either water or coal; nor any cause why industry should rise up and thank the Dominion Government for having provided such tremendous facilities for getting heavy freight in and out cheap by water from Toronto's septic tank of a harbor.

We must assign two reasons for the freight pre-eminence of Toronto: people and railways. With the former this article has no business—as it would involve an appreciation of the Canadian Manufacturers Association, which in its Ontario branches represents perhaps the thriftiest aggregate of manufacturing population in Canada. But the railways have undoubtedly helped to make Toronto a distributing centre—just by distributing. With that geography undoubtedly had something to do; but by no means everything.

## A Long Caravan.

Now what the Grand Trunk Railway doesn't know about handling freight into and out of Toronto will never make a large book for any but an absolute greenhorn to write. The first railway freight of any consequence in Canada was moved there about sixty years ago; when half a dozen primitive firms in Muddy York borrowed one another's teams and toted enough goods down to the one siding to half fill a box car that had stood there for a week. Take a stroll down to the freight yards of the Grand Trunk any day between four and six p.m.—preferably about five—and you will see a spectacle fit to inspire optimism in any but a blind man. From Simcoe Street to John Street westward extend the freight sheds built four years ago within a few feet of a fifth of a mile. At five o'clock on a good brisk day the outside line, or what is really the tail end of the daily freight caravan of the Grand Trunk, reaches from

Simcoe to John, and from John on a particularly good day almost as far again out to Peter Street—making two-fifths of a mile of freight loads on that side alone; all waiting.

Dodge round the corner and down Simcoe and you follow the line again best of a block down almost to Front Street. There past the butt ends of a mile of team-track cars, both loaded and empties, you follow the quadrangle of freight outward bound, and along the north side of the outbound sheds you gaze again at a similar procession of drays and lorries, all pointed westward and unloading, a thousand feet in length.

So that on a good day—which is almost any day in all but January and February, July and the early part of August—it is safe calculation to say that in the time it takes to walk the distance you may measure the best of a mile of freight teams all unloading into the outbound shed. About forty per cent. of the day's exodus is teamed in before four o'clock. Sixty per cent. is highwaged in between four and six. By a few minutes past six o'clock the last truck is idle and the last porter punching the clock out; before half-past six the sheds are clean empty of all but freight and trucks and the last team dawdling back to the stables.

## A Day's Business.

In car arithmetic this means that every day the Grand

Trunk Railway loads and moves two hundred and fifty cars of outbound freight from Toronto; which on an average of seven tons to a car means nearly two thousand tons. In team arithmetic it means that two big cartage companies have a total of 180 teams steadily employed for the Grand Trunk, hauling both inbound and outbound; averaging each three loads a day each way. The Hendrie Company do all the hauling west of Yonge St. The Shedden Forwarding Company team all east of Yonge. In the two hours between four and six o'clock daily from 140 to 160 teams unload at the outbound shed. A similar number load up every morning at the inbound shed, which is the precise duplicate in size and equipment as the outbound; each a thousand feet long. But a considerable percentage of the teams hauling inbound freight citywards load at the team-tracks, which are all occupied by full car-load lots to single firms and represent the margin of the aggregate by which daily the inbound traffic overtops the outbound from the manufacturing metropolis of Canada; which seems like a paradox, but is nevertheless a practical truth; since the rav



A Long Line of Lorries Waiting Their Turn.



materials all have to be shipped in and they come in bulk, unbroken car lots for the team-tracks.

Thus it comes that the inbound freight is almost a parallel to the outbound; so that by one of these fine laws of commerce neither box cars nor cartage drays need run empty except as a minimum either way. There may be hair-splitting casuists who are able to tell precisely how it is that this compensatory law of traffic leads to the distribution of industries by a sort of unconscious selection. Certainly Herbert Spencer could have explained precisely how it is that Hamilton as a freight distributing centre has come near enough to Toronto to make the old joke about the "ambitious city" lose its point.

But it would keep Herbert Spencer cogitating a good deal faster than a freight train moves if in an hour or so he were required to go over the busy, bustling precincts of the inbound freight sheds of the Grand Trunk at Toronto and from what he might see there figure out the technic of the system.

"Take it from me," said an old official in the office department to me, "freight handling is a science. I've been thirty-six years at the business, and I'm learning something new every day about freight traffic."

### System Runs Smoothly.

Mr. Muirhead, who is just about supreme boss of the freight sheds, confirms that. He has been a quarter of a century



Where the Freight is Moving.

handling trains and teams in those yards, and he has seen the system develop to a point of almost absolute perfection, slowly inch by inch, year by year, and detail by detail, out of a crude haphazardry of a way of doing things, that must have been the rule in freight sheds years ago, and certainly was much the rule up till five years ago in the old freight sheds which gave men and teams no chance to keep things moving adequately and keep out of one another's way at the same time

"Now, what's your chief trouble on this job, Mr. Muirhead?" I asked the foreman.

He looked at me sceptically.

"I mean—where does the shoe pinch the worst?" For if you can only get a man telling you his troubles you are sure to find out much of the truth about his business.

"Well—there isn't any trouble," he said.

"Great Scott! Do you mean to say you can handle hundreds of cars a day in these sheds and do it like clockwork?"

"Well the best way to answer that is to watch it."

So we did; he keeping a thrifty eye on the teams and the door-checkers and the truckmen while he explained the A.B.C.

of the friction-eliminating, time-saving system which begins at the shipping end of a factory uptown, is transferred from there to the floor of the dray and on and on till the last packing-case is snugged away behind its own appropriate chalk mark in the very car it was intended to occupy and no other. Of course, this system didn't originate in a single night. It only came to a culmination during the last four years, since the opening of the new sheds, and it has been a gradual evolution from the brains and experiences and the unmistakable kicks of a large number of men. But it's now working like a clock.

For instance, here are a hundred teams and more strung out in three sides of a huge quadrangle, all waiting to get unloaded into the outbound shed before six o'clock. It's now a few minutes past five. The teams out at the tail end along Wellington Street are resting easy; drivers with nothing to do but chew the rag, blink a little and let the teams automatically step up when a gap comes in the line. There are just so many doors and no more into which all those teams can drive before six. Very likely any ten of them are intended for the same door—or doors—according to the destination of the goods.

### Knows His Job.

Of course, Muirhead is the kind of man that can look at a packing-case and tell you exactly what's inside of it. On a bet he might be able to look off-hand at any given load and tell you to what sundry and various points it is designated on the bill. He has been twenty-five years scanning freight; learning the truth about shippers and teamsters and freight-handlers; might be able to furnish impromptu a pretty fair directory of all the firms manufacturing in Toronto, how they are doing, extensions to their business, and in fact almost anything but the condition of their bank accounts.

But that's for Muirhead, whose explication of the clockwork system began at the teamster edging his team round the corner from Simcoe Street down the driveway between the box cars and the outbound shed.

"What's that driver giving the man at the corner?" I asked him.

"The shipping bill. Every teamster is furnished with a copy of the bill from the shipper; but he isn't supposed to know how that relates to the machinery down here—though it would surprise you to learn how many of these drivers know just about automatically how the things works. To prevent mistakes, however, and to keep teams from blocking one another, that man at the corner takes the teamster's bill. He marks on it the number of the doorway he is to drive into. You see any given load on a dray may have to be dumped at four or five different doorways."

"Why is that?"

"Because every freight train is made up at the freight sheds. Otherwise the freight yards of the Grand Trunk would be as big a chaos as a five-million dollar fire."

"Certainly there's no promiscuous hollering here. I don't see any teams locking hubs; no collisions."

"No, we don't allow any driver to turn his team in this driveway. The rules of the road go here. Every teamster makes the circuit but once. As soon as he's got this bill marked with his first door number he takes it back and drives on to that doorway just as soon as he can get in; hands the bill over to the door checker—ho Bill! Bill." He broke off suddenly. "There's a green driver has dropped a case of batts in the way. Pick it up—out of the road. Yes, once in a while a man will block things for a second or two if he hasn't got his load well on. A lot depends on the teamster. He gets to know when he's loading the best order to put on his load so that he can take it off without losing time."

"I see; by that method a train begins to be made up according to its freight right at the shipping door of the factory."

### Making Up a Train.

"Precisely. The teamster at the factory is the first link in the chain; and the last link is at the shipping point which may be a thousand miles and more from here. If the Grand Trunk teamsters didn't understand that and act on it, do you suppose a freight train would leave Toronto at seven-thirty to-night and land in Montreal ready for unloading by eleven o'clock to-morrow morning, with all the local cars shunted off along the way? But you'll see how that works out better when you slip through the sheds."

The outbound shed contains 165 porters or truckmen; the self-same gang that swung over from the inbound during the day—for the inbound handling begins at seven o'clock and the outbound stops at six; forty-five gang-men or checkers; thirty-five door checkers. This means that to every four men on an average there is one man to keep the bunch moving at top speed, to stave off man collisions in the sheds and the gangways, to see that spilled cases are whopped on again in double quick time and to look after broken cases that need either the slam of the hammer on the spot or quick transfer to the cooper shop or the carpenter shop for repairs. At each door a door checker. He takes from the teamster the bill and marks on it several and sundry other things all necessary in the system, a good part of which is on paper and mightily effective at that. On that bill is the teamster's name; the checker marks the time received at the doorway; the initials of the receiving checker; the car number the goods are to be loaded into; also the loading checker's initials.

So much for paper; all necessary in the system of checks which, as every shipper knows, is worth both time and dollars when it comes to tracing up the transit of a consignment of goods—for any delay of which either the shipper or the railway is ready to blame the other, as is the case with human nature, and always will be. The actual moving operation of the outbound freight shed is first from team to floor; and for that the teamster and the door checker are responsible; second from floor to car—under the care of the porters, the loading checkers and the stowers, who are a sort of car housekeepers, each with a number of cars to look after internally, according to the system; for it would be no use to have the goods hustling like miniature cyclones from dray to floor and from floor to car if, when the truckman gets to his car he finds that its compartments are higgledy-piggledy, with goods intended for Aurora packed in behind goods consigned to Orillia, and so on.

### Preparing for the Rush.

So with a hundred and sixty-five porters trucking like Billy-damned across the floor into the car gangways you begin to see how the clockwork shuffles along. Corresponding to the receiving doors on the team side of the outbound shed are the car doorways on the train side. Here are the trains; side by side five; all lined up and made up during the day according to the geography of Canada. The map of Ontario and parts beyond begins to be traced in the team lines outside. It is all drawn in city by city and town by town and way station by way station in the cars themselves. Half the day the switchmen have been shunting empties down the loading tracks. Here they are in apple-pie order.

Really you begin to have a profound respect for a freight train. Ordinarily the passenger on an express has a sort of disdain for the ugly line of box cars that blocks his view of the landscape or keeps him waiting three minutes on a siding somewhere; gets to think that a freight train is a sort of railroad tramp that has no right of way; and I have even heard men grouch that the railways ought to build special freight lines, leaving passenger trains the exclusive right of way over their own tracks.

But, of course, a tourist isn't a shipper; and if the average tourist should take a stroll at the heels of Mr. Muirhead round the outbound or the inbound sheds of the Grand Trunk at Toronto he would begin to see that there's as much extensive and distributed brains necessary in getting a freight train made up and loaded as there is in moving passengers.

What you see by way of complete order in the outbound shed between four and six p.m. you may see duplicated in reverse at the inbound beginning at seven a.m. Teams which came last night with loads outbound drive in this morning along the side of the inbound shed for loads inbound; same gang of porters and door checkers and unloading checkers; same teams; same order and precision—mostly in perfect duplicate.

So also in the yard at large, if you should follow the curves of the switchmen whose business it is to get empties off team-tracks shunted in to the outbound track; loaded cars off the sidings into the inbound tracks; each and all in respective and proper order, or there is the deuce to pay. And, of course, facilities have been multiplied to help the switchmen on the edge to get the cars where *they* ought to be, just as much as they have been extended to the porters and the checkers and the teamsters on the inside and the city side to get the goods themselves where *they* ought to be.

### A Time-saving Device.

One of the best devices for saving time and trouble in the yards is the method of labelling cars. If the switchman sees a large 1, 2 or 3 on a car label he knows that's for one of the team-tracks; a complete car lot for somebody with full instructions on the label as to what and for whom, and so forth. At a glance even while the car is moving he can tell that much and down she goes to her proper track without his having to go up close and scan out the instructions. So with numbers from 4 to 8 representing various sections of the Esplanade all duly known by the number. C.P. on a label means Canadian Pacific track; on she goes there without delay. WEIGH, in caps., means that a car has to be weighed on the yard scales; over she goes. D signifies down to the Don with her. P for Parkdale; J for the Junction; S for Swansea; and so on.

On the foreman's office end the system reverts once more to paper; especially in the set of advice notices which are done in quadruplicate and constitute a series of receipt checks: Number 1, the merchant's or shipper's copy; 2, the cartage company against the consignee; 3, the railway company against the cartage company; 4, applying to import goods, which again are subjected to a system in the import sheds, quite as rigid and as nearly infallible as obtains in either the inbound or the outbound.

In short, everything that safeguards and elimination of random energy can do to make a science of freight handling in quick time and with reasonable care is done at the Grand Trunk freight sheds in Toronto, which have their duplicates in miniature at any considerable shipping point as well as at divisional points in the Toronto system. The Hebrew who drives in with a load of junk or of old street-car rails twisted like the roots of a tree for consignment to a box car on a team track outward bound has just as much advantage of the system as the regular shipper who has on his payroll a thousand hands. Particular care is taken in selecting the men upon who, after all, any system depends in the ultimate. Most of the porters employed at the sheds are Britishers; good steady chaps who know how to work like beavers and how to take orders.

"And I can usually tell by the gait a man has when he walks away from me," concludes Mr. Muirhead, "whether he is trustworthy or not."

# MAPPING OUT AN ADVERTISING CAMPAIGN

## THE TRADE NEWSPAPER STANDPOINT

By **Horace T. Hunter**

Manager "Hardware and Metal"

### Adopt Definite Plan.

**T**HE first point every advertiser should get firmly fixed in his mind is the class or classes of people he wants to reach, and then he should examine thoroughly the merits of the publications which claim to reach these various classes. Of course he will have decided on some definite appropriation for the year, but instead of dividing this up among all the papers in his line which seem to have merit, he should arrange for a good, strong campaign in the best paper and then take on additional publications until the appropriation is exhausted, with the exception of a small balance for special advertising during the year, as circumstances may arise which would make anything short of a double page spread insufficient.

Too many advertisers make a grave error in not adopting a definite policy with regard to their advertising. The result is they waste a great deal of time during the year and are frequently inveigled into some scheme by some smooth solicitor which is almost valueless to them.

There is a distinct advantage in allotting the bulk of the appropriation at a certain set time during the year, for only in this way can a thorough comparison be made between the publications seeking your business.

Advertisers who are accustomed to place business whenever some clever canvasser puts up a "good talk," frequently find their appropriation exhausted and the best publication has been overlooked.

It will also be found that one fair-sized advertisement in the two or three best publications will be worth more than a "card" in the whole dozen or twenty papers which would comprise the complete list devoted to the field in question.

### Choice of Mediums.

The next question for the advertiser to decide is what paper or class of papers he will use. This would seem to be a very simple matter, but it is remarkable how few advertisers confine themselves to papers which have really a legitimate claim on their patronage; and yet these same men have no difficulty in instructing their travelling salesmen as to firms they are to call on for business, but they seem to forget that advertising is only salesmanship on paper, and that it is just as essential that their advertising should reach the right people as that their salesmen should concentrate their energies on men who are really possible customers.

This is apparently such a truism that it scarcely seems worth mentioning, and yet you cannot pick up a newspaper of any kind without finding advertisements of some firms who stand as little chance of getting results from it as the proverbial camel of getting through the eye of a needle. And the strangest part of it all is that these same firms are either not using the papers which would reach their possible customers, or are only using card space in them.

In practically every line of business there are one or more trade or technical publications which have picked out and segregated the men whose business interests are similar and who are, therefore, in the market for the same kind of goods. These men, possibly only a few thousand, are selected from

the millions who are devoted to other pursuits. They come together of their own volition every week or every month to secure information regarding new methods, new tools, or subjects on which they must have the latest authoritative report in order to compete successfully for business. And while they are deliberating on the goods they will buy, the manufacturer has an opportunity in the advertising pages of placing his proposition before them. The very men, then, your travelling salesmen call on and frequently find difficulty in interviewing voluntarily seek out a paper in which you have an opportunity to outline the proposition you have to offer, and thus pave the way for an order, either through your salesmen or by correspondence.

### Appeal to Dealer First.

But while there are manufacturers who can reach practically all their possible customers through trade and technical papers, there is a much larger class whose goods are sold through the middleman and who will find it advisable to interest both the dealer and the general public.

The dealer, however, should receive attention first. A sales manager's first consideration is to secure a competent corps of salesmen. These men he keeps supplied with suggestions and ideas which will enable them to secure orders from the dealers and which will show the dealer how he can increase his sales in their line. The sales manager must transmit his ideas and his enthusiasm through his salesmen, and they in turn must educate the dealer in order that he may talk effectively regarding their goods to the general public. As there will only be a dozen or twenty salesmen, the sales manager can keep in close personal touch with them. The salesman, however, will only be able to call on the dealers once every few months, and it will, therefore, be advisable to keep reiterating the selling points and merits of goods through the trade newspapers, and inasmuch as the dealer's interest will be divided among hundreds of articles, a campaign to the general public will arouse interest which the dealer, being well informed regarding the goods, will be able to convert readily into orders.

There would seem to be no more reason, however, why the dealer should be ignored and a campaign carried on direct to the general public, than that the salesman should be passed over and an appeal made first to the dealer. Would it not be ridiculous for a manufacturer to say he would pay no attention to his salesmen, but would familiarize the trade with his goods and convince them they were the best in the market, and then when his salesmen called around they would have to take the orders from the dealers whether they liked it or not; and yet those manufacturers are doing virtually the same thing who undertake to force the retailers to handle their goods by creating a demand for them among the consumer.

It would be just as sensible to send your travellers out to secure orders before you had any goods to sell as to send the general public to dealers for goods which they do not carry in stock and with which they are either unacquainted, or at any rate unconvinced that they have real merit.

### The Dealer a Specialist.

The dealer is not a sort of huge slot machine whose capabilities are limited to handing out those articles which are asked for by his customers. He is an intelligent merchant with just as much capital invested in many instances as the manufacturer. He is just as much a specialist in his line as the advertising agency, and just as capable of advising his customers what to buy as an advertising agency is in recommending a list of publications to his clients. His greatest asset is his reputation in his community for handling the best and most up-to-date goods at the right prices. Can he afford, then, to risk the loss of a customer by recommending some inferior line because there would be a larger profit on this one transaction? Truly this would be killing the goose which laid the golden egg.

Convince the dealer that you have the best goods on the market at the price you are asking, and he in turn will honestly and conscientiously advise his customers that after examining other lines he chose this one on which to stake his reputation, and his customers will believe him, for does he not risk the loss of their trade if his judgment should be at fault?

### Why Agencies Oppose Trade Newspapers.

The advertising agency, however, is almost entirely to blame for initiating this policy, and many of the agencies in Canada and the United States are still endeavoring to demonstrate that any advertising which is not done direct to the general public is wasted. In many cases they do not come out openly against trade newspapers, but try to "damn them with faint praise."

There are three reasons for this attitude on the part of advertising agencies.

In the first place trade newspapers do not pay any commission; secondly, the preparation of copy is more onerous; and in the third place, it is harder to produce enquiries through trade newspapers than through mediums reaching the consumer.

### Producing Enquiries.

It is not surprising that advertisements in mediums of general circulation will pull more enquiries than in trade newspapers. The one advertisement appeals to people whose one chance of securing free sample or fuller information is by sending in enquiry, whereas the dealer knows that if the article advertised really has merit he may expect very soon a call from a salesman sent out by this firm, or else he can secure full information regarding it from one of the jobber's salesmen who call regularly on him. He is also a little reluctant about sending an enquiry, for it is a common practice of many firms to immediately despatch a salesman to follow up each enquiry, in which case the dealer feels somewhat obliged to place order. Enquiries from the general public, when they are sincere, are usually for articles which they wish to buy at once, while the dealer probably has similar article in stock and can only be induced to buy another line when its superiority has been demonstrated.

Advertising agencies, however, find that the advertiser will give them credit for the number of enquiries they can pull, but arousing the interest of the dealer through trade newspaper advertising—which must mean in many cases the difference between the salesman securing an interview and being told the dealer is too busy to see him—is a more intangible thing and more apt to be overlooked.

### Preparation of Copy.

In most cases in Canada there is only one, or at the most two, trade newspapers devoted to any one line of business. This means that special copy has to be prepared for almost every trade newspaper used, whereas in mediums of general

circulation it is only necessary to prepare two or three pieces of copy, one for the magazines, one for daily newspapers and one for the country weeklies.

### Trade Newspapers Pay no Commission.

This is a matter of special importance to the agencies owing to the fact that the best trade newspapers will not allow any commission, while the newspapers and magazines allow from 15 to 33 $\frac{1}{3}$  and in cases even 50 per cent. commission.

It is not to be expected, then, that the advertising agencies will spend any more time than they can help on trade newspaper copy.

### Commission Basis all Wrong.

But advertisers must realize that the principle of allowing agencies to place business where they can secure the largest commission is all wrong, and must eventually be superseded by some better arrangement. A strong agency may not be influenced as largely by monetary considerations as a weak agency which is finding difficulty in meeting its payments, but, on the other hand, the strong agency, owing to the number of accounts it controls, is more inclined to play the part of the little tyrant and dictate terms which are entirely unfair to struggling newspapers, which frequently get the business not because they have the best proposition for the advertiser, but because they are willing to accept the business at any price.

At any rate the advertiser is not so much interested in the amount of commission the agency can secure as he is in seeing that the best mediums are chosen for his line of goods.

A few months ago one of the largest, if not the largest, advertising agency in the United States wrote to two Canadian trade newspapers for rates on certain amount of space for a Canadian wire fence manufacturer. The paper which covered the field thoroughly refused the discount demanded by the agency and as a result received an order for \$60, while the other paper, which had practically no standing or circulation among the trade, agreed to give the commission demanded and received an order for \$100 for smaller amount of space. That this latter paper was valueless was proven by the fact that within a month, and before the first advertisement was to appear, it had ceased publication, and no person could be found who was willing to pay a dollar for one assets.

I will not say whether this large and reputable agency erred through ignorance of the real standing of the papers or through a desire for larger commission. They can choose whichever horn of the dilemma they like.

### Supervise Choice of Mediums.

The moral is, however, that the advertiser should give the same attention and supervision to the buyer of advertising space that he would to the buyer of raw material and supplies for his plant.

### Dealers Can Create Business.

Most manufacturers have too low an estimate of the intelligence and power of the retail trade. Because some dealers have told their travellers their prices were too high they have jumped to the conclusion that the trade only wanted to handle cheap goods. They do not consider that it is their duty to convince the trade that their goods are worth the price they are asking and that the same arguments which induce the dealers to buy will most likely be used in turn by them to make sales to the general public. A splendid instance of the subservience of price to "quality talk" is the following incident. A man who had once been a clerk in a hardware store, but had evidently met with hard luck, glancing at the goods displayed at the front of a store, walked in and asked the proprietor to let him have a steel door mat, marked \$1.25, on credit for a few hours. He gave it to him, and in about an

hour he came back and announced that he had sold the mat for \$1.75. He paid for the first and asked for another one, which was readily given. During the day he sold nine of these mats at \$1.75 each, in spite of the fact that the hardware dealer had these same goods marked in his store for \$1.25. Surely this illustrates the field there is for dealers and their clerks to create business in their locality if manufacturers will only impress on them the talking points for their goods.

### Circulars vs. Trade Newspapers.

Now let us consider what is the most economical and most effective way of arousing the interest of the trade and securing their co-operation.

Two methods of reaching the trade are open to every manufacturer: first by circulars and second by trade newspaper advertising. I eliminate travellers, for it is neither practicable nor advisable to take up any more of their time than is absolutely necessary with the preliminary work of giving the dealer a general idea of the goods for which they are endeavoring to secure orders. The business of the salesman is to clinch the order, and the less time he has to take up with manoeuvring to get a hearing and then fighting for recognition of his firm the more firms he will be able to call on and the more orders he will be able to close each day.

Circulars are favored by some manufacturers because of the large number of direct replies they bring, but if these same manufacturers would send out in circular form a facsimile of some of the advertisements they run in their trade newspapers, I wonder how many replies they would get? Manufacturers seem to realize the importance of getting out attractive circulars, but are unwilling to spend a few extra dollars to make their trade newspaper advertising forceful and effective.

Then consider the cost of circular campaign. To send out 5,000 circulars would cost at least \$160 for postage, printing, stationery and addressing. Thus twelve circulars in the course of a year would cost \$1,920. This would pay for a double page spread every week for the year, fifty-two insertions, in such a trade newspaper as *Hardware and Metal*, and every other issue the advertisement could be printed in two colors. The advertisement would be the more effective, too, because statements made publicly in an advertisement, where every competitor may see them, challenge contradiction, whereas statements in circulars are frequently exaggerated.

Moreover, circulars reach the dealer at the very busiest hour of the whole day, while the trade newspaper gets his attention some time during the week when he has an hour or two to spare and knows there is nothing pressing for his attention.

### Frequent Excuses.

Why, then, do not manufacturers use space more generously in the best trade newspapers?

We have already dealt with one of the most important reasons, namely, that some manufacturers have been induced to spend their whole appropriation in a campaign to the consumer in the hope that they would force the dealer to handle their goods.

Another frequent excuse given by manufacturers is they have tried it but received no results. In most cases the "trial" consisted of a "card" advertisement giving the name and address of the firm and a list of the goods manufactured. There is only one chance of an advertisement of this kind bringing results, and that is if a buyer who saw the card happened to be in the market for some of the goods given in the list and did not know any other firms in this same line of business, for if he did know another firm it is more than

likely he would know more about the quality of goods they made than was given in this so-called advertisement.

Another reason for not advertising is: "My goods are practically the same as my competitors' and do not lend themselves to advertising. Now, if I was manufacturing stoves or paints I would use pages and double pages every issue." I have often wondered what this man would say if one of his travellers gave this excuse to him for not getting business.

In the rare instance where goods are practically the same there is always the question of being actually able to fill the order and give quick delivery, which is in itself an important consideration and furnishes a text for a good, strong series of advertisements.

But probably the reason which would include the largest percentage of manufacturers is that they are agnostics in the advertising sense of the word. They do not know and they have never thought it worth while securing sufficient information to form an intelligent opinion on the matter. The question has come up a score of times, but has been put off to some more convenient season, or they have adopted what seemed to them to be a safe middle course, and have taken a page in some special number.

But the question will not down, and every manufacturer owes it to himself and to his business to secure full information and form some definite line of policy.

### How to Judge Trade Newspaper.

How, then, is an advertiser to judge a trade newspaper? I would say by its contents and by its circulation. If you are familiar with the field the paper covers you will know at once if the subjects it discusses, and the news it publishes, are such as induce your possible customers to read it each issue.

A good test for any trade newspaper would be: Take a dozen or twenty good firms who should subscribe for the paper and have your traveller call on them and ask them to see a copy of the latest issue. If the paper is worth your support the majority of these firms will be able to produce the latest copy, and it will have the wrapper torn off it, showing that they were anxious to read it as soon as it was received. This test is worth more than any statement of circulation, for it will show not only that these men subscribe for the paper but actually read it.

But it is not sufficient that the right mediums should be selected. Advertisers must pay more attention to the copy which is placed in the advertisement. They must realize that it requires just as much skill and time to draw up a series of advertisements as to draw the plans and detail for a factory. Firms who would not keep in their employ for twenty-four hours a shabbily dressed salesman with an impediment in his speech have no compunctions about running week in and week out the year through an advertisement which says nothing, which could not be said with equal truth about any of their competitors' goods.

One of the chief reasons why some of the large advertisers in the United States are piling up such immense fortunes is not because they are using any particular class of papers, for these same papers are being used by many advertisers who are merely marking time, but because they are putting into their copy the very best brains that money can buy.

Every advertiser, then, should make a careful study of his field, and if he finds he can secure one or more good, live publications which will reach his possible customers, let him engage a competent copy writer and then arrange for a generous advertising campaign in these papers, and he need have no fear about such a campaign not being successful, for it will be an inspiration first to his own salesmen and the jobbers' salesmen, and then to dealers and clerks in every part of the country in which the paper circulates.

# TEN STOREYS UP IN TEN DAYS

The Erection of Steel Structures for Buildings is a Race Against Time. A new Record by the Canada Foundry Company.

Height ..... Ten Storeys  
Work Begun ... July 19th  
Finished .... August 4th  
Tons of Steel ..... 650

"Watch it!"

This legend, prominently displayed on the Yonge and Richmond Street frontage, calls the attention of the throngs of passers-by to the big building now in course of erection for Ambrose Kent & Sons.

And thousands of people linger to watch the men at work far aloft, to see the small but powerful engine lift massive girders to the top of the maze of steel columns, and marvel at the daily progress that is made in the work of erection.

It is nothing less than marvellous to the layman the speed with which the thirty men employed on the great building are placing the massive girders, columns and beams in place and connecting them up with stout rivets. Work began on the 19th of July, and the construction department of the Canada Foundry Co. calculated that the 650 tons of steel which con-

## SONG OF THE IRON WORKER.

*Well, gentlemen—swell gentlemen—in your frowsy, dowsy clubs,*

*Take note o' me an' Bill McGhee, an' twenty other dubs,*

*Who's stuck agin the sky line, like flies agin a wall—*

*Ho, think o' me an' Bill McGhee, an' watch us as we crawl*

*Around the bars, between the stars, an' up the shafts o' day;*

*You can hear the gang when the hammers clang, an' the bullgines hoist away!*

*Ho, give us a job to fix the moon; to tinker the golden stair;*

*Give us a chance an' see us prance along a path o' air;*

*We'll hang for hours by our teeth to flowers that grow in the turquoise bed,*

*An' rifle a seine thru the silver rain for the tears that the angels shed!*

*A. D. Runyan, in N. Y. American.*

stitute the framework of the big ten-storey building would all be in place within ten days, but one or two slight and unavoidable delays have prevented this. Also the sad mishap by which George Van Wagner lost his life has set the work back a couple of days.

### Nervy Workmen.

It is a study in sheer nerve and unshaken cool-headedness to watch the score or so men aloft on construction work. They step along narrow beams, girders and ties a hundred or so feet above the ground as nonchalantly as if they were treading the sidewalk on Yonge Street. Fear? They know nothing of it. "That chap," said Construction Foreman E. Jeffries, pointing to a slim, wiry, young chap, "is the nerviest I ever had on a construction job. He can make his way any-



Erection just begun, July 27th



As it appeared next day, July 28th

where aloft. I've got a good crowd on this job. Fear is an unknown sensation to them. I have almost to warn them to be careful of themselves."

In the middle of the planking that forms the temporary floor of one of the storeys of the big building stands a man heating rivets at a portable forge. He catches the glowing pieces of iron out of the fire with a pair of tongs and throws them unerringly to the riveters, who connect up the columns



And 24 hours later, July 29th

at the corners and sides of the building. Every rivet reaches the spot for which it was destined, the man there catching it in one of the wooden barrels in which the bolts are usually packed. The aim of these chaps would shame that of a first-class ball player.

Down on the ground floor a little steam engine puffs and groans as it lifts the big pieces of steel away aloft amongst the maze of planking and steelwork. Small as that piece of machinery looks, it can perform aviation stunts with a load of 25,000 pounds. It has facilitated the handling of 1,456,000 pounds of steel now in position in the building.

#### Corner Supports.

At the corners of the building and in the sides are huge columns that extend up two storeys, five of them being placed on end to reach to the top of the tenth storey. These huge pieces of steel weigh 10,850 pounds each, so that the complete ten-storey-long column weighs 54,250 pounds. This immense weight is carried on concrete columns that extend away down 25 feet through the soft earth to bed rock.

The Company was under penalty of \$300 a day to complete the work in ten working days from July 19th.

The pictures show very plainly indeed the rate at which the work was pushed, the photographs being taken on the days shown. The men shown in one of the photos are: Paul Losee and George Van Wagner, on the top of the derrick;

Foreman Edward Jeffries, Alfred Riley, George Ford, sr., and J. Livingstone, who are engaged erecting the derrick on the sixth floor on the fifth day of the work.

#### FARM IMPLEMENTS IN RUSSIA.

In 1886, the earliest date for which statistics are obtainable, 4,097 tons of agricultural machinery were imported into Russia, and of this 80 per cent. was estimated to be of British origin. In 1890 the total had reached 7,520 tons, but less than half was British. In 1900 the total was 38,035 tons, of which 9,712 tons only were British. In 1907 the total imports were 74,603 tons, of which 11,230 tons were British. For 1908 the details are not obtainable, but the gross total was less than in 1907, viz., 67,780 tons. For 1909 the total was about 100,000 tons.

#### CANADIAN ANNUAL REVIEW.

Another number of the Canadian Annual Review has been issued by the Annual Review Publishing Co., Toronto, and it is characterized by all the excellences which have gone to make the previous editions so valuable. It is the only annual which we have that carries on a record of the life of Canada in all its different phases. Chapters are devoted to the work



The Construction on Aug. 4th

of Parliament, the more prominent political events of the period, the progress in manufactures and other industries, financial movements, etc. The book is adequately illustrated and well bound, and deserves a place in the library of all Canadians. It will serve in the future as the basis of any history of Canada which may be produced. As a fitting appreciation of the work Lord Strathcona has done for Canada, the present work is dedicated to him.

# CHANGES IN FREIGHT RATES DURING AUGUST

List of Freight Schedules Filed with the Board of Railway Commissioners During month of August, 1910.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Canadian Pacific Railway.</b>				<b>Grand Trunk Railway.</b>			
E. 1868 Cancels	E. 1458 Cancels	Sept. 12, '10	Pulpwood, c.l., C. P. stations to points in the U. S.	Sup. 6 E. 1800	Sup. 6 C.M. 12	Aug. 12, '10	Chain iron, St. Catharines, Ont., to Fredericton and St. John, N.B., via Montreal.
E. 1834 Sup. 8 E. 1176	E. 1424 Sup. 8 E. 1176	Aug. 10, '10	Commodities, C. P. stations to points in Maritime Provinces.	E. 2087 Cancels	C.E. 13 Cancels	Sept. 15, '10	Exceptions to Official Classification.
E. 1863 Cancels E. 1721	E. 1453 Cancels E. 1308	Aug. 16, '10	Cartage charges at various points.	E. 745 E. 1601 E. 1959 E. 1966	C.A. 15 C.E. 9 C.E. 11 C.E. 12		
Sup. 6 E. 1480	Sup. 6 E. 1065	Sept. 10, '10	Commodities from Detroit to various points.	E. 2091 Cancels E. 18 E. 437 E. 1412 E. 1446	C.L. 35 G.A.J. 1 G.G. 15 16 18	Sept. 12, '10	Live stock between G. T. local points; also C. P., M. C. and P. M. Rys.
E. 1864 Cancels E. 1772	E. 1454 Cancels E. 1362	Sept. 10, '10	Empty barrels (returned), St. John, W. St. John, Quebec and Montreal to Seattle, Wash., 75c. per 100 lbs., via Vancouver.	445 452 666 782 1048	C.L. 3 10 16 25 26		
E. 1858	E. 1448	Aug. 17, '10	Between stations in Eastern Canada and Port Arthur, and ports of call on Lake Huron and Georgian Bay.	Sup. 72 E. 1210	Sup. 72 C.F. 83	Aug. 9, '10	Lumber and forest products, c.l., between points in Canada.
Sup. 2 E. 1675	Sup. 2 E. 1262	Sept. 14, '10	Commodities from stations in Ontario to points in New England.	Sup. 5 E. 1800	Sup. 5 C.M. 12	Aug. 9, '10	Commodities, G. T. stations to points in Maritime Provinces.
E. 1866	E. 1456	Sept. 12, '10	Live stock between points on the C. P. Ry.	Sup. 7 W. 213	Sup. 7 1612	Sept. 15, '10	Class and commodity, G. T. stations west Detroit River to points in Canada.
E. 1859 Cancels E. 1109, 1110, 1419	E. 1449 Cancels E. 693 694 1003	Aug. 27, '10	Class and commodity between Eastern Canada and points in the Northwest.	Sup. 2 E. 2045	Sup. 2 C.O. 67	Aug. 22, '10	Iron ore, c.l., Midland to Drummondville, \$2.75 per gross ton.
E. 1877	E. 1467	Aug. 23, '10	Iron commodities, points in Eastern Canada to Vancouver, Victoria, Nanaimo and Westminster, B.C.	Sup. 4 E. 996	Sup. 4 C.S. 7	Sept. 2, '10	Sugar, c.l., Berlin, Ont., to points in Maritime Provinces.
Sup. 8 E. 1575	Sup. 8 E. 1161	Aug. 31, '10	Arbitrarities from C. P. junctions to points east and south of Montreal.	<b>Transcontinental Freight Bureau.</b>			
E. 1857 Cancels E. 1781	E. 1447 Cancels E. 1368	Sept. 5, '10	Lumber and forest products, Atlantic Div. C. P. R. to points in U. S.	Sup. 7 268	Sup. 7 5 F.	Sept. 15, '10	Class and commodity, Eastern Canada to North Pacific Coast terminals.
E. 1855 Cancels E. 1676	E. 1445 Cancels E. 1263	Sept. 6, '10	Commodities, C. P. stations to points in U. S.	278 Cancels 270	1 L. Cancels 1 K.	Oct. 10, '10	Class and commodity, eastern shipping stations to California terminals.
E. 1851 Sup. 1	E. 1441 Sup. 1	Sept. 6, '10	Classes, C. P. stations to Western U. S. points.	Sup. 8 268	Sup. 8 5 F.	Oct. 10, '10	Class and commodity, points in Eastern Canada to North Pacific Coast terminals.
E. 1786	E. 1374	Aug. 7, '10	Reshipping and stop-off arrangements.	<b>Canadian Northern Quebec Railway.</b>			
<b>Wabash Railroad.</b>				373	237	Sept. 1, '10	Paper commodities between local stations; also to points on connecting line.
492 Cancels 397	A. 9932 Cancels 9932	Aug. 15, '10	Sugar beets, c.l., Wabash stations to Wallaceburg.	<b>Philadelphia and Reading Railway.</b>			
				302		Nov. 1, '10	Classes, P. & R. stations to points on G. T. Ry.
				301		Nov. 1, '10	Classes, P. & R. stations to points on Ottawa & New York Ry.



C.R.C.	R.R. No.	Effective.	Description.
<b>New York Central and Hudson River Railroad.</b>			
Sup. 1 1419	Sup. 1 A. 14170	Sept. 15, '10	Class rates, Niagara frontier stations to points on C. P. and G. T. Rys. in Ontario.
Sup. 2 1517	Sup. 2 A. 15128	Sept. 1, '10	Classes, New York to points on O. & N. Y. Ry.
1725 Cancels 1486	A. 17644 Cancels A. 14724	Aug. 15, '10	Classes, N. Y. C. stations to points on Ottawa Div. G. T. Ry.
1702	A. 17067	Sept. 10, '10	Fire brick and fire clay, c.l., N. Y. C. & H. R. R.R. stations to points on G. T. R. in Quebec.
1748 Cancels 1640 1755 Cancels 1582	A. 18027 Cancels A. 16253 A. 18110 Cancels A. 15673	Nov. 1, '10	Classes, N. Y. C. stations to points on the C. P. R.
1758 Cancels 1155	A. 18157 Cancels A. 10662	Nov. 1, '10	Classes, N. Y. C. stations to Kingston, Ont.
<b>Nitrate of soda, c.l., New York to Copper Cliff, Ont.</b>			
<b>Pennsylvania Railroad.</b>			
J.J. 32 Cancels J.J. 28		Sept. 5, '10	New iron or steel rails, c.l., P. R.R. stations to points in Canada.
G.O. 255		Aug. 27, '10	Alum in bbls., c.l., Philadelphia to East Angus, P.Q., 22c. per 100 lbs.
Sup. 2 H. 2		Sept. 15, '10	Glass bottles, c.l., Millville, N.J., to Montreal. Cancelled.
H.H. 3		Sept. 15, '10	Glass bottles, c.l., Millville, N.J., to Montreal, 26½c. per 100 lbs.
F.F. 1 Cancels D.D. 7		Nov. 1, '10	Wet paint, c.l., Newark, N.J., to Montreal, 24c. per 100 lbs.
265		Sept. 19, '10	Building and roofing paper, c.l., Erie, Pa., to points on the C. P. R.
264		Sept. 19, '10	Potters' clay and sand, c.l., Ernston, N.J., to Belleville, Ont., \$3.50 per ton of 2,000 lbs.
<b>Central Railroad of New Jersey.</b>			
425 Cancels 282		Sept. '10	Classes, C. R.R. of N. J. stations to points on G. T. Ry. in Canada.
427 Cancels 377 and 378		Aug. 31, '10	New iron and steel rails, c.l., Bethlehem, Pa., to points in Canada.
436 Cancels 347		Sept. 17, '10	Classes, C. R.R. of N. J. stations to points on the G. T. Ry.
<b>Southeastern Mississippi Valley Association.</b>			
12 Cancels 7		Nov. 1, '10	Class and commodity, Southern States points to points in Canada.
<b>Chicago and Eastern Illinois R.R.</b>			
57	5000	Nov. 1, '10	Classes, C. & E. I. stations to points in Canada.

C.R.C.	R.R. No.	Effective.	Description.
<b>Michigan Central R.R.</b>			
1690 Cancels 1582	G.F.D. 8549 Cancels 8342	Sept. 1, '10	Sugar beets, c.l., stations in Ontario to points in Michigan.
<b>Pere Marquette R.R.</b>			
1265 Cancels 940	3180 Cancels 2442	Aug. 14, '10	Sugar, c.l., Wallaceburg to points in Canada.
1272 Cancels 1086	3190 Cancels 2772	Sept. 15, '10	Sugar beets, c.l., P. M. stations in Canada to Crosswell, Mich.
<b>Pittsburg, Cincinnati, Chicago and St. Louis Railway.</b>			
Sup. 12 P. 21		Sept. 15, '10	Commodities, P., C., C. & St. L. stations to points in Canada.
<b>New York, New Haven and Hartford Railroad.</b>			
F. 5		Sept. 9, '10	Brass and copper goods, c.l., points in New England to points in Canada.
<b>West Shore Railroad.</b>			
Sup. 2 394	Sup. 2 A. 5332	Nov. 1, '10	Class rates from W. S. stations to points on G. T. Ry.
<b>Duluth, South Shore and Atlantic Railway.</b>			
Sup. 2 234	Sup. 2 10268	Sept. 12, '10	Classes from D., S. S. & A. stations to points in Eastern Canada.
<b>Central Railroad of New Jersey.</b>			
433 Cancels 408		Sept. 12, '10	Copper wire and rods, c.l., points in New Jersey to Montreal.
434 Cancels 405		Sept. 13, '10	Zinc oxide, c.l., C. R. of N. J. points to Montreal.
<b>Elgin, Joliet &amp; Eastern Railway.</b>			
16 Cancels 14		Nov. 1, '10	Class and commodity, E., J. & E. stations to points in Canada.
<b>Louisville and Nashville Railroad.</b>			
130 Cancels 64	1642 Cancels 933	Oct. 1, '10	Commodities, Southern States points to stations in Canada.
<b>Bessemer and Lake Erie R.R.</b>			
89 Cancels 84		Oct. 1, '10	Iron and steel, B. & L. E. stations to points in Canada.
<b>Central of Georgia Railway.</b>			
Sup. 7 14		Sept. 15, '10	Beauxite ore, iron ore, etc., points in Georgia to stations in Canada.
<b>Boston and Albany Railroad.</b>			
307 Cancels 141	5060 Cancels 4107	Nov. 1, '10	Class and commodity, Boston and Boston points to stations on the G. T. Ry.
<b>Lake Shore and Michigan Southern Railway.</b>			
Sup. 12 181		Sept. 15, '10	Iron and steel, L. S. & M. S. stations to points in Canada.
<b>Southwestern Tariff Committee.</b>			
34 Cancels 26	34 B. Cancels 34 A.	Sept. 25, '10	Class and commodity, points in Arkansas and Oklahoma to stations in Ontario.
<b>Cleveland, Cincinnati, Chicago and St. Louis Railway.</b>			
222 Cancels 192	833 G. Cancels 833 F.	Sept. 15, '10	Grain and grain products, C., C., C. & St. L. stations to points in Canada.

## AMONG THE INDUSTRIES

Siemens & Ewel are building a \$40,000 casket factory in Regina.

The Calgary Milling Co. suffered a \$20,000 loss by fire recently.

The McLaughlin Paint Co. will erect a large building in Ottawa.

Blaugas Company, Limited, are building a warehouse in Montreal.

The Peterborough Canoe Co. will add a building to their present factory.

The Federal Government will build a post office and land office at Battleford, Sask.

The Rat Portage Lumber Co. will erect a planing mill in Portage la Prairie.

The Canadian Refining and Smelting Co. will establish their works in Orillia, Ont.

The Toronto Type Foundry will erect a \$10,000 factory building in Wynyard, Sask.

The Windsor Shirt Co. will erect a new factory if the city will grant them tax exemption.

Campbell & Stearns will build a saw mill at Gracefield, Que., at a cost of \$25,000, equipped.

The B.C. Packers' Association of Vancouver will spend \$40,000 on a new plant at New Westminster.

The Alberta Iron Rolling Mills have decided to locate at Medicine Hat. Their plant will cost \$100,000.

The Cockshutt Plow Co. will erect a warehouse in Brandon, Man., this fall. The contract has already been let.

The Canadian Linderman Machine Co., a branch of a United States company, will establish a factory in Woodstock.

The International Tool Co., of Toronto, which was incorporated some time ago, will erect a plant at Cobourg.

The Cleveland Bridge and Engineering Co., of Darlington, Eng., are considering the erection of a large plant in Montreal.

The Hawes-von Gal Hat Co., of Danbury, Conn., will establish a Canadian branch. It is reported that Niagara Falls, Ont., will be the site.

United Motors, Limited, have been incorporated and will build an automobile factory in Welland. B. J. McCormack of that town is interested.

The Hutchison Fibre Board Folding Box Company, of Muskegon, Mich., are negotiating with the city council of Woodstock, Ont., with a view to establishing a branch there.

The Canada Reflector and Mirror Co., a branch of a Pittsburg concern, are reported to be about to locate a plant in Hamilton.

The Penfold Varnish Company will build a factory in Toronto.

The National Acme Manufacturing Co. will erect a new plant in Montreal.

The Verity Plow Co. will extend their plant in Brantford at a cost of \$60,000.

The Canadian Westinghouse Company, Hamilton, will build an addition to their plant.

The C.P.R. will spend considerable money in extending their terminal facilities in Toronto.

The Fort Frances Lumber Co., of Fort Frances, Ont., suffered a heavy loss by fire recently.

Dominion Explosives, whose factory was destroyed some time ago, will rebuild at Sand Point, near Arnprior, where their former plant was located.

A new post office will be built at Battleford, Sask. Tenders have already been called for the work.

Penmans, Limited, Paris, have decided to establish a mill at Brantford, large enough to employ 500 girls.

The plant and stock of the Revelstoke Lumber Co. was destroyed by fire recently, with a loss of \$100,000.

The Chipman-Holton Company, of Hamilton, have secured property in Welland, Ont., as a site for a factory.

The Canadian Fairbanks Co. will build a warehouse at Saskatoon, Sask., where they have opened a branch.

The Canadian Rubber Co. will erect a five-storey steel and concrete building as an addition to their plant in Montreal.

Baetz Bros., Berlin, who suffered a loss from fire recently, will rebuild in that town if the corporation will give them a loan.

The Hamilton Tub Company, of Hamilton, is reported to have purchased a site in Welland with the intention of building a factory there.

The Western Bridge and Equipment Co., of Chatham, will build a new factory, providing they can get satisfactory arrangements for assessment.

Dufton's, Limited, are rebuilding their woollen mills in Stratford after suffering a serious loss by fire. The corporation is extending assistance in the form of a loan.

The George Anderson Co., an English concern, will establish a Canadian branch in Montreal, where they will build cranes and stove machinery. Work will be commenced at once.

Mr. J. P. Fillingham, until recently assistant superintendent of the Reo factory at Lansing, Mich., has been appointed general superintendent of the Reo Motor Car Co. of Canada, Limited, at St. Catharines, to succeed Mr. R. B. Hamilton, resigned. Mr. Fillingham, who has been for the past ten years engaged in the manufacture of automobiles, is a native of Canada and received his early mechanical training in the Waterous Engine Works, of Brantford. Mr. Fillingham's return to his former home will be welcomed by his many friends in manufacturing circles throughout the Province.

## NEW SAFE AND VAULT PLANT AT FARNHAM, QUE.

Another manufacturing plant has been recently added to the many large industries that Canada is daily attracting to her Provinces—one that will soon come prominently before the public as manufacturers of the fire proof and burglar proof safes, which we all have to rely upon more or less for protection to our valuables.

It was originally intended to erect a plant especially adapted to the manufacture of safes, but considerable difficulty was encountered in securing a suitable location at reasonable prices.

The Company finally decided to take over the Canadian Pacific shops at Farnham, Que., which were offered on a very favorable basis. These shops formerly employed 450 men. Owing, however, to the desire of the railroad company to centralize their various repair shops in one large shop at Montreal, the Farnham shops were no longer necessary, and they were vacated accordingly.

The plant is equipped with complete power plant. There is a 150 h.p. Corliss engine, a small engine and generator for lighting, air compressor, line shafts, heating apparatus, air lines and fire-protective apparatus. The C.P.R. tracks pass through all of the buildings and the Central Vermont touches the property line on the south side and will put in a siding free of expense, giving direct connections with the two largest railroad systems in Canada—the Central Vermont being a subsidiary company to the Grand Trunk.

A contract has been entered into with the Town of Farnham whereby they agree to give exemption from taxation, with the exception of school taxes; free water, and electrical power delivered on the secondary side of the transformers at \$20 per h.p. per year for 24 hours power, with a minimum of 75 h.p. and with a maximum of 400 h.p. In order to do this it will be necessary for them to develop the water power on the Yamaska River and they have authorized a bond issue of \$100,000 to accomplish this. It will take about one year for them to be in a position to deliver power.

The arrangement of the building is especially suited to the needs of the Safe Co. and will take care of a considerably larger output than is at present contemplated.

The shops are all well lighted and everything is provided necessary for the comfort of the men. The machine shop is 200 ft. long by 66 ft. wide, and in this shop the various angles, plates and castings entering into the construction of the safes will be machined. The blacksmith shop is a building 105 ft. long by 65 ft. wide, containing all the necessary forges and furnaces, and here will be made the solid hand-welded angle hoops which are a feature of the Dominion Safe and Vault Co.'s safe. The forging and welding of the various parts of vault linings and burglar proof safes will also be taken care of in this shop. The paint shop is an exceptionally fine building, with skylights and large windows, and here the final work of finishing the safe will be done. The erecting and fitting of the interior of safe cabinets will be done in the mill, 115 ft. by 64 ft. Directly in the rear of this shop is the dry kiln and lumber sheds, where the oak and other lumber used will be prepared and stored. The lock department, where the most skilled labor is required, is situated in rear of the office. Combination safety deposit box locks and the numerous other locks required in the manufacture of safe and vault doors will be made and fitted here.

A contract has been entered into with The Canadian Fairbanks Co., Limited, of Montreal, St. John, N.B., Toronto, Winnipeg, Saskatoon, Calgary and Vancouver, whereby they will sell the entire output of the factory.

The ratepayers of Tillsonburg voted in favor of a by-law to raise \$25,000 for the erection of an electric power station to distribute power under the Provincial Hydro-Electric scheme.

## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.*

901. **Agent in France.**—Frenchman shortly returning to France, with considerable business experience, is open to represent first-class Canadian exporters, particularly of wooden goods, etc.
910. **Athletic Goods.**—A firm of wholesale dealers in South India are open to represent Canadian manufacturers of athletic goods. Are also interested in shipping Indian athletic goods to Canada.
903. **Agent Abroad.**—Import agent in Tunis, North Africa, is open to represent manufacturers of windmills, agricultural implements and other lines interested in the markets in his territory.
904. **Agricultural Implements, General Agent.**—A well-known business man in Colombia, South America, is open to represent Canadian manufacturers of agricultural implements and other lines. Good connections, and thinks that considerable business can be done between the two countries.
905. **Australian and New Zealand Representative.**—Canadian with many years' experience as salesman in Australia and New Zealand is open to represent Canadian firms interested in these markets.
906. **Australian Agent.**—Manufacturers' agent with excellent connections and references in Melbourne, Australia, desires to get in touch with Canadian manufacturers whom he could represent.
907. **Boot and Shoe Representative.**—Englishman established in Buenos Aires for several years is open to represent Canadian boot and shoe manufacturers (men's and boys'), also articles pertaining to the boot and shoe trade.
908. **British Representative.**—The head of a prominent import and export agency in London, England, is in Canada with a view to establishing further connections for the sale of Canadian products in Great Britain.
909. **Broom Handles.**—A Manchester firm wishes to obtain prices of broom handles, all qualities, from Canadian manufacturers.
910. **Cereals, Pork Products, Fish, Provisions of all Kinds.**—Commission agent in Palermo, Italy, is open to represent first-class Canadian exporters of the above and other lines.
911. **Canned Salmon, Lobsters, Fruit, etc.**—Well-known commission agent in London, England, is anxious to get in touch with Canadian shippers of the above and other products. Best bankers' references.
912. **Cereals, Split Peas, etc.**—Firm of wholesale import agents in Hamburg, Germany, are in the market to purchase fifty ton lots of patent cereals, etc.
913. **Carriages, Harness, etc.**—A well-known firm of manufacturers' agents in Auckland, New Zealand, write that they can do business with Canadian firms now that there is a direct steamship service from eastern Canada points. Are interested particularly in the above lines, but will handle others.

914. **Canned Fruit, Preserves, etc.**—A firm of wholesale dealers in Budapest, Austria, are open to represent Canadian shippers of the above products.
915. **Calcium Carbide.**—Enquiry is made for the names of Canadian manufacturers of calcium carbide who seek representation in South Africa.
916. **Condensed Milk, Sterilized Cream and Pasteurized Butter.**—A London firm wish to get into touch with Canadian importers of condensed milk, sterilized cream and pasteurized butter.
917. **Cornice Pole Brackets.**—A Manchester firm asks for catalogues and prices of cornice pole brackets from Canadian manufacturers.
918. **Canned Tongues.**—A Manchester firm asks for prices of canned tongues from Canadian exporters.
919. **Canned Goods.**—A Liverpool firm wishes to have prices and descriptions of all kinds of canned goods from Canadian exporters.
920. **Domestic Specialties.**—Agent in Peterborough is anxious to get in touch with manufacturers of household conveniences, specialties, etc., who are open to consider a house-to-house canvass proposition.
921. **Excelsior Machinery.**—Canadian firm is anxious to get in touch with manufacturers of machinery suitable for making excelsior.
922. **Evaporated Apples.**—A London firm would like to hear from Canadian producers of evaporated apples who can offer supplies.
923. **Furniture Representative.**—Englishman established in Buenos Aires for several years is open to represent Canadian manufacturers of furniture.
924. **Felspar.**—A Welsh company invite samples, analyses and quotations, c.i.f. Mersey ports, of Canadian shippers of felspar.
925. **Felspar.**—A Manchester firm wishes to correspond with Canadian exporters of ground felspar.
926. **Gypsum.**—Party who has just taken up the manufacture of gypsum in Nova Scotia is anxious to get in touch with buyers or agents who will handle his product. References.
927. **Hardwood Flooring.**—Particulars of an enquiry for hardwood flooring in blocks for Russia may be obtained from the Secretary.
928. **Knitting and Sewing Machines, Printing Paper, Dry Goods, etc.**—A firm of commission agents in Bombay is open to represent Canadian manufacturers of the above and other articles on commission.
929. **Leather Representative.**—Englishman established in Buenos Aires for several years, covering the whole of the Argentine and Uruguay, wishes to make arrangements for representation of a first-class Canadian glace kid manufacturer. Has a good connection amongst shoe leather dealers and boot manufacturers. A very large turnover insured for a really first-class article.
930. **Leather Boards.**—A Manchester firm asks for prices and description of leather boards from Canadian manufacturers.
931. **Minerals, General Manufacturers' Agent.**—A prominent import agent in Hamburg, Germany, is open to represent firms shipping minerals and various other products.
932. **Machinery, Pulp and Paper Mill.**—A firm of wholesale machinery dealers in Sydney, Australia, desires quotations on the above machinery, f.o.b. Montreal or Boston.
933. **Mica Plates.**—A London merchant desires the addresses of Canadian manufacturers of mica plates.
934. **Manure Fork Handles.**—A Manchester firm asks for prices of manure fork handles from Canadian manufacturers.
935. **Match Splints.**—A Lancashire firm asks for prices of match splints from Canadian manufacturers of same.
936. **Oak Spokes.**—A Manchester firm asks for dimensions and prices of oak spokes from Canadian manufacturers.
937. **Oxide of Zinc.**—German firm of wholesale chemists are in the market for fifty and one hundred ton lots per year of the above material.
938. **Skewer Machinery.**—One of the largest importers of wooden goods in London, England, is anxious to get in touch with Canadian manufacturers of skewer making machinery, or will buy patents on this machinery.
939. **South American Representative.**—Englishman established in Buenos Aires for several years, and covering the whole of Uruguay, Chili and Brazil, wishes to represent Canadian manufacturers with good selling lines for these countries. Only enterprising and reliable firms please apply. Best of references.
940. **South American Representative.**—A well-known firm of import and export agents in Buenos Aires are open to represent Canadian manufacturers in the Argentine.
941. **Skewers, Maple Dimension Stock, Hardwoods.**—Firm of wholesale timber merchants in London, England, desire to get in touch with Canadian exporters of the above lumber.
942. **Soda Ash, Caustic Soda, etc.**—A Spanish firm makes enquiry for the names of Canadian manufacturers of soda ash, caustic soda, sulphate of copper and super-phosphates of lime.
943. **Western Canada Representative.**—Commercial traveller with several lines in Western Canada is anxious to get in touch with two or three additional firms whom he might represent.
944. **West Indian Agent.**—Manufacturers' agent, recently established in Trinidad, desires to get in touch with various Canadian manufacturers who are prepared to ship on consignment to the West Indies.
945. **Woodworking Machinery.**—A firm of wholesale hardware and machinery merchants in Sydney, Australia, are anxious to get catalogues and price lists of all kinds of woodworking machinery. Good orders in sight.

#### LABOR ENQUIRY.

1. **Blast Furnace Expert.**—Experienced blast furnace worker with thorough technical knowledge and long experience in the iron trade is open for a position in Canada. Letter and other information on application to the Secretary.

# INDUSTRIAL CANADA

ISSUED BY

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## INDUSTRIAL CANADA

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### COMMENT OF THE MONTH.

#### Western Freight Rates.

**M**R. W. M. MARTIN, M.P., in addressing the manufacturers of the Western excursion party at Regina, protested vigorously against the heavy freight rates which were in force in that part of Canada. He voiced a feeling that is general in the West. Canadian railroads are absorbing a very considerable part of the protection which the tariff was intended to afford. As a consequence United States manufacturers are entering the Western market and are supplying that market with millions of dollars' worth of goods which should be supplied by Canadian manufacturers from Canadian labor. It is time that some energetic measures were taken to reduce this burden on the commerce of the entire Middle West. At present Eastern manufacturers have two con-

ditions to fight against. First there is the comparatively favorable through rates given to European shippers for shipments from the European port to the point of destination in Western Canada. Up to a short time ago the rates from some points in Europe to Winnipeg were less than from Toronto or Montreal to Winnipeg. That condition has been improved somewhat, but even yet there is little difference on many commodities in the rate from Liverpool to Winnipeg and from Hamilton, for instance, to that city. Then there is the hard competition from the United States, a competition which has the benefit of the more favorable rates on the roads across the border. From Hoosick Falls, N.Y., the seat of a large farm implement manufacturing industry, to St. Paul, a distance of 1,272 miles, the freight rate is 40c. per hundred pounds. From Smith's Falls to Winnipeg, a distance of 1,286 miles, the rate on the same class of goods is 64c. per hundred pounds. In Chicago is centred a big manufacturing industry. Chicago is almost at the gates of Western Canada. If Canadian manufacturers are to meet that competition they must not enter the race overburdened with the weight of adverse traffic charges. They must not have the moderate protection that they enjoy nullified by the cheaper freight rates of their competitors in Chicago. The question of western freight rates has been raised, and it will not down till they have been either justified or reduced. This is the biggest problem before the people of Western Canada.

#### The Cities of the West.

**R**APID but healthy growth is characteristic of the cities of Western Canada. Through the courtesy of the citizens, the manufacturers who went west on the excursion had an excellent opportunity of seeing many of the cities which stretch from the Great Lakes to the Coast: Port Arthur and Fort William, Winnipeg, Portage la Prairie, Brandon, Regina, Calgary, Moose Jaw, Vancouver, Victoria, Edmonton and Saskatoon. These and others which it was the misfortune of the party for reasons of time not to be able to visit, in spite of the hospitable invitations which were extended, all exhibited that activity and confidence which are the concomitants of prosperity. The indications were the same in every case, new buildings

going up on every side, permanent improvements in the way of sidewalks, water, light and sewage systems, being installed, and the merchants increasing their purchases. No lamentations were heard over crop shortages. What is a little under the average in the West is, with their big acreage, a very profitable crop. So that, although in some areas there was not a bumper crop of wheat, there has been no decrease in business activity, no cessation of building, and, it may fairly be added, no bargain days in real estate. The importance of the West to Eastern manufacturers is being recognized by the establishment of warehouses and branches, while substantial wholesale houses are found in every city. The cities of Western Canada are enjoying prosperity, a prosperity which by their energy and progressiveness they fully deserve.

#### Who Will Build Bridge?

**W**ITHIN the next few weeks the contract will be let for building the new Quebec Bridge. Tenders have been received and are now under advisement from four companies, one of which is Canadian, being a combination of two companies which are now in operation in this country. We trust that the Government will find it advantageous to give the work to the home company. The building of the Quebec Bridge will be a big work, extending over several years. If a Canadian company builds it, it will mean that Canadian materials and Canadian labor will be utilized to the full. The work will involve the employment of thousands of men in the various processes from mining the ore to fabricating and erecting the parts. A sum of money running into the millions will be spent in salaries and wages, directly and indirectly. It is highly desirable that this money be spent where it will build up Canadian homes and assist Canadian industries. Besides, too, the advantages which will accrue to Canada from the expenditure of so much money in this country, a further benefit will be derived from the advertisement it will be, not to one company but to all Canadian industries, to have a work of such magnitude carried through by native skill and native labour. That the company which has tendered is fully capable of assuming the work and carrying it to successful completion is beyond question. We trust that the new bridge will be a monument to Canadian efficiency.

#### A Warning from Minnesota.

**F**OREST fires in Minnesota, and to a less extent in Canada, during the past few weeks have destroyed forest wealth, the immediate value of which is estimated at a hundred millions of dollars. Such a loss is appalling in its magnitude. What does it mean? A national possession destroyed in a few days whose value is almost double the entire customs revenue of Canada for the past

twelve months. It is all the more reprehensible in that to a very great extent it is easily preventable. Such fires do not occur in Europe, where the value of timber is properly appreciated. The time will come when we, too, will turn from our wasteful practices and economize the trees that are left. But how long will it be till sheer necessity arouses the public conscience to a realization of the crime that is now being committed? What Canadian in his own business would tolerate a loss year after year where he could put in force preventative regulations? A recent bulletin of the Commission of Conservation points out that there are two main causes of forest fires: carelessness of campers in failing to extinguish fires before breaking up camp, and the emission of sparks by railway locomotives. More stringent regulations in both cases are urgently required. It should be made a criminal offense for a camper to endanger millions of dollars' worth of timber, besides the lives of settlers, by leaving a camp fire burning after he has departed. The destruction caused by locomotives is still greater. Along the right of way, branches are left to dry up and make a ready bed for a chance spark. Canadian railways pass for long stretches through heavy forests, yet proper appliances are not used to prevent the emission of sparks. If the companies were penalized for the enormous losses that have been caused through their agency a reform would take place. The right of way should be kept clear of inflammable waste materials, safety devices to prevent sparks should be installed. These reforms would be effected if responsibility were fixed on the railways for the loss entailed in fires originating with them. Nor has the Government done what is necessary to preserve our forests. A properly organized and efficient corps of forest rangers is urgently necessary. The cost will be repaid many times over in the saving of forest wealth.

#### A Case in Point.

**T**HE manager of a branch factory in Montreal has recommended to the head office in the United States that the Canadian plant be increased to meet the growing demands of this market. The increase would mean an additional investment of three-quarters of a million dollars in Montreal. A satisfactory case was made out. It was clearly shown that the increased investment would be amply justified and would result in largely increased business. "But," said the general manager in New York, "if there is going to be reciprocity there will be no use in us building a plant in Canada. We can supply the Canadian market from here. We had better just wait till we see how these negotiations work out." How many United States manufacturers are holding back in the same way? And how many Canadian branches would close up their doors as soon as the goods could be supplied from the parent house? Comment is unnecessary.

## Canada's Immigrants.

REPORTS show that over 210,000 immigrants entered Canada during the six months ending September 30, 1910. This is a larger number than the entire immigration for the preceding year. Canada is certainly enjoying a healthy increase in population. So long as we do not receive a national setback through unwise legislation, Canada may look forward to a long period of prosperity. There is still a vast area in the West, as well as in the undeveloped regions of the older provinces, where farmers can reap rich harvests from a fertile soil. The wealth of Western Canada, while it continues to elicit the admiration, no longer arouses the surprise of Easterners when it is recognized that to the hundred and sixty acres of free land is usually added by the settler another hundred and sixty acres purchased at a low figure, and that those three hundred and twenty acres will raise anything up to thirty-five bushels of wheat to the acre. Owing to the wider diffusion of urban settlements in the older provinces, as a result of the increase in manufacturing industries, the farmers in the East are quitting wheat growing for the more lucrative branches of agriculture, the production of dairy products, poultry, vegetables, fruit, etc. This is making still more valuable the wheat areas of the great West. The history of the world tells of some great migrations, but since the beginning of time there has been none so

momentous as the present invasion of this continent by the peoples of Europe. Now the free lands of the United States are gone and Canada's time has come. Never have settlers been given finer opportunities—an organized country, equipped with railways, enjoying all the advantages of education, excellent administration of justice and a stability that promises them the full enjoyment of the fruits of their labor. That present conditions are favorable is decisively proven by the numbers, not only from Europe, but in no less a degree from the United States, who are accepting what we have to offer and who are prospering.

## Letters from the South.

SPEAKING of the immigration from the United States, and the agitation which it caused, *The Dominion* says: "The rush of American immigration into the Western provinces continues. The United States is losing good blood and much money in the on-rush. The Inspector of the Dominion Immigration Offices reported in Ottawa recently that on a single train entering Canada at the North Portal the American passengers carried with them \$225,000 for investment in their new homes. During the last year the number of Americans entering Canada to take up new homes on the public lands was 86,448, and the estimate is that each one brought in at least \$1,000 on the average. Over eighty-six million dollars came over to the development of arable lands in Canada in the year in addition to thousands of men and families of the sturdiest and thriftiest of American stock. One can hardly blame the Western railroads in the States for putting up a pretty stiff fight against such an exodus—even to the point of circulating reports that are absolutely without the least foundation."



MR. W. H. ROWLEY

(The E. B. Eddy Co. Limited)

President Canadian Manufacturers Association, 1910-1911

#### The United States Attitude.

THE Administration has been in receipt of suggestions from domestic producers to the effect that decidedly better terms for the admission of our manufactures would

be necessary if the treaty was to amount to anything." This is the way the special correspondent of the *New York Journal of Commerce* sizes up the United States attitude towards reciprocity. The people of that country must be assured of a low enough tariff on manufactures in Canada to enable them to sell their products freely in this market. Otherwise they will have none of it. The suggestion for reciprocity negotiations came from them. They are to be opened because the American people saw an advantage to them from reciprocity. The manufacturers of the United States have grown immensely strong under the protection afforded by their tariff. In

every line that they have taken up large companies are operating, and are turning out an immense annual output. The cost of management and the overhead expenses in general, which were heavy a few years ago, are now through their distribution over a great volume of business, at a minimum per unit of production. All the specialized machinery and processes, which are only possible in a big factory, have been installed. With these advantages the producers of the United States feel that they are in an excellent position to supply the Canadian market. No doubt they are. Canadian manufacturers would have the same chance against them, as their own factories of a generation ago would have against their colossal organizations of to-day. Our limited market has not enabled our manufacturers to expand like their competitors of the United States. They have not been able to distribute their fixed charges over the same volume of business. The manufacturers of the United States may well advocate a reduction in the Canadian tariff. As one of them put it awhile ago, with reciprocity he would enter the Canadian West and burn up his Canadian competitor. Is any class in Canada ready to have our factories closed, the men who have invested their money in them ruined, and the workmen thrown out of employment? Canada is a country of many activities and many problems. Development must not be one-sided. East and West must grow up together. A prosperity big enough to include agriculture, manufactures, mining, fishing, lumbering, and every other industry must be the national aim. The sacrifice of any one activity cannot strengthen the whole.

#### Fuel from Peat.

**F**IVE hundred tons of peat fuel have been sold in Ottawa at three dollars and a quarter a ton. Those who have used it state that at this price it is cheaper than coal at prevailing rates. That they are in earnest in their statement is proven by the fact that they have put in repeat orders running far beyond the ability of the Government plant to fill. The economical production of fuel from the peat bogs of this country has been the dream of experimenters for half a century. In most, if not all, the provinces of Canada there are large areas which are valueless except for the peat which they contain. Hitherto the cost of expelling the superfluous water has proven an insurmountable obstacle to the commercial exploitation of this source of fuel. The Government experts at the Alfred plant have introduced a simple machine for preparing the peat, and the water problem is solved by the simple device of exposing the peat mass to the air, with excellent results. No doubt the success of this plant in turning out fuel at a marketable rate will encourage others to adopt the same or similar methods in various parts of the country. Dr. Haanel is reported in the August issue of *INDUSTRIAL CANADA* as saying that: "The successful inauguration of a peat-fuel industry in Canada may be looked forward to

with confidence if, content to accept European practice, we establish peat plants in strategic points on the workable bogs scattered throughout the farming regions of those provinces which require to import coal, and operate them in the interests of the neighboring communities. This will avoid long hauls, for which air-dried machine peat is not fitted." Any alleviation of our present dependence on the United States coal supply will be received with much thankfulness.

#### The Good Road Movement.

**I**N the rush of new railways attention is frequently detracted from a phase of transportation which is of equal importance to that of steam or electric lines. Primarily, the people of the country are dependent upon the highways, the roads that lead to and from their homes and places of business. The high price of farm products compels attention to all the elements which go to make up that price, and of these the facility or lack of facility for marketing goods must be considered among the first. In most districts in Canada the main country roads are notoriously bad. That such a condition is an economic mistake is only now being recognized in this country. In such countries as France, where the individual wealth of the peasant is very high, immense sums have been spent by the state in improving and perfecting the main highways. It is recognized that the roads carry all the traffic that is borne by the railways, and much more besides. Here the impression has been general that an improved road benefited only the man in front of whose property it ran. Such is far from being the correct attitude. It benefits everybody if the roads are such that farmers can get to the market at all times. The ready distribution of food products is the thing. It is satisfactory to note that some improvement is being manifested in the public sentiment towards this important question. In several states of the Union the state is assuming the expense of building certain main arteries of traffic. These roads, besides providing fine carriage facilities in themselves, serve as models and incentives to townships and counties for further road construction. Canada cannot afford to neglect this side of the transportation problem.

#### South American Trade.

**A**TENTION has been called, through a suggestion that a subsidy be granted to a steamship company to induce it to run a monthly service to South America, to the vast trade possibilities of that continent. We do not here wish to discuss the advisability of granting a subsidy, but merely to dwell on the immense market which already exists in the South American republics for manufactured goods. The wealth of these countries is astonishing to those who remember them chiefly as fiery hot-beds of



chronic revolution. As a matter of fact, it is many years since there has been any internal commotion in the southern continent. The sedition germ has been localized in Central America. For the first three months of 1910, figures for which have just been received, the foreign trade of Argentina alone was \$196,811,771. Of this immense trade Canada has practically no part. The growth of Argentina may be judged by the present size of Buenos Ayres, the population of which has in 1910 reached 1,270,000. Again, in Brazil a similar condition obtains. To indicate the general advance which is being made in that prosperous state, it might be mentioned that a recent industrial census shows that the capital invested in 3,258 factories stands at approximately \$335,000,000, and that in them over 150,000 operatives are engaged. For the further development of the country the construction of railroads is being pushed forward. On the West Coast we find Chile, whose trade is also expanding. For the first six months of 1910 Chile's foreign trade was about \$90,000,000. To these must be added a number of smaller but no less progressive states. That a market such as is here indicated is worth cultivating goes without saying. The other nations of the world are fighting for it. Is Canada alone to remain idle?

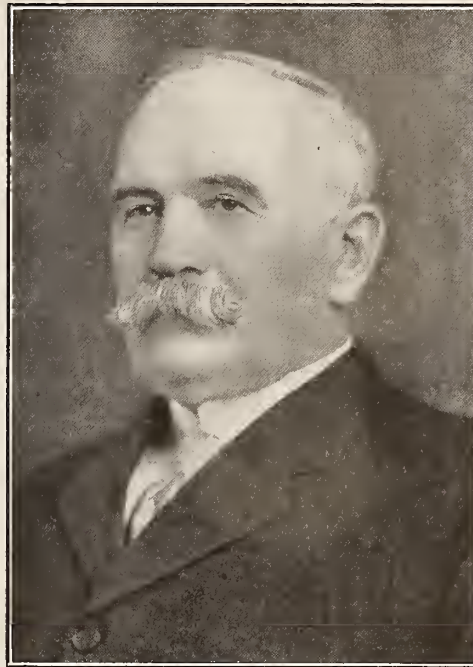
#### Canadian Jobs and Foreign Contractors.

IN a recent issue of INDUSTRIAL CANADA attention was called to the frequency with which large banks and similar corporations went beyond the limits of the country to get their designs and plans prepared. This month we would call attention to an extension of that policy. A bank which is about to erect a million dollar building in Toronto has placed the contract for construction with a United States firm of contractors. Enough buildings have been designed and erected in this country by Canadian architects and Canadian builders to prove that they are fully capable of handling the largest proposition which is likely to be undertaken. There is certainly nothing in the design of an office building which should prove over-difficult to a country which has built the Parliament Buildings in Ottawa, the University of Toronto main building in Toronto, or the Canadian General Electric building in the same city. The very institutions which have shown the greatest readiness to overlook Canadian talent and ability in the building line are the ones which above all others depend for their own prosperity on the success of Canadian

industry. The question is a broader one than is indicated by the mere employment of a foreign architect or a foreign builder. The United States architect is familiar with United States products. He is using them every day. He accordingly, and in the natural course of events, specifies United States hardware, plumbing supplies, light fixtures, and all the hundred and one items that go to make up a building. We can scarcely criticize the architect for using what he knows rather than experimenting with something of which he has probably never heard before. The criticism is of those who place the specifications in the hands of ones who are not familiar with Canadian products. The made-in-Canada idea might well be taken to heart by Canadian banks.

#### Immigration Regulations.

IMMIGRANTS from Great Britain are now permitted to enter Canada, even if they have not twenty-five dollars in their possession, provided they are going to assured permanent employment. This change in the regulations will remove much of the difficulty which was experienced by a number of manufacturers early in the summer, when artisans were turned back who were urgently needed to carry on the industries of the country, merely because they did not have the required amount of money. Under the present regulations any artisan in the British Isles coming to guaranteed employment in Canada can get a card from a Canadian Immigration Agent, which on being presented at a Canadian port will secure for the bearer exemption from the twenty-five dollar requirement. Furthermore, provision is made for the admission of other members of



MR. N. CURRY,

(Canada Car & Foundry Company.)

Vice-President Canadian Manufacturers Association, 1910-1911.

the family, without the possession of money, where it can be shown that the one who has previously emigrated is in a position to support them. Cards will not be issued, however, to a worker in any trade in which a strike is in progress in Canada.

It seems almost superfluous to point out the mistake of discouraging skilled workmen from coming to Canada. The manufacturing industries are in need of development as much as farming. The result of the restrictive policy which obtained in the past was the withdrawing from the farms of men who were badly needed there to fill positions in the factories, for which they were not peculiarly fitted. Farmers, manufacturers and workmen were in reality sufferers in consequence.

## STEAMSHIP SAILINGS

### Montreal to Liverpool—

C. P. R. Liners, Nov. 4, 10, 18, 24.  
Allan Liners, Nov. 4, 11, 18.  
White Star-Dominion Liners, Nov. 5, 12, 19.

### Montreal to Bristol—

C. P. R. Liners, Nov. 5, 19.  
Dominion Liners, Nov. 5, 19.  
C. N. R. Liners, Nov. 10, 19.

### Montreal to London—

Allan Liner, Nov. 5, 12, 19.  
Thomson Liner, Nov. 5, 12, 19, 22.  
C.P.R. Liner, Nov. 6, 13, 20, 27.

### Montreal to Antwerp—

C. P. R. Liner, Nov. 6, 13, 20, 27.

### Montreal to Glasgow—

Donaldson Liner, Nov. 3, 10, 17, 22.  
Allan Liner, Nov. 5, 12, 19.

### Montreal to Havre—

Allan Liner, Nov. 5, 19.

### Montreal to Manchester—

Manchester Liner, Nov. 5, 12, 19, 23.

### Montreal to Rotterdam and Hamburg—

Canada Liner, Nov. 5, 17.

### Montreal to Dublin—

Head Liner, about Nov. 13 and 22.

### Montreal to Belfast—

Head Liner, about Nov. 10 and 20.

### Montreal to Australasian Ports—

New Zealand Shipping Co., about Nov. 15

### Montreal to South Africa—

Elder-Dempster Co., about Nov. 20.

### Montreal to Cuba and Mexico—

Elder-Dempster Co., about Nov. 20.

## NEW PATENTS

The following is a list of Patents, granted by the Canadian Patent Office, relating to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada, Russel S. Smart, Resident.

- 128,156, Wm. J. Twiss, High River, Alta.—Horse Shoes, Wm. J. Twiss & D. E. Riley.
- 128,157, A. Lee, Swansea, Ont.—Reclining and Commode Chairs.
- 128,185, W. Hooey, Toronto, Ont.—Refrigerators.
- 128,186, Wm. J. Shaw, Toronto, Ont.—Combined Reduction and Crucible Furnaces, International Tool Steel Company, Ltd.

- 128,190, Wm. H. Scharf, Montreal, Que.—Linotype Machines, Mergenthaler Linotype Company.
- 128,202, H. M. Eriesen & H. H. Nickel, Altona, Man.—Grain Shockers.
- 128,205, A. G. Brazier & D. Ed. Shook, Vernon, B.C.—Transom Adjusters.
- 128,222, Geo. B. Deacon, London, Ont.—Clothes Dryers.
- 128,224, Jno. Dunn, Winnipeg, Man.—Combined Tea Pipes and Plugs for Train Heating Systems.
- 128,225, H. Duval, Montreal, Que.—Friction Let-Offs for Looms.
- 128,227, Geo. Ed. Frigg, Montreal, Que.—Manufacture of Neckties.
- 128,228, H. Jos. Finerly, Montreal, Que.—Umbrellas.
- 128,239, Ed. J. Holland, Cobalt, Ont.—Tents.
- 128,241, K. S. Hughes, Lindsay, Ont.—High Pressure Rotary Pumps.
- 128,243, Jas. A. Jamieson, Montreal, Que.—Treatment of Cloth.
- 128,245, G. Jonsson, Hove, Man.—Hangers for Storm Windows.
- 128,250, A. Ed. Matheson, Goderich, Ont.—Extension Tables.
- 128,253, H. N. Moore, Vancouver, B.C.—Processes of Treating the Bark of Birch Tree, commonly known as Birch Bark.
- 128,254, Finlay McArthur, Montreal, Que.—Feeding-Troughs.
- 128,255, Jno. McCallum, Gladstone, Ont.—Cement or Concrete Land Rollers.
- 128,259, Jos. McKeever, Oak Lake, Man.—Grain Winnowers.
- 128,261, H. G. Nichols, Ymir Gold Mines, Ltd., near Ymir, B.C.—Separation of the Liquid and Solid Components of a Fluid Mass, such as Wet Slimes or Ore Pulp.
- 128,266, Wm. H. Perrin, New Liskeard, Ont.—Sheaf Shockers.
- 128,267, Wm. A. Peterson, Montreal, Que.—Foot-Holders.

## INTERNATIONAL EXHIBITIONS

*Winnipeg, Canada.*—The Dominion Government within the next few weeks will give a definite answer to Winnipeg's application for support for the proposed World's Fair in 1914. If the answer is favorable, work will commence at once on the big proposition.

*Bilbao, Spain.*—It is proposed to hold an International Exhibition in Bilbao in 1913, the event to coincide with the completion of the quays and harbor works in that city. The United Kingdom and Portugal and the colonies, past and present, of each will be invited to participate.

*Budapest, Austria-Hungary.*—An International Exhibition of novelties and patents of the iron and engineering industry will be held in Budapest in May and June, 1911.

## POSITION WANTED.

Executive or Office Position Wanted.—Young business man, with ten years' office experience. Five years as Secretary-Treasurer of Joint Stock Company (manufacturing). Practical Accountant and Systematizer. Prefer position as Office or Credit Manager. Present contract expires in November, and will not renew, for family reasons. A1 references.—Apply, in first instance, to Box 100, INDUSTRIAL CANADA.

# A TALK ABOUT RECIPROCITY

By Sir George W. Ross

Reproduced from *The Globe*, Toronto.

I think it may safely be said that Canada regards the advances of the United States towards a reciprocity treaty with indifference, if not with distrust. There still smoulders the feeling that the treaty of 1854 was brought to an end for political rather than commercial reasons, and this feeling is heightened by the repeated refusal ever since of the United States Government and Senate to entertain any proposal from Canada for a new treaty.

In the face of this indifference, if not hostility, Canadians have not retaliated as they might have done, but have generously admitted American produce at an average duty of 24.86 per cent., against 48 per cent. charged on imports into the United States. Taking dutiable and free goods together, the average duty on all imports from the United States last year was only 12.51 per cent.

Out of a total import from the United States of \$223,501,000, nearly one-half, or \$104,667,000, was admitted duty free.

If, therefore, the trade relations between Canada and the United States are not satisfactory to the United States, it is not because Canada, by a tariff wall, has shut them out. The real tariff wall has been on the American side of the boundary. Even at the last session of Parliament, out of deference to President Taft, who claimed that Canada had discriminated against the United States, Canada still further reduced the duties on several articles.

## But Why a Treaty?

A treaty pre-supposes mutual concessions. Are we expected to extend the free list of American produce now admitted to Canada? We have already given the Americans nearly one-half of their Canadian market duty free. How much more do they want? Are we expected to lower the tariff imposed on dutiable goods? It is now one-half the American tariff. What articles can we afford to reduce? Why, then, consider a treaty at all till this anomalous condition is removed, or at least modified? The United States Congress should make the first move by reducing the tariff against Canada. Then we can consider in what respect and to what extent we should respond to such reductions.

## A Treaty Unsatisfactory.

Besides, is a treaty, except for the removal of some international grievance or settling some dispute, desirable in any case? The treaty of 1854 was not confined to the interchange of produce. It dealt with fishing privileges and other matters, now settled by the recent judgment at The Hague. A commercial treaty differs from all other treaties in the fact that it purports to deal with conditions that are fluctuating and unstable.

(1) A commercial treaty would mean a fixed tariff on certain articles for a certain definite time. The treaty of 1854 was for a fixed period of ten years, repealable on one year's notice. But such are the fluctuations of trade, the disturbing influences of financial depressions, the changes wrought in manufactures by new inventions or new sources of motive power that a fixed tariff or even a reciprocal free list might work a hardship to either party before the treaty expired. Why, then, should we enter into obligations that might prove embarrassing, as without a treaty we are free to deal with the tariff from year to year?

## Channels of Trade.

(2) If a treaty is to be of any value it will necessarily make new channels for the trade to be created or enlarge existing channels. In either case it means a change of transportation routes, of business agencies and connections, a change in the character of the goods imported, etc. Then, if the treaty is repealed, business is liable to be dislocated as it was in Canada in 1866, fresh markets have to be found for exports, fresh business connections made with other countries, and goods of different manufacture and style substituted for those barred out by the repeal of the treaty, not to say anything of the international relations that may be disturbed and the irritation to one, if not to both, parties to the treaty. Is a treaty just now worth this risk? The experience of Canada on this score is not encouraging.

## Exchange of Natural Products.

But why not exchange natural products without any intervening duty on either side of the line, as was substantially the case under the treaty of 1854? Such an exchange would probably in some cases be an advantage to Canada. Our dairy products and the minor products of the farm might command a higher price in the markets of the United States, particularly in those parts of Canada near the great centres of population. But would not the Canadian home market, on the other hand, be injured perhaps to an equal extent by the inrush of American goods? A free market for Canadian produce in the United States would be an advantage to the Canadian producer provided his own market was safe, but reciprocity means exchange under reciprocal or equal conditions—a circumstance which materially affects the situation. It would only be possible to profit by this interchange when the Canadian article was so much superior to the American article as to hold the market against it, or when the local supply in the United States was inadequate and prices were enhanced on the principle of supply and demand. Of course, as between the European and the American market, Canada would have the advantage in reduced transportation and other charges—an advantage not to be despised. But would not much of this seeming advantage disappear by the very fact of free interchange? Suppose the American market were loaded with Canadian produce in addition to the local supply, would the effect not be to reduce prices all round? We send to Great Britain over twenty million dollars' worth of cheese. Only part of this would be absorbed by the United States market, and in the process of absorption prices would be reduced to the level of the British market less the cost of ocean transportation, and less the profit in the home market from the influx of the same article under free interchange of products.

## Cereals Generally.

The same principle would apply to the interchange of free cereals in every case in which both countries were equally adapted to produce them. Corn, and perhaps barley, would be an exception. In corn, nature favors the United States, and in barley nature favors Canada, and the same principle would, no doubt, apply to a few other products of the farm. But in oats and wheat and cattle I see little or no advantage in reciprocity. Both countries have a large surplus of each of these articles. The western rancher in Canada might occasionally sell to better advantage in Chicago and the eastern farmer in

Buffalo and New York. But here again, if the Canadian surplus of any product is dumped into the American market, in which there is already a surplus of the home product, prices would inevitably drop, and what was gained abroad would be lost by the competition of the additional supply under free interchange at home. If Canadians could keep their cake, and eat it too, then reciprocity would be a good thing—not otherwise.

But would a free interchange of wheat be an advantage to Canada? Assuming that the western farmer would obtain a higher price for his grain, is that the only consideration? Canada now produces the best wheat in the world. The blue ribbon so long held by Minnesota and the western States has passed to Manitoba and the Canadian Northwest. Under a free exchange, would not Canadian wheat be used to bolster up the price of an inferior article, the produce of the United States, and thus give a fictitious value to the product of a rival country to the injury of the Canadian producer? Is it desirable in any way to add to the gambling facilities of the Chicago Board of Trade?

#### National Reasons.

But apart from these general considerations, there are reasons of a purely national character which Canadians are bound to consider before entering into treaty obligations with the United States.

I am assuming that the interchange of products between the two countries will be perfectly fair and equitable, as a matter of exchange, that no attempt will be made by weight of numbers or in any other way to force the hand of Canada, that no effort on the part of Canada to protect her own interests will be considered an unfriendly act towards the United States, and that an honest attempt will be made by both parties to give a *quid pro quo* for every concession, whether as to the interchange of commodities or other privileges that may be within the scope of such a treaty. But there are other considerations besides the free exchange of commodities.

#### Effect Upon Transportation.

(1) In forming a treaty we should consider the effect which the transfer of a portion of our market from Europe to the United States would have upon our system of transportation. The conditions of transportation have been greatly changed since 1866. The Grand Trunk was then our only outlet to Europe. The route of the St. Lawrence was at best precarious. Now we have the Grand Trunk fully equipped, we have the Intercolonial from Montreal to Halifax, the Canadian Pacific across the continent, the Transcontinental, and Canadian Northern soon to be completed. To these roads Canada has contributed over \$500,000,000 public money, not to mention \$80,000,000 expended on canals, for the purpose of transporting the products of Canada, not to the markets of the United States, but to the markets of the world. They are in the nature of an investment by Canada in transportation generally, and can only be a good investment so long as they are used for that purpose. What then would be the consequence to the principal shareholder (that is, Canada) in these roads if by treaty the produce they now carry were diverted to the United States? What would a cut-off to Chicago of the wheat and cattle trade of the west mean to the C.P.R., the G.T.P., the C.N.R. and the Intercolonial Railway? Would there be any business reason for building the Hudson Bay Railway? What would be the effect upon the shipowners on our great lakes and the River St. Lawrence? Or upon the owners of elevators at the different terminals? Or the thousands of men employed by these transportation systems? Would Montreal hold its precedence over Buffalo in the handling of grain and

all that it implies? Would our canals be filled with barges as they now are? Even if there was an advantage in prices in the markets of the United States, would that advantage compensate for diverted transportation? Would we not be breaking faith with the people of Canada who voted their millions for these roads by shifting a large portion of the traffic to American roads and to the Erie Canal? And with British capitalists who invested in the stocks and bonds of all our transportation systems?

(2) Another consideration: the rates of ocean-going freight depend largely upon obtaining cargoes both ways. If we transfer our grain and cattle to American seaports, Canadian liners would be deprived of an outgoing cargo, and ocean freights on goods to Canada would necessarily be advanced, and consequently all our imports from Europe would be enhanced in price. Is that desirable? Is it desirable to endanger the whole commerce of Canada, as it would be endangered, by diverting trade from Canadian ports and giving to Boston and Portland the trade that rightly belongs to Montreal, Quebec, St. John and Halifax? And what affects freight would also affect more or less the ocean-going passenger traffic from Canadian ports, as the losses from one would have to be made up by higher rates on the other or both abandoned.

#### Imperial Considerations.

And lastly, what are the Imperial considerations involved in a reciprocity treaty? Our horizon in recent years has so broadened that in the Parliament of Canada Imperial interests are openly avowed to be worthy of consideration. The preferential tariff with Great Britain is a concession to the mother country. The new navy is to protect Imperial as well as Canadian interests. The treaty with Japan has its Imperial side, as declared by Sir Wilfrid Laurier at Victoria a few weeks ago. Might I not, then, reasonably ask:

(1) Shall this preference be impaired and our consideration for Imperial interests minimized?

(2) Shall we weaken our position with friends in Britain who are disposed to consider favorably a preference to the colonies in the British market by diverting our natural products to the markets of the United States, and thus lose what might be a substantial advantage in the markets of Great Britain?

(3) Shall we prejudice all the capital, Canadian and British, invested in our railways, ocean steamships, terminals, etc., by diverting to American railways a large portion of the grain and cattle trade of the west?

(4) Shall we leave the impression on the capitalists of Great Britain that investments made in Canada in good faith may be wantonly disregarded as a matter with which the Government has no concern?

(5) Should we form commercial alliances that would divert trade from the Empire to a foreign country?

(6) Should we take the risk of a treaty, by no means urgent, which is liable to be misinterpreted, as the Washington treaty was, and so disturb the friendly feeling now happily existing between Canada and the United States?

(7) Shall we enter into partnership with a foreign country to the detriment of our commercial and possibly our national relations with the mother country?

At a later date I may supply statistics more fully bearing on the points here discussed, and also consider the lumber, mineral and fishery interests involved in reciprocity.

# CHANGES IN FREIGHT RATES DURING SEPTEMBER

List of Freight Schedules Filed with the Board of Railway Commissioners During month of September, 1910.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Canadian Pacific Railway.</b>							
Sup. 1 E. 1613	Sup. 1 E. 1200	Nov. 1, '10	Withdrawal of exception to Official Classification prohibiting the application of classification on petroleum and products.	E. 1895	E. 1485	Sept. 15, '10	Steel rails and fastenings, c.l., from Montreal to Midway and Merritt, B.C. Rails, \$16.00; fastenings, \$16.00 per gross ton, per net ton.
Sup. 2 E. 1786	Sup. 2 E. 1374	Oct. 3, '10	Reshipping, stop-over and special arrangements at C. P. R. stations.	Sup. 7 E. 1536 E. 1894	Sup. 7 E. 1123 E. 1484	Sept. 13, '10 Oct. 10, '10	Local switching charges. Demurrage rules and regulations at C. P. stations in Vermont and Maine.
Sup. 2 E. 1841 Sup. 35 E. 1132	Sup. 2 E. 1431 Sup. 35 E. 714	Oct. 8, '10 Oct. 3, '10	Pig iron, c.l., between points in Canada. Export traffic from C. P. stations to Montreal and Quebec.	Sup. 4 E. 1655	Sup. 4 E. 1242	Oct. 17, '10	Commodities from C. P. stations to Buffalo, Black Rock and Suspension Bridge.
E. 1860	E. 1450	Oct. 8, '10	Class and commodity, stations in Eastern Canada to points in the Northwest on Canadian Northern Ry.	Sup. 2 E. 1616	Sup. 2 E. 1203	Oct. 12, '10	Classes, C. P. R. stations to points in New England.
E. 1896 Cancels E. 1619 Sup. 3 E. 1576	E. 1486 Cancels E. 1206 Sup. 3 E. 1162	Oct. 17, '10 Sept. 24, '10	Commodities from stations in Quebec to Eastern U. S. points. Class and commodity from Maritime Province ports to ports of call.	E. 1885 Cancels E. 1667	E. 1475 E. 1254	Sept. 15, '10	Commodities, Eastern Canada to Vancouver, Victoria, Nanaimo and Westminster, B.C.
Sup. 33 E. 1132	Sup. 33 E. 714	Sept. 17, '10	Commodities, export, C. P. R. stations to Montreal and Quebec.	E. 1884 Cancels E. 1749	E. 1474 Cancels E. 1337	Sept. 15, '10	Chain (iron or steel), St. Catharines to Vancouver, Victoria, Nanaimo and Westminster, B.C., 75c. per 100 lbs.
Sup. 8 E. 1538 E. 1897 Cancels E. 1694 E. 1900 Cancels E. 1810	Sup. 8 E. 1123 E. 1487 Cancels E. 1281 E. 1490 Cancels E. 1400	Sept. 26, '10 Oct. 17, '10 Oct. 3, '10	Local switching charges. Commodities from stations in Quebec to Eastern U. S. points. Paper commodities between stations on C. P. R., also to points on connecting lines.	E. 1883 Cancels E. 1811	E. 1473 Cancels E. 1401	Sept. 15, '10	Radiators (iron or steel), c.l., from stations in Eastern Canada to Vancouver, Victoria, Nanaimo and Westminster, B.C., 80c. per 100 lbs.
Sup. 32 E. 1588 Sup. 10 E. 1537 E. 1891 Cancels E. 1823	Sup. 32 E. 1175 Sup. 10 E. 1132 E. 1481 Cancels E. 1413	Sept. 12, '10 Oct. 3, '10 Sept. 15, '10	Commodities between various points. Absorption of switching charges. Paper commodities from various points to Maritime Province points.	E. 1882 Cancels E. 1094	E. 1472 Cancels E. 680	Sept. 15, '10	Buggies, c.l., from stations in Eastern Canada to Vancouver, Victoria, Nanaimo and Westminster, B.C., \$2.03 per 100 lbs.
E. 1890 Cancels E. 1738	E. 1480 Cancels E. 1326	Oct. 5, '10	Iceing charges on perishable freight loaded in refrigerator cars.	Sup. 1 E. 1593	Sup. 1 E. 1180	Oct. 2, '10	Paper, c.l., C.P.R. stations to points in the U. S.
E. 1888	E. 1478	Sept. 12, '10	Enamelled bathtubs, c.l., Montreal, Toronto, etc., to Vancouver, Victoria, Nanaimo and Westminster, B.C.	Sup. 10 E. 1657	Sup. 10 E. 1244	Sept. 28, '10	Lumber, c.l., from C. P. R. stations to points in the U. S.
Sup. 9 E. 1589	Sup. 9 E. 1176	Sept. 12, '10	Commodities, C.P. stations in Ontario to points in the Maritime Provinces.	Sup. 3 E. 1286	Sup. 3 E. 868	Oct. 3, '10	Chemicals, oils, etc., Montreal to C. P. R. stations.
Sup. 1 E. 1786 Sup. 2 E. 1855	Sup. 1 E. 1374 Sup. 2 E. 1445	Sept. 17, '10 Oct. 17, '10	Reshipping and stop-over arrangements. Commodities, stations in Canada to points in the U. S.	E. 1901 Cancels E. 1373	E. 1491 Cancels E. 905	Oct. 19, '10	Binder twine, c.l., from Montreal, Peterboro' and Toronto to U. S. points.
				E. 1904	E. 1494	Oct. 19, '10	Lumber and forest products, c.l., C. P. stations to B. M. railroads.
				E. 1905	E. 1495	Oct. 19, '10	Woodpulp, c.l., Ottawa and Hull to U. S. points.
				Sup. 2 E. 1692	Sup. 2 E. 1279	Sept. 22, '10	Commodities from C. P. stations to St. John, W. St. John and Halifax for export.

## THE CONVENTION.

EVERY part of Canada was represented at the great Convention of Manufacturers which took place in Vancouver on September 20, 21, and 22. Of the two hundred and fifty who set out on the special trains from Toronto, some came from the sea ports on the Atlantic, New Brunswick and Nova Scotia sent representatives, Quebec had a strong contingent, Hamilton and Toronto, and the other cities and towns of Ontario were present in strong delegations, and as the West was reached the pioneer manufacturers of that region joined with their fellows of the East in the tour of discovery through Western Canada.

A tour of discovery it was in truth, for the more recently any of the party had been in the West the more wonderful appeared its progress. To those who visited the West for the first time the whole country was a revelation, the endless miles of wheat fields, the flourishing cities, the general air of prosperity and optimism, the majesty of the mountains, the fruitfulness of the plains, and last of all Vancouver, the city of to-day and of to-morrow, with the Pacific and all its treasures, at its gates. He would have little imagination who would not be enthused with this.

The generous hospitality extended by the cities at which the party stopped is beyond all telling. From Port Arthur and Fort William to Vancouver the same spirit prevailed. Every place entertainment of the most elaborate kind was provided, and it was without exception extended in a hospitable and whole-souled manner. Lunch at Port Arthur and a trip around the harbour of the two cities, with an inspection of the Atikokan Iron Works filled in one day.

At Winnipeg, at Portage la Prairie, at Brandon, at Regina, at Calgary and at Moose Jaw adequate facilities were provided for seeing the cities and estimating the basis of their prosperity. In every case generous hospitality was shown. Of this, and of the courtesies extended in Vancouver and Victoria, and again on the return trip at Edmonton, Saskatoon, St. Paul, Minneapolis, and Sault Ste. Marie, too much cannot be said. Here, however, we wish merely to acknowledge the deep debt of gratitude under which the West has placed the visiting manufacturers from Eastern Canada. They proved not by words but deeds that when Canadians come together there is neither East nor West, that Canada is one in spirit and aspiration.

Nor can we forget the hearty welcome we received at the hands of the Commercial Clubs of Minneapolis and St. Paul. Everything which kindness and thoughtfulness could do was done to make the trip to these fine cities of the United States pleasant, and every minute of the time was enjoyed.

The Convention itself was of great importance. The proceedings which follow are reported verbatim and will clearly show that in breadth of questions discussed and in the interest aroused no preceding meeting has ever excelled the one which has just closed. The Reports of the Standing Committees were illuminating and summed up a heavy year's work. The President's Address was a fine resumé of the industrial activities of Canada during the past twelvemonth, with a glance at the trend of present day events. The discussions which took place at the various sessions showed a keen interest in the problems which were up for settlement. From every standpoint the thirty-ninth Annual Meeting was eminently successful.

## ENTERTAINMENT AT CONVENTION.

The days spent at Vancouver were filled with entertainment. On the afternoon of the first day of the Convention the ladies of the party were taken for a drive around the city and through Stanley Park. Afterwards Mrs. Hendry entertained them at tea in her residence.

After the business session in the afternoon the men were also taken for a drive, during which the many attractions of the city were shown to them.

A Reception was held in the evening in Dominion Hall, when the visitors were the guests of the Vancouver members. The guests were received by the Lieutenant-Governor and Mrs. Paterson. Lunch was served at one end of the Hall, while the Orchestra's sprightly dance music was not to be resisted, and a couple of hours were spent in dancing.

A three-hour steamer trip on the Inlet and a car ride to New Westminster filled up two of the afternoons most agreeably and profitably. On Wednesday evening a smoker was given which held the attention of the company every minute of the time. So many good things were provided that it was impossible for all of them to get a place on the programme. Mr. R. P. M'Lennan made an admirable Chairman and himself contributed no small amount to the success of the evening.

For the ladies, a theatre party was given, which a large number of the visitors and Vancouver members and their wives attended.

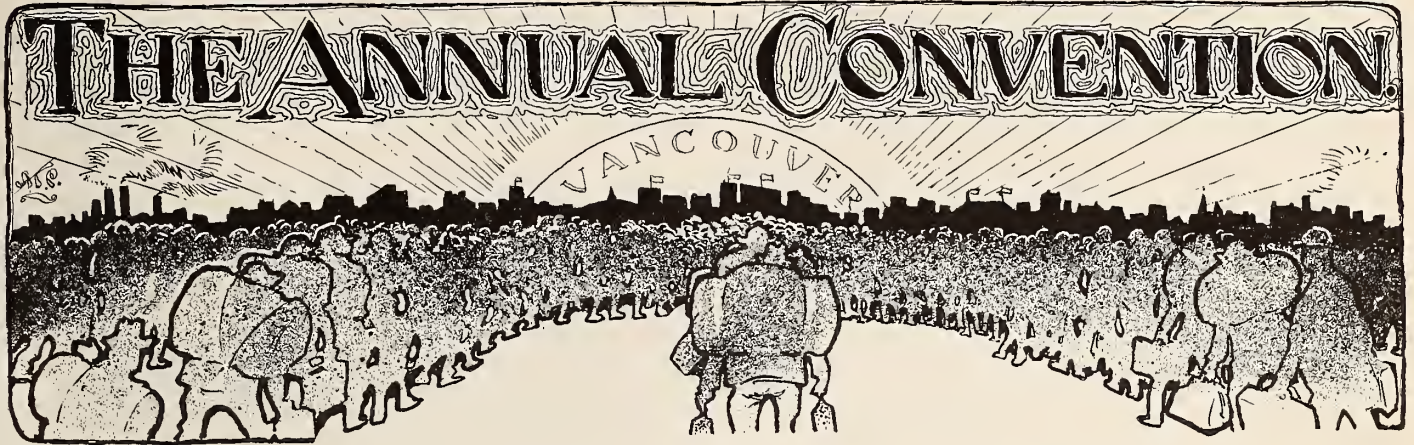
The Provincial Government were the hosts at a most enjoyable reception in the Parliament Buildings, Victoria, on Friday evening. The beautiful halls were brilliantly illuminated and a delightful couple of hours were spent viewing the contents of the museum and galleries.

## DINNER AT VICTORIA.

On Friday evening, September 23rd, Mr. W. H. Rowley entertained at dinner the Past Presidents of the Association, the Chairmen of Standing Committees, the Officers of the Association and others. The dinner was held at the Empress, Hotel, Victoria, B.C., and was a most enjoyable function. The invited guests were Messrs. Henry Bertram, R. W. Breadner, R. P. Butchart, P. W. Ellis, Atwell Fleming, John Firstbrook, Arthur F. Hatch, E. P. Heaton, John Hendry, Arthur Kidman, G. M. Murray, Robert Munroe, C. R. McCullough, F. P. Megan, J. A. M'Mahon, T. Y. O'Neill, C. Stanley Pettit, C. W. Rowley, T. A. Russell, Geo. W. Sadler, H. D. Scully, H. J. Scott, and R. J. Younge.

## MR. ROWLEY ENTERTAINS STAFF.

On the evening of Thursday, October 13th, Mr. Rowley entertained the staff of the Head Office to dinner at the National Club, Toronto. The invited guests were Mr. H. D. and Mrs. Scully, Mr. J. E. and Mrs. Walsh, Mr. E. P. and Mrs. Heaton, Mr. R. W. and Mrs. Breadner, Mr. B. L. and Mrs. Anderson, Mr. F. W. and Mrs. Wegenast, Miss Burgess, Miss Morgan, Miss Allan, Miss Beynon, Mr. D. B. Gillies, Mr. F. P. Megan, Mr. J. Winfield, Mr. C. T. Miller, and Mr. Will Larkin. At the conclusion of the most enjoyable function, Mr. Scully, speaking for the members of the staff, thanked Mr. Rowley for his generous hospitality.



Proceedings of the Thirty-Ninth Annual Meeting of the Canadian Manufacturers Association, held in the Dominion Hall and in the Board of Trade Chamber, in Vancouver, B.C., on Tuesday, Wednesday and Thursday, September 20th, 21st and 22nd, 1910.

On Tuesday, September 20th, at 11 o'clock a.m., the President, Mr. John Hendry, Vancouver, taking the chair, called the Convention to order, and said: Gentlemen, as President of the Canadian Manufacturers' Association I welcome you all to Vancouver to this Thirty-ninth Annual Convention of the Canadian Manufacturers' Association. I am not going to make any particular remarks just now, but we will go on with the work. The President's address will be read at 2.30 o'clock this afternoon. We will first have the minutes of the last Annual Meeting.

(By consent of the meeting the minutes of the last Annual Meeting were taken as read.)

The Secretary (Mr. G. M. Murray).—The next order on the programme is the appointment of scrutineers to count the ballots. The ballots are ready to be handed out, but there is a possibility that this meeting may take the view that there should be no election for the position of First Vice-President because of the fact that the validity of one of the nominations has been questioned. Usually it is left for the Secretary to rule upon matters of that kind, but in the present instance I have felt a great deal of reluctance in taking an arbitrary stand one way or the other. It has been thought well, therefore, after consulting with the President and Vice-President, to intimate that the Standing Committee on Nominations, which consists, ex-officio, of the officers of the Association, the Chairmen of Committees and Chairmen of Branches, so far as they are here, should be asked to meet some time prior to 2.30 this afternoon for the purpose of reviewing the papers connected with the nomination of one of these parties, and reporting on the eligibility of that party to the meeting this afternoon prior to the handing out of the ballots. I will, therefore, ask the following gentlemen to meet in committee at any hour that will suit them before 2.30 this afternoon: Mr. John Hendry, President; Mr. Rowley, Vice-President; Mr. Firstbrook, Toronto; Mr. Pettit, Toronto; Mr. Hatch, Hamilton; Mr. Rogers, Vancouver; and Mr. Barker, Vancouver.

The President.—The next thing in order is the Secretary's report.

The Secretary, Mr. Murray, read his report as follows:

#### REPORT OF THE SECRETARY.

*Mr. President and Gentlemen:—*

Custom has ruled that the Convention proceedings shall be opened with the annual report of your Secretary, and in con-

formity with that custom I have prepared for your consideration the statement which follows:

In explanation of its brevity, in which respect it presents a striking contrast to the reports of former years, permit me to state, first, that the reports of the Standing Committees as now prepared, supply so much detailed information and present such a comprehensive review of the work undertaken, that further comment seems unnecessary; and, second, that my recommendations of former years have now nearly all been acted upon, and a prospective absence from duty of several months makes me hesitate about offering any new recommendations, the execution of which I would not be on hand to supervise.

It may, I think, be stated, without fear of contradiction, that since our last annual meeting the Association has passed through the most successful year of its existence. More new work has been initiated, more old work has been completed, than ever before; the efficiency of its various departments has been enhanced; the character and variety of its services has been widened, and its strength, both numerical and financial, has been increased.

#### What Has Been Done.

Of these features I need mention only a few. The express enquiry has paved the way for many improvements in the classification and in the conditions of carriage which will undoubtedly result in better service and greater satisfaction for both shipper and carrier. The new ocean bill of lading ensures a larger measure of protection for those engaged in foreign trade, while the subsidizing of further steamship lines will tend to increase the volume of that trade. The adoption of regulations defining the amount of British labor necessary to entitle an article to admission under the Preferential Tariff will put a stop to much of the unfair competition to which Canadian manufacturers in past years have been subjected. Many of the inequalities which manufacturers have complained of in the tariff have been removed by Orders-in-Council, by rulings of the Board of Customs and by Departmental decisions and interpretations. A great deal of legislation of a beneficial character, such as the Bulk Sales Bill, has been supported and enacted, while numerous objectionable measures, including the Eight-Hour Day Bill, and certain radical features of the Insurance Bill, have been opposed with success. Steps are now being taken to define, by an appeal to the Supreme Court, the respective jurisdiction of the

Dominion and the Provincial Governments in the matter of company incorporation. The Technical Education Commission, which the Association has advocated for the past five years, has at length been constituted. A Legal Department has been organized, with a lawyer in charge, for the purpose of conducting a new kind of specialized work, the nature of which will readily suggest itself. The Insurance Department has equipped itself with engineers and draughtsmen to superintend the installation of sprinkler systems and to inspect and report upon the safety of water towers. A new edition of the Trade Index, in which all Canadian manufacturers, irrespective of membership, have been included, has just made its appearance in book form, thus supplying to the business public for the first time a comprehensive inventory of the manufactures of the Dominion. INDUSTRIAL CANADA, bigger and brighter than ever before, has closed the year with a surplus of nearly \$5,000, while the membership on July 31st last stood at 2,608, representing a gain for the twelve months of 252. All these and many other matters are fully covered in the reports before you.



MR. G. M. MURRAY  
General Secretary

Personally, it is a matter of great satisfaction to me that the Association has seen fit to act upon so many of the recommendations contained in my reports for 1908 and 1909, and that so much satisfaction has followed as a result of that action. I look forward with confidence to the newly-organized Legal Department becoming one of the most valuable branches of our entire service. The Trade Index in its present form fills a long-felt want, and the Association has been warmly congratulated upon it. Its publication, moreover, has resulted in a handsome profit to the Association.

#### Need of Increased Revenue.

I am pleased to observe that the question of an increase in the membership fee is beginning to receive serious consideration, as shown by an amendment to the by-laws which will be submitted to you in due course. While I recognize that it is not for me to endeavor to impose my views upon this meeting, I wish to state, as the one who more than any other is called upon to act as general manager of this large and important organization, that, in my opinion, some pro-

vision for a permanent increase in the revenue is necessary if our present progressive programme is to be carried out, because our expenditure on revenue account is now practically equal to our income. In deciding what that increase shall be, two considerations must be kept ever in mind; first, it should yield us at least \$5,000 a year more income on our present membership basis; and, second, it should be so framed as to retain the numerical strength of the Association at the highest possible figure. Revenue is very necessary, but it must not be secured by any sacrifice of membership, for names are just as essential to the success of our work as money.

The increase in membership for the past year was certainly most gratifying, and there may be some who, encouraged thereby, will feel inclined to allow the natural growth of the Association to provide the additional revenue required. To these I would say that new memberships always involve new expense; only a small portion of the fees they contribute would be available for the purposes we have in mind. Furthermore, the growth in membership for some years past has been so rapid that it has now practically exhausted the available supply, and for the future I fear we will have to content ourselves with very moderate gains. That being the case, the need for an early revision of the schedule of fees is even more apparent.

Pending action on this point we will naturally have to leave in abeyance a question which has been brought up on various occasions in the past. I refer to the employment of a travelling Secretary, and the aggregate results, as measured an officer has grown less. On the contrary, each addition to the membership means more work for the general and departmental staffs at head office, so making it the more difficult for them to keep personally in touch with out-of-town members. As against this, the creation of specialized departments always relieves the pressure on the Secretary and the Assistant Secretary. During the past year, as the result of the creation of the Legal Department and an advantageous division of other duties, it has been possible for the Assistant Secretary to devote a considerable portion of his time to outside work. To some extent, therefore, he has acted as a travelling Secretary and the aggregate results, as measured by the increase in membership and the quickening of interest generally, amply justifies me in recommending the continuance of such an arrangement, so far, at least, as circumstances will permit.

Unhappily for the next year there will be little opportunity either for the Assistant Secretary or myself to keep in personal touch with the membership at large because of the fact that, with the approval of the Executive Council, I am absenting myself frequently and for long periods in connection with the work of the Royal Commission on Industrial Training and Technical Education, to which I had the honor of being appointed. While I do not anticipate that these absences will in any way interfere with the proper administration of Association affairs, I fear that for the present, at least, they will necessitate an abandonment of our membership campaign, so that if a year hence we do not appear to have made any headway in adding to our roll of membership, it will be understood that it has been because of the temporary diversion of our efforts into other and probably more useful channels.

It is a pleasure for me to be able to state that the Association is now served by as competent and as obliging a staff as has ever been in its employ. Collectively and individually they have given me their assurance that for the coming year they will redouble their efforts to maintain the efficiency of their work at its present high standard. With their loyal cooperation and with the assistance that for years has been so faithfully and so cheerfully rendered by those of our members who serve upon our Standing Committees and upon the Exe-



cutive Council I feel sure that the business of the Association is in good hands, and that the temporary derangement of work consequent upon my absence will not be attended by anything more than a few trifling inconveniences.

Respectfully submitted.

G. M. MURRAY.  
*Secretary.*

The President called for discussion on the Secretary's report, and, none following, it was moved by Mr. C. W. Cadwell (Windsor), seconded by Mr. C. R. McCullough (Hamilton), that the report be adopted.

Mr. C. R. McCullough, in seconding the adoption of the report, said: I wish to congratulate the Secretary upon the efficiency of the various services rendered to the Association in the past year by the staff, and also on his appointment to

the Commission on Technical Education. Our Association has endeavored to promote that most important matter for years, and the temporary diversion of the Secretary from his ordinary duties in that behalf I am sure will be well repaid in the results accruing to the Association. I have very much pleasure in seconding the adoption of the report.

The President put the motion to adopt the Secretary's report, which, on a vote being taken, was declared carried.

In the absence of the Treasurer, Mr. George Booth, the President called upon the Secretary to read the Treasurer's report.

**Report of Treasurer.**

The Secretary then read the Treasurer's report.

**TREASURER'S REPORT**

*To the President and Members of the Canadian Manufacturers Association.*

GENTLEMEN:

I regret my inability to be present at the Convention and personally present the Financial Statement for the year ending January 31st, 1910.

It will, however, be properly placed before you, together with the Auditors' report, and I trust it will meet with your approval.

You will see from the statement that our receipts from all

in including the profit from this source in the sum on which we base the fixed yearly charges for the general expense of the Association.

Without anticipating what may be the report submitted to the Convention *re* the rearrangement of the scale for members' fees by the special committee appointed for that purpose, I must say I think it would be unwise and very injurious to the Association to increase the minimum fee of \$10.00. While I do not think it advisable to state in particular the reasons why I have come to this conclusion, I am aware that there are many other members who are of the same opinion as myself, who will doubtless be present at the Convention and who will personally support this position.

That we should, were such a course to be pursued (that of raising the minimum fee), suffer a loss, both numerically and financially, I thoroughly believe, and if so, a loss of influence throughout the country would undoubtedly follow.

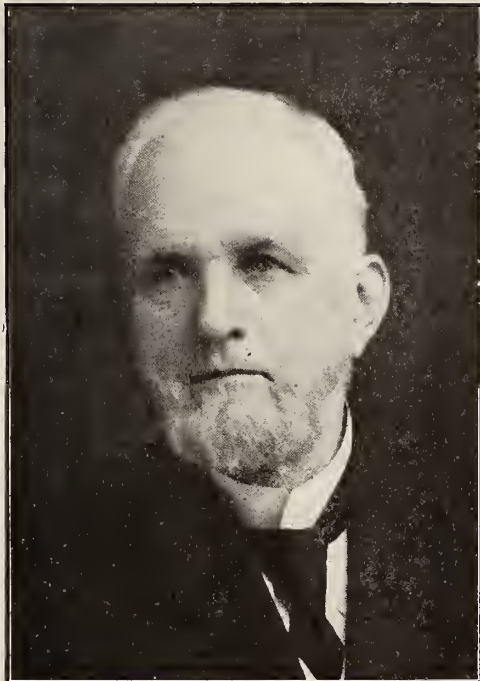
While I am not convinced that the alteration, if any, of the existing fees will bring an increase of cash into the treasury, I think the safest course to pursue, if the Convention so decide, would be to establish a new grade for the manufacturers employing the largest number of hands. What the amount of the fee should be the Convention will be better able to decide than your humble servant.

I have estimated that our revenue for the current year will be as follows: Members' fees, based upon the present scale, \$33,750.00; interest, \$800.00; total, \$34,500.00. This will provide for an increased expenditure of \$2,500.00 in excess of that of the year just closed. To the above revenue of \$34,500.00 is to be added the profit from INDUSTRIAL CANADA, which probably will be somewhere in the neighborhood of \$5,000.00, making a total of \$39,500.00 for the yearly revenue.

Again regretting my absence, and hoping the handling of your money by the Finance Committee will meet with the support of the Convention.

Respectfully submitted,

Geo. Booth,  
*Treasurer.*



MR. GEO. BOOTH  
(Booth-Coulter Copper and Brass Co., Limited)  
**Treasurer**

sources for the year amount to \$59,279.24, being an increase over the previous year of \$7,029.15. Our revenue for the year consisted of \$32,131.85 from members' fees, \$865.62 for interest, and the surplus profit, as shown by INDUSTRIAL CANADA, of \$4,690.11, amounting in all to \$37,687.58, and our disbursements to \$31,997.55, showing an excess of revenue over expense of \$5,690.03. This excellent showing is mainly owing to the handsome profit earned by INDUSTRIAL CANADA, and providing the management of this journal can keep down the expense of its publication to the present figure we are perfectly justified

**AUDITOR'S REPORT.**

THE CANADIAN MANUFACTURERS ASSOCIATION,  
INCORPORATED.

Balance Sheet, as on 31st July, 1910.

Liabilities.	
Fees paid in advance and unearned...	\$9,248 33
<i>Accounts Payable.</i>	
Expense .....	\$343 50
Industrial Canada .....	463 54
	807 04

Reserve for Depreciation, Furniture and Fittings .....	\$800 00	
Balance Surplus Assets .....	21,690 11	
		<u>\$32,545 48</u>
Assets.		
Fees Owing, Accrued, Due .....	\$232 07	
Furniture and Fittings .....	4,117 91	
Advertisements Accrued, Due and Owing, as on 31st July, 1910 .....	\$4,015 60	
Accounts Owing acc't Commercial Reports .....	12 00	
Western Excursion .....	206 26	
Trade Index .....	747 30	
		<u>\$4,981 16</u>
Less Reserve for Bad Debts .....	1,000 00	
		<u>3,981 16</u>
Interest Accrued .....	69 52	
Investment Account—as per Schedule..	9,193 12	
Expense Inventory .....	75 86	
Cash on Hand .....	335 00	
Cash at Bank, as per Pass Book.....	15,831 01	
Less Outstanding .....	1,290 17	
		<u>14,540 84</u>
		<u>\$32,545 48</u>

Audited and found correct.

(Signed) WILTON C. EDDIS & CO.,  
Chartered Accountants.

Revenue Account, for Twelve Months ending 31st July, 1910.

1909.		
July 31.		
By Balance .....	\$16,000 06	
1910.		
July 31.		
To Expenses—as per Schedule "A".....	\$31,641 64	
“ Bad Debts .....	154 67	
“ Depreciation of Furniture.....	201 22	
By Membership Fees .....	32,131 85	
“ Interest .....	865 62	
“ Industrial Canada—as per Schedule “B” .....	4,690 11	
To Balance .....	21,690 11	
		<u>\$53,687 64</u>
		<u>\$53,687 64</u>

#### SCHEDULE "A."

Expense Account, for Twelve Months ending 31st July, 1910.

Annual Meeting, 1909 .....
 \$1,141 97 |

#### Branches—

Toronto .....	1,430 41
Montreal .....	2,993 18
British Columbia .....	441 37
Nova Scotia .....	295 84
Quebec .....	211 14
Manitoba .....	375 85
Niagara District .....	10 15
Certificates .....	375 35
Counsel Fees .....	1,900 00
Exchange .....	238 67
Insurance Department .....	1,000 00
Legal Department .....	354 39

Postage .....	\$932 41
Presentations .....	100 55
Printing and Stationery .....	1,176 37
Receptions .....	32 80
Rent and Light .....	868 09
Salaries .....	6,248 66

#### Sections—

Engine and Boiler .....	142 16
Wine Growers .....	10 03
Woollen .....	7 75
Pulp and Paper .....	8 77
Food Products .....	80 67
Furniture .....	8 13
Tariff Department .....	4,661 91
Taxes and Insurance .....	81 00
Telegraph and Telephone .....	174 94
Translations .....	290 03
Travelling .....	787 32
Transportation Department .....	5,046 97
Sundries .....	223 76
	<u>\$31,641 64</u>

#### SCHEDULE "B."

Statement Showing Receipts and Disbursements of Industrial Canada for Twelve Months ending 31st July, 1910.

#### Expenditure.—

Electros .....	\$352 82
Special Literary Matter .....	354 00
Postage and Distributing .....	999 73
Printing and Stationery .....	7,681 77
Rent and Light .....	416 71
Salaries .....	4,563 96
Telegraph and Telephone .....	48 06
Travelling .....	226 45
Sundries .....	28 36

#### Receipts.—

Advertising—Display .....	\$18,011 98
Advertising—Cards .....	1,224 14
Copies—Sale of .....	125 85
Profit for 12 Months .....	4,690 11
	<u>\$19,361 97</u>
	<u>\$19,361 97</u>

Cash Account, 31st July, 1909, to 31st July, 1910.

#### Receipts.—

Balance, 31st July, 1909 .....	\$5,475 92
Membership Fees .....	\$33,091 56
Industrial Canada .....	21,255 04
Sundry Accounts Received .....	422 92
Commercial Reports .....	104 00
Interest .....	842 33
Manufacturers' Mutual Fire Insurance Co.	2,000 00
Annual Meeting—Banquet, 1909 .....	1,165 00
Expense Items—Translations .....	21 88
“ “ Rent Montreal Office ..	55 00
“ “ Stationery .....	53 51
Travelling .....	235 00
Petty Cash .....	25 00
Furniture—Sale of Chairs .....	8 00
	<u>\$59,279 24</u>
	<u>\$64,755 16</u>

## Disbursements.—

Expense .....	\$22,767 69
Industrial Canada .....	14,977 40
Insurance Department .....	1,000 00
Tariff Department .....	4,594 55
Annual Meeting, 1909 .....	2,306 97
Commercial Reports .....	102 00
Counsel Fees .....	1,900 00
Legal Department .....	341 64
Sundry Accounts .....	373 93
Receptions .....	32 80
Furniture and Fittings .....	12 00
Taxes and Insurance .....	81 00
Travelling .....	310 00
Petty Cash .....	25 00
Sections .....	590 37
Trade Index, 1910 .....	592 71
Western Excursion .....	206 26
	\$50,214 32
Cash on hand, 31st July, 1910 .....	14,540 84
	\$64,755 16

## SCHEDULE "C."

## Investment Account.

Toronto General T. Corporation—Guarantee Investment Receipt, due 1912, at 4 per cent. ....	\$5,000 00
City of Toronto Bonds, due 1944, at 3½ per cent., 2 x £500=£1,000 .....	4,193 12
	\$9,193 12

The Secretary.—I will be pleased, in so far as I am able to do so, to answer any questions which may suggest themselves to you from a perusal of the Auditor's statement.

Mr. John Firstbrook (Toronto).—I have pleasure in moving the adoption of the Treasurer's report.

Mr. H. L. Frost (Hamilton).—I second the adoption of the report.

The President called for discussion upon the report, and, on there being none, put the motion to adopt the report, which, on a vote being taken, was declared carried.

The President called for the report of INDUSTRIAL CANADA Committee, which was read by the Secretary.

## REPORT OF "INDUSTRIAL CANADA" COMMITTEE

THE success of the Committee which you elected a year ago to direct the publication of INDUSTRIAL CANADA must be judged by the paper as it has appeared from month to month. If it has acquainted the members with the work which the Association in its various Departments is doing, if it has advanced the policies for which the Association stands, and if it has incidentally added somewhat to the general revenues, it will have accomplished its purpose.

INDUSTRIAL CANADA'S work is primarily and principally within the ranks of the Association itself. When it was started ten years ago as an eight-page paper, its sole object was to report the proceedings of the Executive Council and to disseminate among the members such Association news as was of general interest. With the growth of the Association in numbers and in variety of interests, the official publication has also grown until it now stands as a leader among industrial journals.

### Growth in Size and Circulation.

Consistent with the advances made by the Association in other directions, the Association's paper has during the past year developed both in size and in circulation. The tenth volume, which represents the year just closed, contained a total of 1,240 pages as compared with 1,154 for the preceding volume, in spite of the fact that the previous volume contained the Canadian Trade Index, which accounted for an extra three hundred pages. But it is in the ordinary issues that the growth is most clearly shown. This year the average regular issue has contained 100 pages, as against 84 in 1908-9 and 72 in 1907-8.

While this increase in size has been taking place, the circulation list has also been growing. The regular issue is now 3,400, or 400 more than it was a year ago. Of this, part is accounted for by new members and part by outside subscribers. Every one, however, represents a reader who is actually interested in the Association's work.

### Special Articles.

It has been the first object of INDUSTRIAL CANADA to provide special and authoritative articles from month to month on the subjects which were of urgent importance to manu-

facturers at the moment. Of these, particular reference might be made to: Articles explaining in detail the meaning of the new British Columbia Company Law; an Analysis of the new Insurance Act; an advance statement of Trade Agreements with Belgium, Italy and the Netherlands, and with the United States; the Association's argument in opposition to the compulsory Eight Hour Day Bill; an explanation of the clauses of the new Bill of Lading; a discussion on Mutual Fire Insurance; and several others. In a number of cases it was necessary to issue reprints of the articles to satisfy the demand for extra copies.

### Financial Statement.

While INDUSTRIAL CANADA has been extending its sphere of influence by issuing bigger numbers and more of them, its financial interests have not been neglected. Its growth in other directions has been but an index of its financial position. In spite of largely increased costs through getting out a more ambitious journal, advertising revenues have mounted so high as to leave this year the largest net profit in the paper's history.

For the twelve issues comprising the tenth volume, the gross earnings were \$19,404.73, the cost of publication \$14,427.58, leaving a surplus of \$4,977.13. While the gross earnings of the previous year, owing to the fact that the Trade Index was incorporated in INDUSTRIAL CANADA, were slightly greater, namely \$20,013.19, the net surplus was \$3,959.89. Thus the profit on this year's business was over a thousand dollars more than for the previous year, which in turn was the highest up to that time.

The cash receipts have kept pace with the earnings. For the year they were \$21,255.04, as against \$18,703.22 for the previous year. For the same periods, the disbursements were \$14,977.40 and \$15,143.25 respectively, showing surplus cash receipts of \$6,277.64 and \$3,559.97, an increase in favor of this year of \$2,717.67.

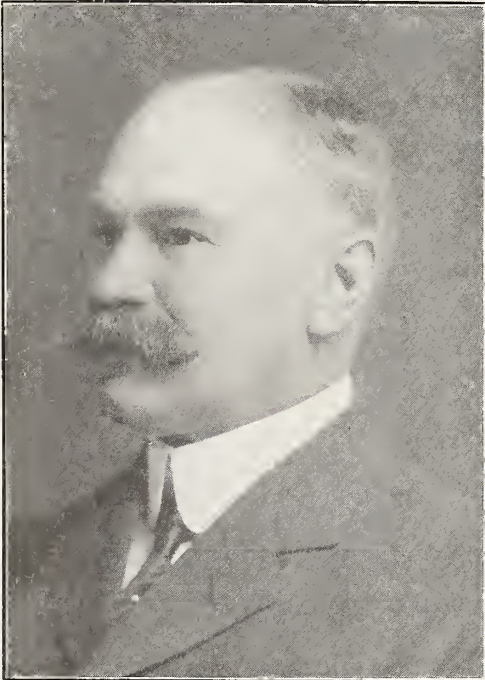
It should be noted that INDUSTRIAL CANADA'S income is derived almost exclusively from its advertising columns. Twenty-five hundred copies are sent free to members each month, as part of their privileges of membership. A considerable number more go to individuals or institutions where it is felt that the Association's work should be known. Consequently

the heavy expense of publication must be met by the sale of advertising space, chiefly to our own members, and it is a pleasure to be able to report that they have given their paper most loyal support throughout the year.

### The Trade Index.

Immediately upon assuming office last October, your Committee took up the subject of a trade directory which would include all manufacturers in Canada, whether members of the Association or not. For some years the desirability, if not the actual necessity, of such a volume was plain to those who were chiefly interested in Canadian manufactures. The Department of Trade and Commerce at Ottawa had felt the want of it. In the various activities of the Association it was needed. Finally, in the interest of Canada's export and home trade, it was essential that buyers have a complete record not only of the articles made here, but of those who made them. The Association, it was felt, had grown too big to continue issuing a trade index in which only its own members were included.

The cost of such a work, however, made your Committee move slowly. Only after the most exhaustive investigations



MR. S. R. HART

(Hart & Riddell)

Chairman "Industrial Canada Committee," 1909-1910

was it decided to undertake the publication of a book which would do justice to Canada's manufacturing industries, and which would be so complete as to make it an authoritative book of reference for two or three years to come. That the decision was warranted is proven, we believe, by the five hundred and fifty page volume which has just made its appearance.

A special sub-committee consisting of Messrs. S. R. Hart and F. Diver was appointed to carry out the decision of the Committee. This sub-committee has given careful attention throughout the year to the Trade Index, with a view to getting out the best possible book, without its being a financial burden on the Association.

Your Committee are now able to report not only that a Canadian Trade Index worthy of the name has been issued, but that it has proved a good business proposition from the

Association's standpoint. Seven thousand five hundred books have been issued which it is intended shall be distributed, twenty-five hundred free to the members of the Association, a like number free to foreign importers, wherever it is thought that a demand for Canadian goods may be developed, and the remaining twenty-five hundred in Canada among buying agents of railways, architects, engineers, and wherever else they will do the most good. For general circulation in Canada a charge of two dollars a volume will be made.

While it is impossible at the present time to present a financial statement covering this publication, owing to the fact that the cost of distribution is not yet available, a fair profit is assured to the Association. The gross revenue from advertising amounted to \$10,612. To this may be added later some revenue from sale of copies. Your Committee feel safe in predicting a net profit to the Association of at least fifteen hundred dollars.

In submitting this report of their work, your Committee wish to thank the members for the support they have given INDUSTRIAL CANADA throughout the year. INDUSTRIAL CANADA is more than a trade journal; it is more even than the official mouthpiece of the Association; it is the medium through which the members may talk to one another and discuss the common problems that are ever present in our midst. As such it is worthy of your interest and support.

We ask in conclusion that the courtesy and consideration which we have enjoyed throughout our year of office may be extended in like measure to our successors for the year to come.

All of which is respectfully submitted.

G. M. MURRAY,  
*Secretary.*

S. R. HART,  
*Chairman.*

F. P. MEGAN, *Editor.*

Mr. R. J. Younge (Montreal).—Mr. President, as a member of INDUSTRIAL CANADA Committee, I have great pleasure in moving the adoption of this report. Those of us who remember what INDUSTRIAL CANADA was a few years ago in its small but welcome form certainly appreciate what it has grown into to-day, and if I might be allowed to make a suggestion for the members of the Association at this time, it would be this, that we as members should use the journal more than we ever have; we should make it, as the report suggests, a medium for discussing with each other those questions which are important to us in the conduct of our business.

One other suggestion I would like to make. We who are growing to appreciate its value should endeavor to increase its circulation, and I believe we can all do a good deal personally in this direction. I believe we who read INDUSTRIAL CANADA from month to month could point out to our friends—to influential friends—the value of the work which INDUSTRIAL CANADA is doing, because we have a class of articles given to us in our own paper which I believe is not given in any other paper published in the Dominion; and if we would recommend the journal to our friends I believe we could do a great deal to increase the circulation. The weak point after all in INDUSTRIAL CANADA is that its circulation is so small, and I think those of us who read it faithfully from month to month can only regret that the influence of the paper is not what it should be on account of its comparatively small circulation. I have great pleasure in moving the adoption of this report.

Mr. C. S. J. Phillips (Montreal).—I have much pleasure in seconding this resolution, and while I am culpable in not advertising in it, I made the resolve, after I heard this report read, that I would. I have read INDUSTRIAL CANADA

regularly, and I have recommended it to others. There are certainly high class articles in it.

Mr. A. B. Stovel, (Winnipeg); Mr. President, I would like to ask a question. Has the advisability of charging the members a fee for INDUSTRIAL CANADA ever been considered by the Committee? I believe it would be a little more valuable if the membership had to pay a fee for the journal.

Mr. P. W. Ellis, (Toronto); Mr. President, it must be understood that the inception of INDUSTRIAL CANADA was for the precise purpose of making each member of the Association, who was not continually in touch with what was going on at the Head Office, acquainted with what was being done, through the columns of that paper; and I think further, Mr. President, that it must be an eye-opener, not only to those not engaged in the industries of this country, but to those who are, to note the great increase that has taken place in that paper since we completed issue No. 1. As a matter of fact, the growth of that paper and the advertisements it contains, is largely an index of the growth of the industries established in this Dominion. I think I am perfectly justified in saying that when our next census is completed, and when it is compared with the last quinquennial industrial census, the people of Canada will have their eyes opened to the marvellous advancement that is taking place in this country in the multiplying of the industries and the multiplying of their diversified characters. I think I may say without the slightest fear of contradiction, that no young man need leave Canada to-day who wishes to achieve success; that Canada affords plenty of opportunity. A perusal of the columns of INDUSTRIAL CANADA alone will satisfy him that there is an abundant field within the boundaries of this Dominion.

The President.—The question that Mr. Stovel asked regarding a charge to members for INDUSTRIAL CANADA has not been answered yet. I understand Mr. Ellis is averse to that.

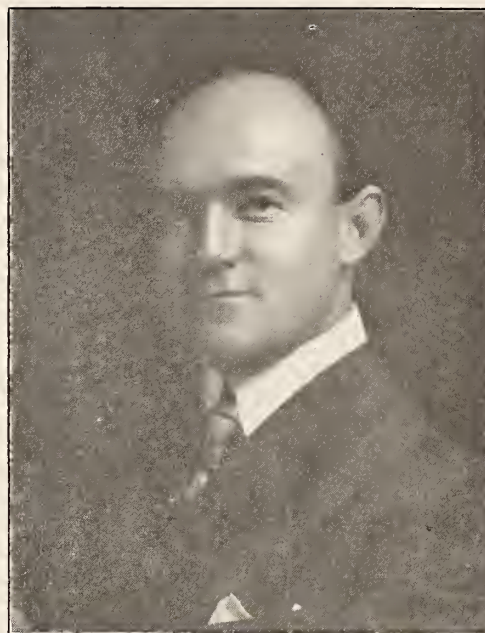
#### Binds Members Together.

Mr. Ellis.—I think that would not be carrying out the purpose of the journal; its function is to inform our members of what is taking place. We have here an organization, in fact, the only trade organization which draws its membership from all parts of this Dominion from the Pacific to the Atlantic, and unless we have some such medium to keep them in touch with what is going on, many would feel in many respects that their membership was largely of a formal character. You know, Mr. President, in Boards of Trade and other commercial organizations it is often remarked that the members are not sufficiently close in touch with what is going on. That argument has been met with such a statement as this: "Well, we are organized; we are ready to make an effort when an effort is required." Should anything be done throughout this great Dominion that would be adverse to the interests of trade and commerce we are organized and ready to combat it.

Another matter. While I have risen to my feet to say that I would not advocate making a charge for the paper, I think our members can so regulate their fees to this organization that all its expenses can be provided for. As a matter of fact, one of the pleasures of the officers of this organization is the liberality of its members, the willingness of each member to contribute according to the arrangements that are made for the purpose of supplying its every want.

There was one point I did wish to emphasize, and it was this: It is a matter of the greatest possible interest for any manufacturer to review the membership of our Association, and to notice how hundreds of them started in the smallest possible way. I believe I may be justified in saying that there are numerous instances where one practical man has joined forces with one business man, and they have started off with only two, and those two have grown to be an institu-

tion worthy of our country, and that same feature is an inspiration to all our towns and cities and to all our young men that it is not necessary, in order to enlarge and ultimately reach the goal they are striving after, to start in a large way. I think we have had a demonstration of that fact as we have passed along on this excursion, stopping at Portage la Prairie, going from there to Brandon, then to Regina, through Moose Jaw, and on to Calgary. Every one of those places has an Industrial Commission. What for? It is an eye-opener to us. Those people turned out *en masse* to receive us as they would receive brothers and sisters. We felt we were coming home rather than leaving home, and not an opportunity was lost on their part to inform us and satisfy us that they wished to become industrial centres; that they believed there were industrial opportunities for them



MR. R. J. YOUNGE

(Canadian Rubber Co. of Montreal, Ltd.)

Chairman "Industrial Canada" Committee, 1910-1911

just as there have been for us in the past, and we have come to the firm conclusion, Mr. President, that this great western country is not willing to continue only as an agricultural, only as distributors, only as mercantile centres to supply the local needs of the community, but that they are awakened as we were awakened, and they are now reaching forth not only to become an agricultural part of Canada, but also an industrial part, and I can assure you the members on this excursion are very highly gratified indeed to see that these people value at its true value the necessity for having industrial centres to give employment to their people. It has been pointed out to us through the great country we have been passing through that things are practically tied up during the winter; that a large number of persons engaged during the summer are thrown out of employment during the winter for want of some means of employment, and they feel those means are to be supplied by the establishment of industries. I can only say that, so far as we in the East are concerned, we will be pleased to have in our ranks the industries that are established throughout this great country. We are proud of the flourishing Branch you have in the city of Vancouver. We were very proud when the Mayor of Winnipeg informed us that there were 240 industrial establishments in that city.

I think we will all feel inspired by the fact that our Association has reached, as the report of the Secretary has

shown, a membership of 2,600. We may well look forward to its increasing by leaps and bounds, and we have to-day, without fear of contradiction, the largest (numerically) financial and industrial organization for the population to be found in any country on the face of the globe.

#### All Manufacturers Should Read It.

Mr. McNeill (Vancouver).—Mr. President, as a member of the Vancouver Branch, I would like to add a word of praise for the paper INDUSTRIAL CANADA. I have read it during the last year with increasing interest, and I think each month as it comes out proves the value of the paper more and more to every manufacturer, and not only to the manufacturer, but to everyone interested in the welfare of Canada, and I think that the paper's whole excellence is the paper's greatest plea for an increasing circulation. I trust that that will come; it is well worthy of it. I feel sure that the Committee which had charge of the paper within the past year, and which will have it, I suppose, in the future, will be able out of its own wisdom to devise ways and means whereby the circulation will be greatly increased.

Mr. Stovel.—The statement made by Mr. Ellis that the manufacturers can always provide funds when necessary affords me an argument in favor of charging a fee for the journal. We have been presented on our journey out here with a number of souvenirs. We could hardly class the journal as a souvenir. I believe the value of the journal would be increased to each member if he felt that issue by issue he was paying a price for it. I don't know whether the Committee have considered the advisability of charging a fee, but I think it would be wise for them to do so.

If it is in order, I would move that this question be considered and reported on to this Convention by this Committee.

#### Opposes Separate Charge.

Mr. T. A. Russell (Toronto).—Mr. President, I have listened with a great deal of interest to the remarks of the gentleman suggesting that a separate charge be made for INDUSTRIAL CANADA. That question has been up from time to time at meetings of the Association for the last seven or eight years, and each time, after careful consideration, it has been decided, and I think wisely, that it would not be well to make a separate charge. The aim of INDUSTRIAL CANADA at its in-

ception was to provide against the very danger which all great voluntary organizations have to contend with. Those who serve on committees and who act as officers know the excellent work that is being done, but the difficulty is to keep the private member who is not serving on committees in touch with what is being done, and hence the difficulty of keeping up his interest. It was to meet that very difficulty that INDUSTRIAL CANADA was started, and it would be striking at the very foundation of the great success of this Association, which in ten years has grown from 132 to 2,600, to adopt any means whereby it might be possible that the members should not receive the medium which advises them of the work of the Association. I would like, therefore, that there should be no suggestion of a separate fee for INDUSTRIAL CANADA, because the Finance Committee and the Membership Committee have been dealing with the financial side, and will present a report which will deal with that in a specific manner, and it is not necessary for us in INDUSTRIAL CANADA Committee to deal with the financial side of it. Our problem is to strengthen the paper, to make it a better medium still to our members, and I think it would be very wise to follow the suggestion made by Mr. Younge, that of going one step further and carrying the educating influence of the paper to those outside of our own membership. I hope it will not be considered wise to suggest the imposition of a separate charge for INDUSTRIAL CANADA.

(After having heard the discussion Mr. Stovell withdrew his motion.)

The President put the motion to adopt the report, which, on a vote having been taken, was declared carried.

The Secretary made the announcements.

It was moved by Mr. W. H. Rowley (Vice-President), and carried unanimously, that the thanks of this Association are due, and are heartily tendered to the President, the Board of Directors, and the members of the Terminal City Club for their kindness in extending to our members the privileges and courtesies of the Club during our visit to Vancouver.

The President called for the report of the Technical Education Committee.

The report was read by Mr. C. R. McCullough (Hamilton).

## REPORT OF TECHNICAL EDUCATION COMMITTEE

**A**FTER six long years of careful planning, persistent effort and constant agitation, all directed toward the one end, it affords your Technical Education Committee no small amount of satisfaction to be able to report that the special task assigned them by the Montreal Convention of 1904 has at length been accomplished.

Just what that task was it may perhaps be interesting to recall. The following resolution appearing upon the records for the year mentioned sets it forth very concisely.

"Whereas the importance of technical education to the manufacturing industries warrants and requires the establishment of modern, thoroughly-equipped technical schools throughout Canada;

"And whereas the instituting of a general system with one standard curriculum requires that all schools should be under one central management;

"And whereas it is the function of the Federal Government alone to properly organize such a system of schools throughout the Dominion;

"Therefore be it resolved that the Association should, through a special committee, investigate the subject of technical education as it is dealt with in other countries,

with a view to recommending early action on the part of the Dominion Government in inaugurating a national movement for a standard system of technical education in Canada."

Following the unanimous adoption of this resolution, a special committee was appointed for the purpose of giving effect to the decision agreed upon. This committee, after nearly eighteen months of study and research, presented to the Government in March, 1906, a memorial which, for exhaustiveness and convincing logic, left nothing to be desired. To summarize in the fewest possible words the content of this memorial, it may be stated that—

First—It explained very clearly that technical education, or industrial training as it is more properly called, was more closely related to the trade and commerce of the country than to our educational system, and that, therefore, the British North America Act need not be a barrier to action on the part of the Federal Government if it felt disposed to aid the cause.

Second—It reviewed the practice of other countries having federal form of government, such as Germany, Switzerland and the United States, for the purpose of showing how essen-

tially they regarded industrial training as part and parcel of their national trade policy.

Third—It dwelt upon the practice of the Dominion itself in conducting experimental farms, engineering courses, biological research stations, etc., as showing that despite the B.N.A. Act it was already busying itself with educational matters.

Fourth—It emphasized the demand for industrial education on the part of the working classes themselves by pointing out what enormous sums of money were sent out of the country annually to correspondence schools in the United States.

Fifth—It adduced evidence to show that public opinion from one end of Canada to the other was strongly in favor of some action being taken by the Federal Government towards laying the foundation of a broad and comprehensive system of technical education.

For these and other reasons the Committee urged on behalf of the Association the immediate appointment by the Dominion Government of a commission of enquiry, with instructions, first—to ascertain the actual needs of the Dominion in the way of technical education and industrial training, and then to see how those needs could best be met by adapting to Canadian conditions the facilities provided in other countries.

The apparent indifference of the Federal authorities to the Association's appeal; the repeated efforts made by your Committee to quicken public interest in support of their recommendation; their campaign among the newspapers, the universities, boards of trade and labor organizations; the expressions of hearty approval obtained from Provincial governments; and finally the debates in the House of Commons itself, are all matters of record that have been dealt with in the reports presented from year to year, and that need not, therefore, be gone into on this occasion. Suffice it to say that the campaign as a whole was probably prepared with as much thoroughness and conducted with as much perseverance as any campaign ever undertaken by the Association.

Nor can the good faith of the Association or the sincerity in its motives in thus urging the creation of a federal commission of enquiry be called into question by those who are prone to read nothing but selfishness into the actions of our organization, for it will be recalled that at the Montreal Convention, in 1908, when all hope of success had been practically abandoned, the Association voted \$5,000 of its own funds towards financing this undertaking, which was obviously as much in the public interest as in its own.

That the Commission was not appointed under Association auspices in conformity with the vote is explainable by the fact that immediately following our decision to proceed with the enquiry at our own expense, the attitude of the Government became much more favorable, the assumption being that they felt they could ill afford to allow a work of such magnitude and of such far-reaching importance to the nation as a whole to be undertaken by the very people to whose application they had been turning a deaf ear.

The efforts of your Committee were accordingly once more directed along the lines of their first endeavor, and to such good purpose that in March last the Government, through the Honorable the Minister of Labor, made public announcement of its intention to appoint the commission so earnestly desired. Provision was made in the supplementary estimates for an appropriation sufficient to enable the commission to carry on its work until Parliament would reassemble, and on June 1st an Order-in-Council was issued constituting the following gentlemen commissioners for the purpose of enquiring "into the needs and present equipment of our Dominion of Canada

respecting industrial training and technical education, and into the systems and methods of technical instruction obtaining in other countries":

James W. Robertson, C.M.G., LL.D., *Chairman*.  
 Hon. John W. Armstrong.  
 George Bryce, LL.D., F.R.S.C.  
 Gaspard De Serres.  
 Gilbert M. Murray, B.A.  
 David Forsyth, M.A.  
 James Simpson.

About the middle of July the Commissioners began their work in the Maritime Provinces, and your Committee are informed that it is their intention to cover Canada from the Atlantic to the Pacific as thoroughly as may be by the end of the year, afterwards visiting the industrial and educational centres of the United States, Great Britain and Ireland, France, Germany, Switzerland, Denmark, Sweden, and such other European countries as may be deemed advisable.



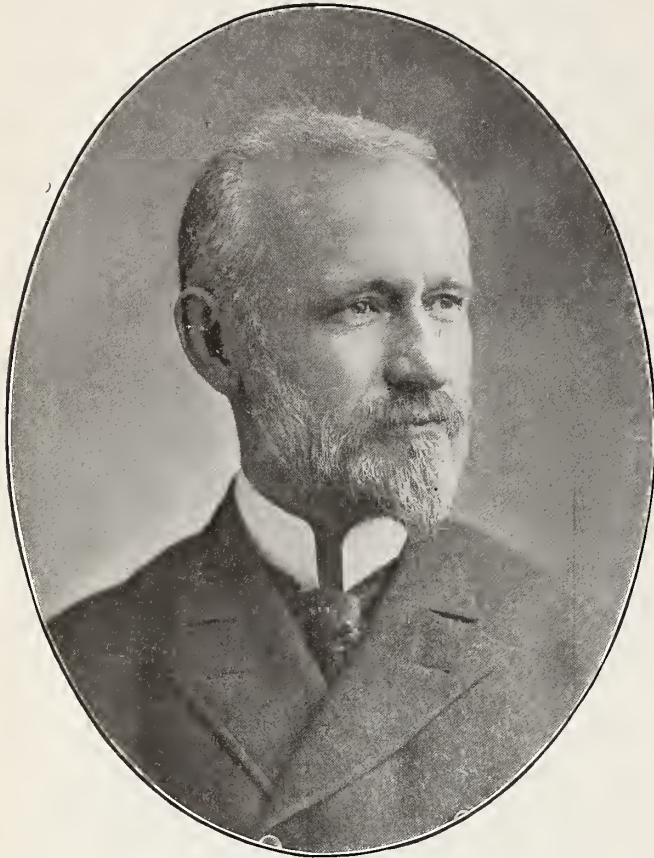
MR. J. F. MACKAY

(Globe Printing Co.)

Chairman Technical Education Committee, 1909-1910

While it is the intention of your Committee to prepare for the consideration of the Commission a general statement on behalf of the manufacturers of Canada, they wish to take this opportunity of urging every member of the Association to facilitate the enquiry to the best of his ability. It is true that the object for which our organization has worked so long and so faithfully has now been attained. But the appointment of this Commission should mark the real beginning rather than the end of our effort in the cause of industrial education. Through it there would seem to be placed within our reach the desired opportunity to equip our country with the best system of technical and industrial instruction that can possibly be devised, and when we say that the best is none too good for Canada we feel sure we are but echoing the sentiment of everyone here present. It is essential, therefore, that the needs of our manufacturers as regards industrial efficiency should be clarified and emphasized for the benefit

of the Commission to the fullest possible extent, and to this end we would again ask our members in all trades and in all localities to make their wants known, feeling as sure that



MR. W. B. TINDALL  
(Parry Sound Lumber Co.)  
Ontario Vice-President, 1910-1911

any suggestions, however insignificant, they may have to offer will be welcomed by those who have this investigation in hand.

It is not ordinarily the practice of the Association to discuss the personnel of Government appointments, but in the present instance it may not be amiss to point out to the Convention that our General Secretary was one of those honored by being asked to accept a place on the Commission. At no time, either directly or indirectly, has your Committee made recommendations at Ottawa with regard to the personnel of the Commission, so that in the appointment of Mr. Murray the Government may be assumed to have given as much consideration to his qualifications for the work as they did to their desire to recognize through him the valuable services of the Association in educating public opinion to the importance of this great question.

At the June meeting of the Council, on the recommendation of your Committee, it was unanimously agreed to give Mr. Murray such leave of absence as might be necessary to enable him properly to discharge the duties required of him.

In conclusion it should be stated that pending the enquiry of the Royal Commission your Committee have taken no further action along the line of the different proposals discussed in their last annual report, viz., the establishment of industrial fellowships, prize competitions in manual training and industrial design, and the display of manual training, trade and technical school products at exhibitions.

All of which is respectfully submitted.

G. M. MURRAY,  
*Secretary.*

J. F. MACKAY,  
*Chairman.*

Mr. McCullough.—On behalf of the Committee, of which I am not a member, but in whose work I am greatly interested, I have very much pleasure in moving the adoption of this report.

Mr. S. H. Chapman (Toronto).—I have very much pleasure in seconding the adoption of this report.

The President put the motion, which, on a vote having been taken, was declared carried.

The President called for the report of the Commercial Intelligence Committee, which, in the absence of Mr. Pettit, was read clause by clause by the Secretary.

## REPORT OF COMMERCIAL INTELLIGENCE COMMITTEE

**Y**OUR Committee is pleased to be able to report another year of activity and progress in the various matters with which it has been called upon to deal.

It may be explained by way of preface to the summary which follows that the scope of your Committee's work is quite comprehensive, embracing as it does all those subjects which do not properly come within the field of any of the other standing committees. For much of its labor there is frequently very little to show, because of the fact that many of the suggestions and proposals submitted to it for investigation are found to be impracticable, undesirable, or beyond the legitimate province of the Association. Leaving all such unproductive work out of consideration, however, there has still been sufficient material at hand to keep your Committee busily employed.

### Trade Commissioner Service.

It will be recalled that in its report a year ago your Committee recommended that the Trade Commissioner service be extended by the appointment of Commissioners to New Zea-

land and to South America. Immediately following the Hamilton Convention, representations to this effect were made to the Honorable the Minister of Trade and Commerce, and it is gratifying to be able to state that the creation of a Commissionership for New Zealand followed shortly afterwards. Mr. Beddoe, who was honored with this position, has not been long enough at his post to enable one to state that his office has already justified its existence, but the field he has to work in is a most promising one and your Committee has no doubt as to the ultimate results.

As regards South America, no appointments have as yet been made. Your Committee was informed, when it made its representations to the Government with respect thereto, that there were no funds available at the moment to finance any such extension of the service. The impression was gathered, however, that in the not far distant future the question of one or more appointments to South America would receive careful consideration at the hands of the Government. It is earnestly hoped that the recent marked improvement in the financial situation will clear the way for early action. The





A British Columbia Industry

markets in the great republics of the South American continent are expanding at a tremendous rate, and the United States and Continental Europe are devoting their best energies towards obtaining a foothold therein. Many of our natural products are admirably suited to local requirements in Argentina and Brazil, and would find a ready sale in these countries if the business were thoroughly and systematically gone after. As a matter of fact the experience of our head office in Toronto shows that during the past year there have easily been six times as many enquiries from South America for Canadian goods as in 1909. These facts, coupled with our advantageous geographical position, leave no reason to doubt our ability to secure a large share of the South American import trade. The appointment of Commissioners to that field is one of the first essentials to an aggressive trade policy, and it is to be hoped that the Government will lose no time in sending on at least two, if not three, competent men to look after Canadian interests.

Following the removal of the German surtax it was decided to open an office in Germany and Mr. W. G. Fischer, formerly Commissioner at Glasgow, was placed in charge, with headquarters at Berlin, Mr. Fischer being succeeded in Glasgow by Mr. J. T. Lithgow. While it is scarcely expected that Canada will be able to ship manufactured goods to Germany, even under the conventional treatment recently accorded her, your Committee is of the opinion that there is considerable opportunity for the development of an export trade to Germany in produce and raw materials.

The death of Mr. Larke, who for so many years pioneered the cause of Canadian trade in Australia, will, of course, be deeply regretted by all. Pending the negotiation of some form of preferential tariff between Australia and this country, there seems little need for more than the one Commissioner in that country, and the Government therefore has probably been wise in leaving the vacancy unfilled. Mr. D. H. Ross, who is stationed at Melbourne, is a man of wide experience and great ability, and your Committee feels that for the present at least he is quite competent to look after the interests of Canada anywhere in the Commonwealth.

#### Weekly Report Service.

It affords your Committee no little satisfaction to be able to state that the weekly bulletin issued by the Department of Trade and Commerce has made marked improvements during the past year. Nearly all the suggestions put forward by your Committee in its annual report for 1909 have been adopted. The weekly report now contains summaries of the best trade items appearing in United States consular reports, while several minor features of the United States reports have been adopted as the result of a visit of inspection made by the Deputy Minister to Washington upon the recommendation of your Committee. The suggestion that the Trade Commissioners should prepare and publish in their reports lists of reliable wholesale and retail dealers handling standard commodities dealt in by Canadian exporters has also been acted upon with excellent results. The publication of such lists fills a long-felt want.

In a general way it might be stated that the weekly report is better printed, more logically arranged and in every respect more attractive than it was a few years ago. It has steadily increased in size according as the service itself has grown. Its news items are much more up-to-date than formerly, and business men have learned to place more reliance upon them. Wherever it circulates to-day it is welcomed as a valuable adjunct to business, and it is to be hoped that the Department will continue to develop it along the lines so ably marked out by the Deputy Minister, Mr. O'Hara.

#### Trade Enquiries in the Weekly Report.

A year ago your Committee dwelt at some length on the practice of publishing in the weekly report of the Department of Trade and Commerce enquiries from British and foreign business houses anxious to find purchasers or agents for their goods in Canada. It was pointed out that while Canadian importers had a perfect right to use the services of the Commissioners to secure information necessary to the conduct of their business, it was a totally different matter to furnish a free advertising medium to some outsider whose object was

to displace Canadians in their own home market. It was fully recognized in last year's report that no hard and fast rule against import enquiries could be laid down, but it was stated that representations had been made to the Department with a view to discouraging such enquiries as much as possible.

While it is true that for some months there was a noticeable improvement in the character of the import enquiries published in the Weekly Report, your Committee regrets to observe that of late there has been a steady increase in the number of such enquiries. Indeed, it may now be frequently stated that more than half of the enquiries published in the report are of this class, in many cases relating to goods that come into active competition with Canadian products. It may be that this growth is due to the zeal of the newly-appointed Commissioners, and their desire to make a good showing, but, regardless of who is to blame, your Committee would suggest that the Government be again urged to discourage the practice wherever possible. Frequently it is no doubt very difficult to reject import enquiries without straining valuable commercial connections which the Commissioners have formed with firms in their territory, but as against this your Committee is credibly informed that some of the Commissioners freely offer to insert import enquiries in their report. If this is correct it surely seems to be a perversion of the objects for which the service was created. Your Committee would accordingly recommend that this view of the matter should once more be strongly urged upon the Government.

#### Commercial Information Department.

The Association's Department of Commercial Information, operating under the direction of your Committee, has been more than ordinarily useful to members in the year just closed. Foreign trade enquiries to the number of 863 were published in INDUSTRIAL CANADA, and of these 293 were sent on to the Department of Trade and Commerce and given additional publicity in the Weekly Report. About 1,000 advice notes were sent to members arising out of these enquiries, and in many cases profitable business has resulted. In addition to such advice notes there have been sent out from the head office nearly ten letters a day giving to members of the Association lists of Canadian and foreign agents, manufacturers, wholesalers, etc., or supplying data of various kinds with regard to foreign markets. It is the aim of this Department to constitute itself as far as possible a bureau of information on all commercial subjects. Although the number of members who regularly make use of this Department is not large, those who do use it are finding it increasingly useful. A cordial invitation is extended to every member of the Association to give this Department a trial.

The Translation Bureau has also been more generally patronized this year than last. In all 89 firms have made use of its services for the translation of 770 letters. This service is for the most part free, though where an excessive amount of work has to be undertaken for a firm the Association reserves the right to make a small charge.

Credit reports on foreign firms to the number of 52 were supplied to 21 of our members. The Association's facilities for securing these reports have been extended and improved during the year. Individual reports are now charged for at the rate of \$2.00 each as against \$1.50 before, but because of the fact that they are more reliable and contain more information than ever before they are easily worth the difference.

#### West Indian Trade Commission.

When the Royal Commission on trade between Canada and the West Indies was in Toronto in October last, the Secretary appeared before it and gave evidence on behalf of the

Association. Without reviewing his evidence in detail, it might be stated that under instructions from your Committee he strongly recommended that, failing the negotiation of a preferential arrangement with all of the Islands, the Commission should use its best endeavors to secure a preference from those Islands which were willing to enter into such an arrangement with Canada. Stress was also laid upon the necessity for a more frequent steamship service between Eastern Atlantic ports and the West Indies.

Press despatches that have appeared of late indicate that the report of the Commission favors the immediate granting, by those Islands which feel they can afford it, of a preference to Canada. As surmised by your Committee, the Commission point out that the negotiation of a uniform preferential tariff applicable to all of the British West India Islands is impracticable because of the varying conditions which obtain from place to place. It is gratifying to note, however, that in its opinion Jamaica need not hesitate to grant Canada a preference through fear of retaliation on the part of the United States. Your Committee hope that the Commission's findings will be viewed with favor in Jamaica, and that overtures looking to the closer linking together of that colony and Canada in matters of trade will shortly be commenced.

During the hearing of the Association's evidence in Toronto the Commission enquired whether our organization could suggest some means whereby the destination of Canadian exports could be more accurately ascertained, so that, for example, instead of showing large exports of flour to the United States and comparatively small exports to the British West Indies, the official returns would indicate just what proportion of the exports going through the United States in bond was destined for the British West Indies. Your Committee has looked carefully into this matter, which, as is well known, has always been a stumbling block for trade statisticians, but it regrets to state that it can offer no suggestions looking to a satisfactory solution of the problem.

Upon the request of the Commission, your Committee gladly furnished it with a list of articles upon which a preference in the British West Indies would be desirable. It is perhaps only fair to add that in the preparation of this list all members of the Association were consulted by circular.

#### Civic Holiday List.

On more than one occasion it has been suggested to your Committee that an effort should be made to induce municipalities from one end of Canada to the other to agree upon a uniform civic holiday. While this suggestion seems like an admirable one, there are many obstacles in the way of its adoption; in fact a uniform civic holiday would defeat one of the very purposes for which the civic holiday was created, viz., to encourage visits from one town to another.

Believing, however, that much of the loss of time and the resultant confusion to business arising out of this promiscuous dating could be obviated by the compilation of a list showing the dates on which civic holidays would be celebrated in different parts of the country, your Committee proposes next year to urge all municipalities to fix their civic holiday at least two months in advance and to send word of the date selected to the Association in order that full information on the subject may be published for the benefit of the business community.

#### Permanent Exhibition in London.

Early in the year your Committee was asked to assist in organizing a permanent exhibition of Canadian products in London with a view to stimulating Canadian export trade to the United Kingdom. As Canada's exports to England consist mostly of general produce (manufactures forming a compara-

tively small amount of the total) it was decided that the Association would not be warranted in identifying itself with the movement. The project was outlined in INDUSTRIAL CANADA, however, for the benefit of any who might care to enter into it, but the responses received did not indicate that it would be successful and the proposal was accordingly dropped.

**Census of 1911.**

Through the courtesy of the Chief Officer of the Census, Mr. Archibald Blue, your Committee was given an opportunity of reviewing the schedules prepared in connection with the compilation of the census of manufactures for 1911. Certain modifications were suggested, aiming, first, at a more thorough differentiation between the wages paid to productive and non-productive labor; second, at requiring certain data in reference to the variety and source of coal used by manufacturers; and third, at making it clear that under the head of working capital manufacturers should include bank overdrafts, loans, mortgages, bonds—in short, everything that may legitimately be included under that head. It affords your Committee pleasure to be able to state that practically all of their suggestions have been accepted by Mr. Blue and will be incorporated in next year's schedules.

**Emigration Agencies in Great Britain.**

The receipt of numerous enquiries from members of the Association for the names of reliable employment agencies in the United Kingdom who might assist in securing mechanics to come to Canada led your Committee to investigate the standing of a number of the firms with whom they had at times been in correspondence. A select list was prepared of those upon whom favorable reports were received, and thereafter all members enquiring were immediately placed in touch with reliable sources of supply. This service was much appreciated by those who found themselves compelled to bring out help from the Old Country, as was also the publication of a circular letter detailing the immigration regulations in effect.

**Made-in-Canada Campaign.**

Following the favorable reception given by last year's Annual Meeting to the recommendations regarding the inauguration of a "Made in Canada" campaign, your Committee endeavored to formulate some plan that would permit of prompt, systematic and effective action being taken in all parts of the country, and that would at the same time appeal to prospective subscribers as practicable and not too expensive.

Excellent as were many of the suggestions advanced a year ago, it was found on more mature consideration that they must necessarily be slow of development; for example, it would only be as the result of long and faithful campaigning that any appreciable number of schools could be induced to place upon the curriculum a series of object lessons drawn from typical Canadian industries, designed with a view to encouraging the pupils to take an intelligent interest in the products of their own country. Moreover, it would be years before such pupils reached an age when they would be an important factor in the buying of goods. Similarly the promotion of "Made in Canada" exhibitions would have to be undertaken gradually, and at wide intervals geographically, lest it be overdone. Further, to persuade the press to run "Made in Canada" editorials would necessitate volumes of correspondence, and at the most all the Association could expect would be three or four editorials a year in each paper.

The more your Committee studied the matter, the more firmly they became convinced that the most practical kind of campaign, the one that could most easily be launched on a large scale, and that would be most quickly productive of

results, was a campaign of advertising. They accordingly directed their efforts towards seeing what could be done in that direction and, after long and careful consideration, they suggested that contracts be made for one year

Combined  
Circulation. Cost.

(1) With 32 of the big city dailies for the insertion of a 5-inch advertisement twice a week .....	835,076	\$9,452.82
(2) With 12 of the rural weeklies (e.g., <i>The Weekly Globe</i> ) for the insertion of a 5-inch advertisement once a week .....	382,997	\$2,526.92
(3) With 62 of the town dailies for the insertion of a 5-inch advertisement twice a week .....	183,871	\$4,119.63



**MR. STANLEY PETTIT**

(Delany & Pettit Co. Ltd.)

Chairman Commercial Intelligence Committee, 1909-1910.

(4) With 8 religious papers for the insertion of a 5-inch advertisement weekly (or monthly where they are published only once a month) ....	136,500	\$1,145.45
(5) With 15 miscellaneous publications (including agricultural papers, papers in foreign languages, magazines, etc.) for the insertion of a 5-inch advertisement every issue ...	129,536	\$817.52
(6) With publishers of patent insides, used by approximately 175 papers throughout Manitoba, Alberta and Saskatchewan .....	87,500	\$1,934.40
(7) With a number of the leading trade papers.		

This campaign would yield a grand circulation of about 1,800,000 and would cost in round figures \$20,000. Figured out on the basis of cost per subscriber it would be 1 1-7 cents for

the entire year. It is generally conceded that each paper reaches five persons; assuming this to be correct the expenditure per each reader would be less than one quarter of a cent for the entire year.

By the judicious use of arguments, varied from paper to paper, from place to place and from season to season, it should be possible to appeal to the consumer in a manner that could not fail to be productive of results. The retailer could also be made to see both through the dailies and the trade papers how greatly it was to his advantage to handle Canadian-made goods.

For the management of the campaign, the superintendence of contracts, copy, etc., it would probably be necessary to provide an additional \$5,000, bringing the total amount to be raised up to \$25,000 annually. To ensure continuity of operation subscriptions should be invited extending over five years.

Recommendations to the above effect were presented to the Council in March, but owing to the extreme importance of the subject and the magnitude of the undertaking, consideration



MR. J. S. N. DOUGALL

(Dougall Varnish Co.)

Quebec Vice-President, 1910-1911

was deferred until April. At the April meeting the proposal was discussed at great length, but at that time the reciprocity issue was beginning to loom up large on the horizon and it was felt that if the Association were prepared to go into anything on so large a scale there were other objects upon which it might direct its energies to more advantage.

Your Committee has thought it well to outline its proposals for the information of the Convention, and should it be that they find favor with this meeting your Committee will be pleased to prepare a prospectus and to perfect an organization looking to the active inauguration of the campaign.

#### Canadian Patent Regulations.

During the past year it was brought to the attention of your Committee that Canada was not a member of the International Convention for the Protection of Industries. This Convention, to which most nations belong, has to do with international agreements in connection with patents. For many reasons it seems desirable that Canada should sub-

scribe to this Convention, because by so doing any Canadian inventor, on taking out a patent in the Dominion, would automatically secure protection of his invention for twelve months in all other subscribing countries without extra charge. The converse of course would also apply, foreign inventors securing twelve months' protection in Canada similarly without charge.

Your Committee, with the concurrence of the Council, recommended to the Government that steps be taken to bring Canada into the Convention. Thus far, however, nothing seems to have been done.

#### Attitude of large corporations towards Made-in-Canada Policy.

After considerable investigation, following a number of complaints filed with the Association, your Committee satisfied itself some months ago that all too frequently large Canadian corporations, particularly banks and railway companies, were retaining United States architects for the erection of their buildings, with the result that United States contractors were securing many of the best jobs in this country to the detriment of Canadian manufacturers and Canadian mechanics. The United States architect naturally specifies from preference the goods of his own country because he is familiar with them. Thus it frequently happens that Canadian firms not only have no chance of obtaining an order for material entering into some important contract, but they have not even an opportunity to tender.

With a view to discouraging this practice as much as possible, after consultation with the Architects' Association, your Committee gave instructions to the Secretary to the effect that whenever he was credibly informed it was the intention of any Canadian corporation to erect a building or to let an important contract of any kind, he was to write a letter to the principals urging them to enquire carefully into the qualifications of Canadian architects, and, if practicable, to entrust the work to them before sending the business out of the country.

In consideration of this service it is hoped that the architects will specify Canadian material in their work wherever it is possible to do so, and before specifying foreign goods that they will place themselves in communication with the head office of the Association, so that all Canadian manufacturers directly affected can have an opportunity of demonstrating the quality of their wares.

#### Miscellaneous.

No useful purpose would be served in reviewing the various proposals of an impracticable character that have engaged the attention of your Committee from month to month, nor need the time of this Convention be taken up in reciting the multitude of less important questions with which the Committee has had to deal. Suffice it to say that the investigation of such details is a very proper and a very necessary function of an organization such as ours, and if the benefits from such work are not always apparent, members may console themselves with the reflection that it is just as much in their interest to stifle impracticable movements as it is to foster movements that are calculated to produce beneficial results.

All of which is respectfully submitted.

G. M. MURRAY,  
Secretary.

C. STANLEY PETTIT,  
Chairman.

The Secretary read clause *re* "Trade Commissioner Service."

The President.—I might say I met Mr. Fischer in Berlin when I was there. I think he is making a good commence-

ment. I think he understands the position he has to fill there; that he is not there to sell German goods, but to induce them to buy Canadian goods. He is just getting established in his office, and I think he is a very competent man. Now, we will hear any remarks on the general condition.

Mr. Phillips (Montreal).—I have personal knowledge of this, that Canadian manufactures are well thought of in the south, especially in Mexico. A gentleman who has been in Mexico for four or five years in connection with the Mexican Light & Power Company, gave an address last year before the Montreal Board of Trade, and he made this statement, that Canadians had a better chance in Mexico with their manufactures and business relations than the United States people, or even the French. They prefer British or Canadian, and the reason given for Canada having the preference is this—he says the Mexicans have a very long memory, and they consider that the United States were guilty of robbery and theft in taking part of their country, and they will never forgive them. We do not want to say anything against our American brethren, but they say that the Canadians, being so far away, and the United States being in between their country and ours, there is no chance of their ever trying to be conquerors, and that any proposition the Canadians bring down there they are ready to take up, and especially anything in the line of manufactured goods.

#### Appreciation of Mr. Larke.

Mr. Russell (Toronto).—The reference, in the last paragraph that was read, to the death of Mr. Larke, recalls to me the services rendered by Mr. Larke for many years. Mr. Larke while in Canada was one of the most insistent, one of the most able, one of the most eloquent exponents of the aims and objects that this Association stands for that we have ever had in Canada. He was one of the pioneers in this foreign service in Canada, and many of us have reason to remember how much he did to increase Canadian trade with our friends in Australia. If there has been a Committee on Resolutions appointed, or if there is going to be one, I would like to move a resolution, to be drafted or submitted at a later time in the Convention, expressing the appreciation of this Association for the work done by Mr. Larke.

Mr. Alex. Saunders (Goderich).—I have very much pleasure in seconding Mr. Russell's motion that a resolution be adopted and sent to the family of the late Mr. Larke. My connection with him has been of many years' standing. I found him one of the most energetic foreign agents we have ever had. In fact, my success in Australia was largely due to Mr. Larke's efforts in furthering my interests there. I want to point out the opportunities for trade in South America. From the information I have about South America I think it is one of the best countries for exploiting in the world to-day. At the present time I have a man who has been there now three months visiting all the principal cities of the South American Republic, as to their sanitary conditions and the standing of society there, etc., and he will be there for five months more, and from the information I am receiving there is, I am sure, a field there which will keep all our factories busily engaged in supplying the wants of those people. He writes me there are people there who are millionaires who have not the ordinary comforts of the laboring man in our country, and it only requires an effort on the part of the manufacturers to go into that country to build up a tremendously large trade. For years there will be a field there which will occupy all the industries of our manufacturers.

Mr. C. R. McCullough.—May I ask the Secretary whether the Trade Index will be listed in Spanish as well as in English and French?

The Secretary.—Yes.

Mr. McCullough.—That is a very important point to be remembered.

Mr. R. H. Alexander (Vancouver).—With reference to what has been said about the late Mr. Larke and his efforts on behalf of Canadian manufactures in Australia I would like to add a word. I had the great pleasure of meeting Mr. Larke, and also Mr. Ross, at the conference at Sydney. I don't think there is another person present here who was a delegate from Canada at that conference. I represented not only the Board of Trade, but the Canadian Manufacturers' Association. Mr. Larke spoke most eloquently at that conference, and spoke very strongly and very patriotically for Canada. I had one letter from him after I returned here, and it was shortly after that I heard of his death. I think nothing could be more timely than a resolution such as has been mentioned. I will also say this: I think it is most important that a trade commissioner should be appointed to New Zealand. Those of us



MR. S. H. CHAPMAN

(Ontario Wind Engine & Pump Co.)

Chairman Commercial Intelligence Committee, 1910-1911

who visited New Zealand found there a little feeling in the matter, and also as to New Zealand being coupled with Australia in everything. Mr. Larke's jurisdiction also extended to New Zealand, and he used to make occasional visits there. We have been in the past rather too much in the habit of speaking of Australia and New Zealand as if they were almost one, or as if New Zealand was only across the street, or across the bay from Australia, but when you find it is four or five or six days' voyage from Australia to New Zealand, and that there is a very great difference in the two countries, you will see that they are not inclined just to be considered as an appendage of the larger colony.

New Zealand, I can tell you, is inclined very much, to use an expression of the old land, to be on their own; they think they have a fine country, which they think they can develop, and they want to develop it along their own lines, untrammelled altogether by a connection with Australia. After I returned I wrote a letter on this very subject, and a great many were made to see the wisdom of the Government in appointing a special agent for New Zealand alone. I am sure it will redound very greatly to the benefits of the Dominion.

Mr. Ross at Melbourne, which, of course, at present is

the centre of legislation, is doing very good service indeed, and he stands well with the Ministers, and I am sure there could not be a better man in the place. As all the legislation is being done there, I think that Mr. Ross will attend to that and it will be of more importance to have a new Commissioner at New Zealand. If there is to be a Committee on Resolutions I would like also to see a resolution drafted along the lines of a preferential basis. It is most important. Possibly there will be revisions shortly, in the tariff both in Australia and New Zealand, and a special effort should be made by the Government in negotiating a preferential scheme.

The President put a motion, moved by Mr. Russell, seconded by Mr. Saunders, that a letter of sympathy be drafted and sent to Mr. Larke's family which, on a vote having been taken, was declared carried.

The Secretary read clauses *re* "Weekly Report Service" and "Trade Enquiries in the Weekly Report," which were adopted without discussion.

The President.—I myself interviewed the Minister of Commerce and the Deputy on that matter as to the reasons why they should have those reports. He said that they would try to rectify it in the future and not have the reports in the same way. At the same time he said there were a great many people making enquiries outside of the Manufacturers' Association, and it was necessary that the Department should report for their advantage as well as for the Manufacturers' Association.

The Secretary read clauses *re* "Commercial Information Department" and "West India Trade Commission," which were adopted without discussion.

Mr. Firstbrook.—I would move that we now adjourn until after luncheon, and that the balance of this report be taken as the first business this afternoon.

The President put the motion, which, on a vote having been taken, was declared carried, and the Convention adjourned to meet at 2.30 p.m.

## AFTERNOON SESSION.

At 2.30 p.m. the President called the meeting to order and called for the report of the Committee on Nominations.

### REPORT OF COMMITTEE ON NOMINATIONS.

Mr. Firstbrook.—Your Committee on Nominations beg to report that there has been a technical objection to Mr. Curry's nomination. Your Committee are unanimously of the opinion

that the nomination should stand. The technicality is not a serious one, and should not prohibit his standing for election as Vice-President, and we report accordingly.

On motion, the report of the Committee on Nominations was adopted.

The President.—We will now continue with the report of the Commercial Intelligence Committee.

### COMMERCIAL INTELLIGENCE REPORT CONTINUED.

Mr. Pettit, the Chairman, being present, continued the reading of the report, and read clauses *re* "Civic Holiday List," "Permanent Exhibition in London," "Census of 1911," and "Emigration Agencies in Great Britain," which were adopted without discussion.

Mr. Pettit read clause *re* "Made-in-Canada Campaign."

Mr. P. W. Ellis (Toronto).—I was not very sure in following the reader where he stated that the cost would be spread over four years, as to whether the advertisement would continue also for four years?

Mr. Pettit.—Yes, the cost would be approximately \$25,000 a year, and instead of getting subscriptions covering one year, it was proposed, to have it effective, to have subscriptions extending over five years. I think that was the idea. (Clause adopted.)

Mr. Pettit read clause *re* "Canadian Patent Regulations."

Mr. Copley.—Might I ask what countries this Convention will cover?

The Secretary.—I am sorry I can't answer the question specifically, but I understand there are only a very few countries, of which Canada is one, that are not parties to the International Convention for the protection of industries. Japan, I think, is another. Nearly all countries are parties to this Convention. (Clause adopted.)

Mr. Pettit read clauses *re* "Attitude of large corporations towards Made-in-Canada Policy," and "Miscellaneous," which were adopted without discussion.

Mr. Pettit.—I beg to move the adoption of the report.

Mr. Chapman (Toronto).—As a member of this Committee I have very much pleasure in seconding the adoption of the report.

The President put the motion, which, on a vote having been taken, was declared carried.

The President called for the report of the Reception and Membership Committee, which, in the absence of the Chairman, was read clause by clause by the Secretary, Mr. Murray.

## REPORT OF RECEPTION AND MEMBERSHIP COMMITTEE

**C**ONTRARY to expectations your Committee is able to report an increase in the membership for the year of nearly 100 more than it was able to report in 1909.

It will be remembered that in its last report your Committee congratulated itself on being able to show a net increase of 171 as against the comparatively small increases of 85 and 23 in 1907 and 1908 respectively. This increase was considered quite satisfactory in view of the constantly narrowing field in which to work, and in face of the various difficulties which were outlined in last year's report.

Although your Committee was confronted by these difficulties when it took office in October last, and really anticipated a falling off in the growth recorded in 1909, it did not relax its efforts to increase the membership to the slightest extent. On the contrary the difficulties it expected to meet only led

to a redoubling of its efforts. That they were successful beyond the most sanguine expectations is conclusively shown by the fact that a net gain of 252 was made for the year ending July 31st. The total number accepted into membership was 384 as compared with 323 for the preceding year. As against this, however, 132 resignations were accepted, or 20 less than last year.

The net increase in revenue resulting from the addition of these new firms to the ranks is \$2,940, made up as follows:—

202 on the \$10 basis .....	\$2,020
33 on the \$15 basis .....	495
17 on the \$25 basis .....	425
	<hr/>
	\$2,940



Where Highly Developed Machinery is of Service

It is of interest to note that without the increase in membership and the resultant increase in revenue from fees, the Association, leaving INDUSTRIAL CANADA out of account, would have had to face a deficit of nearly \$2,000 on the year's transactions, as will be seen by a reference to Auditor's statement.

It should be mentioned that no resignations were accepted without thorough investigation, and then only when good and sufficient reasons were given. As a result not more than 12 in the list of 132 resignations represent good going concerns. The great majority of the remainder are due to business reverses and consequent suspension of operations, amalgamations and other causes beyond the power of your Committee to remedy. Whenever a resignation is received from a good going concern a member of the staff interviews the management if the firm is not too far away, and almost invariably its support is continued. It was in a great measure due to these interviews that your Committee was able to reduce the number of resignations from 152 last year to 132 this year. It is usually found that resignations from firms that continue in business are due to ignorance of the aims and results of the Association's work.

The following table affords a comparison of the membership by provinces on August 1st, 1909, and August 1st, 1910:—

	1909.				1910.			
	\$10	\$15	\$25	Tl.	\$10	\$15	\$25	Tl.
Ontario .....	1057	162	225	1444	1180	185	237	1602
Quebec .....	370	56	121	547	446	62	127	635
Nova Scotia ...	68	4	14	86	70	4	14	88
Br. Columbia ..	80	10	21	111	80	12	21	113
New Brunswick	34	5	9	48	35	6	9	50
Manitoba .....	86	4	8	98	89	5	8	102
Alberta & Sask..	16	..	3	19	14	..	2	16
P.E. Island ...	3	..	..	3	2	..	..	2
	1714	241	401	2356	1916	274	418	2608

A similar comparison of the membership on August 1st, 1909, and August 1st, 1910, by Branches instead of by Provinces, is presented in the next table.

	1909.				1910.			
	\$10	\$15	\$25	Tl.	\$10	\$15	\$25	Tl.
Toronto .....	450	56	93	599	494	72	95	661
Montreal .....	281	39	95	415	361	41	98	500
Quebec City ...	47	5	11	63	49	5	12	66
Nova Scotia ...	68	4	14	86	70	4	14	88
Manitoba .....	86	4	8	98	89	5	8	102
Br. Columbia ..	80	10	21	111	80	12	21	113
Niagara .....	36	2	6	44	43	5	7	55
General .....	666	121	153	940	730	130	163	1023
	1714	241	401	2356	1916	274	418	2608

It will be observed from the foregoing tables that by provinces there have been remarkable gains in Ontario and Quebec. Extensive gains in the \$10 class in the Toronto, Montreal and Niagara District Branches have also been made, while the other Branches remain about the same. The average fee this year is \$12.32, compared with \$13.09 in 1909 and \$13.13 in 1908. The fall in the average is explained by the fact that the vast majority of the new firms are in the \$10 class. In fact there are very few firms indeed outside the Association in the \$15 and \$25 classes, so that the average fee is likely to go still lower in years to come.

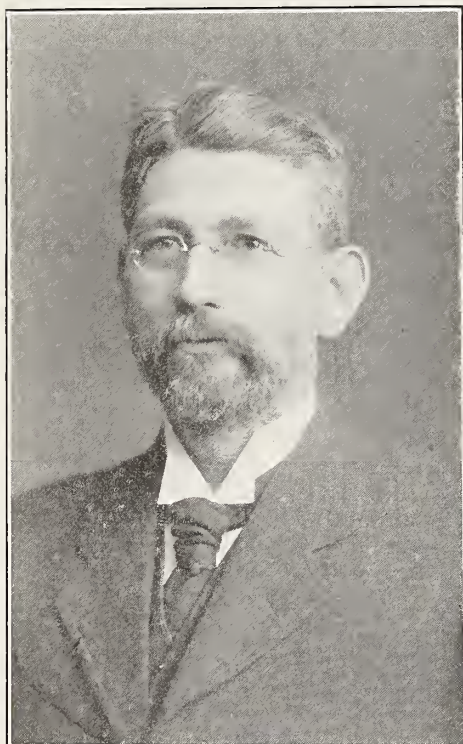
**Methods Adopted in Securing New Members.**

It might be explained that practically all the membership applications secured are the result of personal solicitation by some member of the staff. The bulk of this work falls to the Assistant Secretary, who devoted about one-third of his time to the membership campaign during the past year. The Mont-

real Secretary also does a good portion of it, while other members of the staff solicit memberships as opportunity offers. Circulars appealing to the non-members to join, with literature explaining the Association's work, are sent out about twice a year, but the direct results barely cover postage and printing expenses. Your Committee fully appreciates the fact, however, that certain literature must be sent out from time to time and that its influence cannot always be measured in the direct results. It, therefore, proposes to prepare before the end of the year a neat brochure concisely setting forth the main features of the Association's work, and incorporating a brief historical sketch of the organization. While this booklet will be used primarily as membership literature, it will also serve to commemorate the tenth anniversary of the reorganization of the Association, and as such will be of considerable interest to the members.

#### Hamilton Branch.

In January last, at a splendid meeting, the new Hamilton Branch was successfully inaugurated, the sanction of the



MR. J. A. MACMAHON

(Union Drawn Steel Co., Ltd.)

Chairman Reception and Membership Committee, 1910-1911

Executive Council having been previously obtained. Under the direction of capable officers it had a very successful year and is now launching into its second year with excellent prospects. Hamilton has always been a very strong Association centre and the new Branch there has a membership today of 172, ranking third in point of numbers among the Branches.

Three new trade sections were also organized last year, viz.: the Process Engravers' Section, with Mr. C. R. McCullough as Chairman; the Sheet Metal Building Material Section, with Mr. J. C. Thorn as Chairman, and the Automobile Section, with Mr. G. M. McGregor, of Walkerville, as Provisional Chairman. One other trade section is in process of formation, but its organization will not be completed until after the Convention.

The Manufacturing Grocers' Section asked and was granted permission to change its name to that of the "Food Products" Section, the object being to include all firms in the Food Products business.

#### Council Meetings.

The practice of holding two Council meetings in Montreal has again been followed this year, the December and May meetings being held in that city. At the request of the President the January meeting was held in Ottawa. Following the plan adopted last year your Committee left it entirely to the Council itself to decide whether it should meet outside of Toronto and when.

#### Amalgamations.

The most serious problem your Committee has had to face during the past year is the effect of the numerous mergers that have been formed in the membership and especially on the revenue derived from fees. It will be remembered that mention was made in last year's report of the tendency of firms in the same line of trade to consolidate under one management. It was stated that the formation of such mergers would involve serious financial loss to the Association. Unfortunately your Committee's fears are likely to be realized. While it is true only three or four of the new mergers have affected the Association's revenue this year, they will make their full influence felt in a big reduction of the revenue during the next twelve months. To illustrate the effect of this movement, mention might be made of one consolidation which comprised thirteen firms carrying individual memberships in the Association on a \$25 basis, yielding a total revenue of \$325. When the merger was completed the management contented itself with a first and second member for the consolidation at a cost of \$35, all the old memberships being cancelled. The loss to the Association from this one consolidation, therefore, was \$290. During the coming year several other mergers will involve a loss in revenue which your Committee conservatively estimates at \$1,000. It will be seen, therefore, that the Association has to face a serious situation. It is not fair, your Committee thinks, that a big merger, whose employees run up into the thousands, should pay the same fee as a firm employing between 100 and 200 hands. Apart altogether from the loss of revenue involved, your Committee is of the opinion that the graduation of fees should be carried several steps further so as to secure a bigger payment from the large corporations who obtain greater benefits and are in a better position to pay a substantial fee than the smaller firms.

Shortly after the Annual Meeting your Committee commenced a study of this difficult situation and reported its views thereon to the Council in October. While it is true there was a net surplus in the membership revenue account this year of approximately \$1,000, this was entirely due to the increase of membership which, as has been shown above, brought in a net increase of \$2,940. Next year, as far as your Committee can estimate it now, the increase in revenue from new members will be much less than last year, probably not more than \$1,000 at the outside. This reduction will result mainly from two causes—(1) the field for membership work is getting narrower every year and the non-members who are left are naturally the most difficult to secure; (2) owing to the absence of the General Secretary during the greater part of the coming year on the work of the Technical Education Commission, the Assistant Secretary will be able to give but very little time to membership work. Next year, therefore, it is expected that there will be little, if any, increase in the membership. Another cause contributing to this is that the full effect of the mergers will be first felt next year. If all the mergers now formed and others in process of formation confine them-





C.P.R. Steamship "Empress"

and less than five hundred employees, \$50; for members employing five hundred and less than one thousand employees, \$75; for members employing one thousand or more employees, \$100; for each additional representative after the first, from any member, \$10."

Since this amendment was framed opinions have been gathered from representative members in many parts of the country, and some doubt has arisen in your Committee's mind whether the increase proposed may not be too high.

Your Committee wishes to make it clear that it is not wedded to its own amendment, which was introduced largely with a view of bringing this subject properly before the Convention. It feels strongly, however, that this Annual Meeting should not rise without ratifying some increase in the fees. What this increase shall be it is for the meeting to decide. Full information has been placed before it, and the discussion when the amendment comes before the meeting should clear up any points not already covered. It might be mentioned, however, that the amendment framed by your Committee is

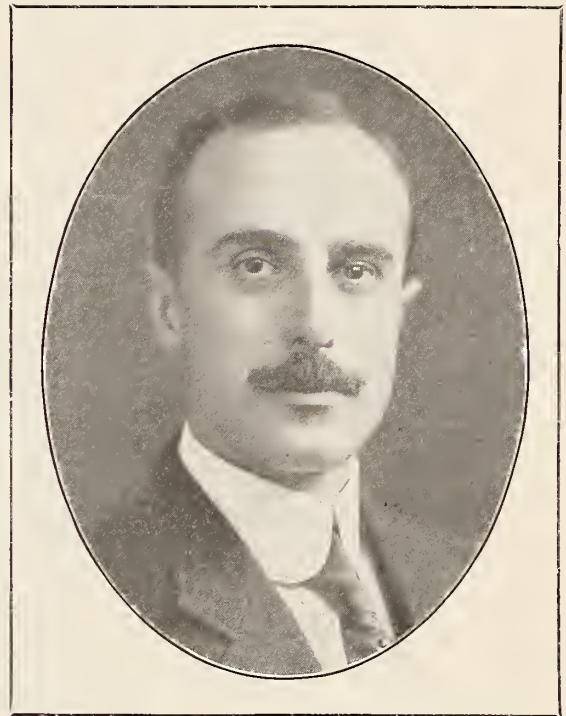
selves to two memberships, which is about all that your Committee can safely count on, there will be probably 50 resignations through this cause alone. It is quite evident, therefore, that some means of increasing the revenue other than trusting to the natural growth in membership will soon have to be adopted.

#### Proposed Increase in Fees.

After carefully analyzing the situation as outlined above, your Committee conferred with the Finance Committee with a view to devising an amendment to the by-laws which would provide for an increase in fees. In addition to the reasons mentioned above, your Committee feel that some increase is warranted on the larger firms by reason of the fact that the direct services the Association is able to offer members have been materially increased and improved since the present scale of fees was established. The Association is much stronger in every respect than it was five years ago, when the fees were last altered, and is, therefore, worth more, particularly to the big firms, than formerly. After due consideration, therefore, it was decided to present to the Annual Meeting the following amendment:—

That the paragraph, "Dues and Privileges," on page 18 be amended to read as follows:—

"The Annual Membership Fee in this Association shall be, for members employing under fifty employees, \$10; for members employing fifty and less than one hundred employees, \$15; for members employing one hundred and less than three hundred employees, \$25; for members employing three hundred



MR. C. M. MURRAY

(Chapman Double Ball Bearing Co.)

Chairman Reception and Membership Committee, 1909-1910

calculated to bring an increase amounting to \$8,000 in the revenue.

#### Steel Company of Canada, Limited.

The consideration given to the Association by this company, comprising about 15 firms which formerly carried individual memberships in the Association, is such that your Committee feels that it deserves special mention in this report. As you are all aware the new company is one of the largest mergers recently formed, and nearly every one of the concerns entering it paid its fees on a \$25 basis. In addition, several of them carried two or more members. In the case of all other mergers, most of the old memberships have been cancelled at the earliest possible opportunity. The Steel Company, on the contrary, have written stating that they will endeavor to see that the Association receives as much revenue from the amalgamated concerns as it formerly did from the individual firms. To this end they are carrying all the old memberships in the



Unloading Salmon



British Columbia's Parliament Buildings at Victoria

name of their various branches and paying on the same basis as formerly.

#### Entertainments.

Very few dinners or other entertainments have been arranged by your Committee or by the different Branches this year, apart from the Annual Meeting functions. In December the Montreal Branch held a very successful dinner, as did also the Winnipeg Branch in February and the Hamilton Branch in March. An informal dinner was held by the Toronto Branch in December also. Your Committee could not see that there was any occasion to arrange banquets this year, and, therefore, did not do so.

#### Pacific Coast Excursion.

The details of the Western Excursion are so familiar to all the members that there is no occasion to describe them. Suffice to say that your Committee and the sub-committee working under it have spared no effort to make the excursion itself and the Vancouver meeting the best yet. The entertainment features in Vancouver have all been planned and carried out by the Vancouver Branch, to whom your Committee and the members generally are deeply indebted for the splendid entertainment provided. To them should be attributed the great success of this excellent Convention.

All of which is respectfully submitted,

G. M. MURRAY,  
*Secretary.*

C. M. MURRAY,  
*Chairman.*

The Secretary read opening of report and clauses *re* "Methods adopted in securing new members," "Hamilton Branch," "Council Meetings," and "Amalgamations," which were adopted without discussion.

The Secretary read clause *re* "Proposed increase in fees."

The Secretary.—The amendments to the By-laws will come up for consideration in the regular way on Thursday morning. While a general discussion of the question will be quite in order at this meeting, no action can be taken with regard to this proposed amendment at this particular session of the Convention. I thought it well to throw out that suggestion, lest it lead to unnecessary waste of time this afternoon. I might further say that the portion in italics is new.

Alderman Sadler.—I have much pleasure in moving that the discussion on these amendments be taken up on Thursday morning, and that all the members be notified in some way so that we can have a full discussion, in order that nobody can say later that he was not informed when the matter would be taken up.

Mr. Phillips (Montreal).—I beg to second the motion.

The President put the motion, which, on a vote having been taken, was declared carried.

The Secretary read clauses *re* "Steel Company of Canada, Limited," "Entertainments," and "Pacific Coast Excursion," which were adopted without discussion.

Mr. Pettit moved, seconded by Mr. T. F. Matthews (Peterborough), that the report be adopted.

The President put the motion, which, on a vote having been taken, was declared carried.

The President's address was then delivered.

# PRESIDENT'S ADDRESS

By Mr. John Hendry

A Broad and Comprehensive Review of the Industrial Life of Canada During the Past Year, with a Discussion of Problems which now Press for Settlement.

TO me as your President has been assigned the pleasing task of bidding you all a cordial welcome to the important conference of another annual meeting. I do so with all the sincerity of which my heart is capable, not only because of my warm attachment and high regard for the splendid organization you represent, but also because, as a citizen of Vancouver, I am privileged at the same time to extend the hospitality of our city to you, and to assure you that you are most heartily welcome within its gates.

There are many reasons which combine to make the present occasion a memorable one. To begin with, it marks the close of what is perhaps the most successful year the Association has ever experienced—a year in which many seedling movements, conceived long since in wisdom and nurtured in perseverance, have at length ripened into maturity and borne fruit. These, with your kind indulgence, I shall touch upon later. Next, it comes as a fitting climax to your triumphal progress across the continent with the largest and most representative excursion party that has ever traveled under Association colors. In the course of your journey, you cannot but have been impressed with the wonderful development and the still more wonderful potentialities of our great Canadian West; you have learned at first hand something of the economic problems with which the settlers of our prairie provinces have to contend; and by bringing these impressions and this knowledge to bear upon your present deliberations you should be the better able to shape the policy of the Association wisely and conservatively, not simply in the interests of manufacturers as a class, but of the nation as a whole.

Lastly, this occasion is unique in that it marks the first time in thirty-nine years of activity that the Association has met in annual meeting west of Winnipeg. While we in Vancouver take a pardonable amount of pride in the varied attractions we have to offer the tourist, we know that you as business men have come here primarily for business purposes, and that in the selection of our city as the place of this year's convention you have but given us the recognition which is our due as a factor of ever-growing importance in the industrial development of the Dominion.

You will, I trust, pardon me if I venture to offer a few figures bearing upon this latter point, not that I desire to trespass unduly upon your time with boastful utterances. I

simply take it for granted that what serves to illustrate the extent of our resources and the volume of our production will be of interest.

## British Columbia's Wealth.

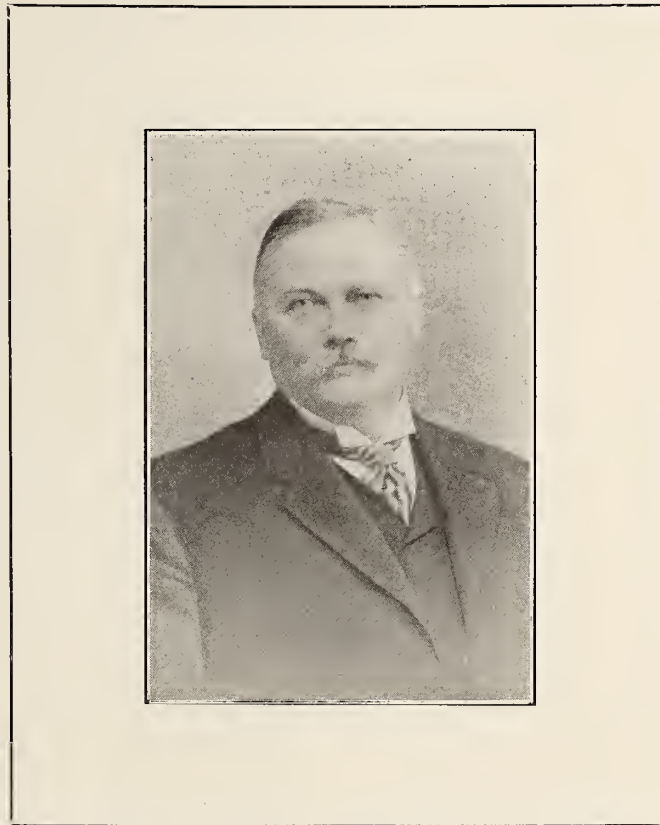
The value of British Columbia lumber cut for 1909 is placed at \$12,000,000, which is equal to the best year in the history of the industry. Our mineral production for the past three years has averaged \$24,000,000, our fisheries over \$6,000,000. This year it is expected that the crop from our celebrated fruit lands will yield the farmers nearly \$2,000,000. The Provincial Government estimates the value of the output

of our manufacturing industries for 1909 at \$30,000,000. Some indication as to the probable growth in this direction may be gleaned from the fact that the new industrial enterprises chartered by the Province last year aggregated \$48,000,000 in capital. The mileage of the railways now in operation within the Province is 2,307, while the fact that nearly 1,400 miles of additional track are actually under construction gives every assurance of a continuance of our prosperity, at least for some time to come.

Of Vancouver itself I feel that I need say very little. The stories of its wonderful growth are familiar to you all, while the evidences of that growth, now that you are here, are apparent on every hand. In 1901 the population of the city was 26,133; this year it is conservatively estimated at 115,000. In 1901 the assessment of real property was \$12,792,350; this year it was \$76,927,720. Last year our building permits totalled \$7,250,000; this year the permits of seven months alone have exceeded that amount.

Truly, we have had a most remarkable development. And yet, it is perhaps no exaggeration to say that what has been our experience has, in a proportionate degree, been the common experience of all the more important centres of population west of the great lakes. The sudden recognition by the world at large of the enormous wealth lying dormant in our mines, in our forests, in our fisheries, and particularly in our lands, has induced such a stream of immigration that not only have our villages outspread themselves into towns and our towns into cities, but the whole life blood of our nation, east as well as west, has tingled with the resultant prosperity.

Again I must have recourse to figures satisfactorily to



MR. JOHN HENDRY

(B.C. Mills, Timber & Trading Co.)

President Canadian Manufacturers Association, 1909-1910

illustrate my point. The estimated population of the Dominion on the 31st of March last was 7,489,000, as against 5,322,000 in 1900, an increase for the ten years of nearly 50 per cent. During the same period our foreign trade, exclusive of coin and bullion, jumped from \$364,000,000 to \$684,000,000, a gain of approximately 85 per cent. If, as is commonly stated, the imports of a nation are an indication of its purchasing power, we should be able to derive considerable satisfaction from knowing that for the fiscal year 1910 we imported \$86,000,000 worth of merchandise more than in 1909. For the same two years our exports of merchandise show a gain of \$39,000,000, made up mostly of agricultural products, though minerals, fish, forest products, animal products and manufactures all show gratifying increases. Bank deposits, which are another means of gauging prosperity, were \$650,000,000 in 1909; this year they shot up to \$771,000,000, being an increase for the 12 months of 18 per cent.

#### Canada's Prosperity an Actuality.

But there is no need to worry you with further comparisons of this kind, for enough has been said to account for the healthy optimism that pervades our country from one end to the other. Canada's prosperity is no evanescent dream; it is an actuality that has for its foundation the productiveness of Mother Earth herself, aided of course by the energy, skill and enterprise of those who are proud to claim our citizenship. Reverses have come, and may come again, but they have only temporarily retarded, not blocked, our progress. Already we have more than recovered from the setback given us by the depression of 1907-1908. Despite the unfavorable reports that were prevalent some weeks ago regarding the western crop, there is now every likelihood that the total yield will be fully up to that of 1909. The farmer's purse, therefore, will again be full, and under the beneficent reign of King Wheat we may look forward to another year's business with confidence.

A backward glance over the period that has intervened since our last annual meeting calls first to mind the loss we have all sustained through the death of our Gracious Sovereign King Edward the Seventh, of blessed and glorious memory. In officially recording as it did its heartfelt sympathy with the Queen Mother Alexandra, His Majesty King George the Fifth, Queen Mary and the other members of the Royal Family, the Council of our Association was, I am sure, only expressing the sentiment that was uppermost in the mind of every one of us. In common with loyal subjects of His late Majesty the world over, we mourn the irreparable loss the Empire has sustained in his removal. One and all we have appreciated his unswerving devotion to the duties of his high office, we have admired his statesmanship and his diplomacy and we have loved him for the man he was. And yet notwithstanding our deep sense of the loss we felt we are, I trust, not unmindful of the many noble qualities of His Gracious Majesty King George the Fifth, to whom we are glad to pledge our allegiance, and to whom we wish a long, a prosperous and a glorious reign.

#### The Reality of Empire.

One sometimes hears the opinion expressed that the ties which bind the scattered portions of our Empire together are slender and unsubstantial; particularly among people of foreign countries is there difficulty in understanding that the Empire exists in anything more than name. Perhaps it is the very slenderness of these ties that makes them sacred and ensures their protection against those who would strain them or rend them asunder. Whatever the explanation the fact remains that in the demonstrations of loyalty and affectionate regard called forth by the death

of our King the world has had convincing proof that the Empire is no myth. United in the bonds of a common affliction, four hundred million devoted subjects, dwellers in every clime, have pledged anew their lasting friendship one to another. In the grip of the hands clasped overseas one and all have experienced a quickening of the emotions, a stirring of the patriotic impulses. Let those who will scoff at sentiment, but sentiment, gentlemen, is one of the mightiest forces at work in the world to-day, one of the mightiest forces the world has ever known. Sentiment will nerve the arm and will whet the blade that will respond to no other call, and for our Empire I would ask for nothing better than that its primary unifying principle should be the principle of sentiment.

But in saying this I have no desire to belittle the importance of auxiliary links. Sentiment of the true kind is deep rooted and is not lightly to be invoked. The instinct for trade however is universal, and anything which will encourage and facilitate the interchange of goods between nations already united by bonds of sentiment will naturally fortify those bonds and cement the friendship more firmly than ever.

Cables, penny postage and subsidized steamship lines are all playing their part in bringing us more closely together, but the trade factor of greatest importance in the solidification of the Empire is the Preferential Tariff.

#### Stand for British Preference.

As an Association of Canadian manufacturers it is our proud boast that we stand first, last and all the time for the inviolability of the British Preference. We maintain, of course, that under all circumstances the minimum tariff should be so framed as to afford adequate protection to legitimate native industry in order that we may the more effectually transfer to Canadian workshops much of the manufactures that we now procure abroad. We recognize however that for some of our requirements we must always be dependent on outside sources of supply, and it is with a view to directing this business as largely as may be into Imperial channels that we declare ourselves in favor of a substantial preference to the Mother Country and to our sister colonies.

It is a pleasure to observe that during the past year considerable progress has been made by other portions of the Empire towards placing a preference upon a mutual basis. The recent elections in Great Britain indicate very clearly that tariff reform is making great headway in the Mother Country. The Imperial Commission on Trade between Canada and the British West Indies have recommended our "Sisters of the Palms" to reciprocate with Canada so far as they can see their way clear to do so. Those in touch with the situation in Australia assure us that the agitation for a preference with Canada is surely gaining ground while there is good reason to hope that the confederation of the British South African States will shortly be followed by the granting of more liberal trade concessions to all portions of the Empire.

Meanwhile, what is the situation in Canada? Have we ourselves, in our treaties of trade, been adhering to the policy which we so eagerly desire to see advanced? Have we continued, by the power of our example, to encourage other parts of the Empire to adopt the principle we are proud to have initiated, or are we beginning to expose ourselves to the criticism of backsliding?

There is no true Canadian but will heartily endorse the stand taken by our Government in declaring the right of the Dominion to negotiate its own treaties of trade, but in the negotiation of such treaties we should always see care-



A Model Farm Near Brandon

fully to it that the value of the preference is not impaired. However desirous we as business men may be to increase and improve our opportunities for foreign trade, we have no desire to advantage ourselves in that direction if it is going to involve any sacrifice of the trade now enjoyed with us by the Mother Country. There are many reasons which prompt us to welcome the recent Convention with France; there are many reasons which prompt us to acknowledge that the still more recent concessions to the United States were justifiable; similarly there are reasons why the perpetuation of the surtax against Germany was unjustifiable. But the fact remains that by every one of these moves we have diverted a certain volume of trade from Imperial channels into foreign channels, to that extent weakening the Imperial connection and discrediting the policy with which we have started out.

In this expression of my views I do not wish it to be assumed that I am of the opinion that any serious harm has already been done; my object has rather been to call attention to a tendency which seems to be leading us into dangerous paths, more especially since it has now brought us face to face with what is after all the most important issue confronting us as business men to-day. I refer to the desire of the United States for a Treaty of Reciprocity with us.

#### Tariff Relations with United States.

The history of our trade relations with the United States has of late been so frequently and so thoroughly reviewed by the press from one end of Canada to the other that there is no need for me to make anything more than a passing reference to it on this occasion. I desire however to emphasize the contrast between the reciprocity situation as it presents itself to-day and as it presented itself forty years ago. At that time it was Canada who came forward as the suppliant, anxious to secure a market in the United States for her natural products. To-day it is the United States that comes forward as the suppliant, anxious to secure a market in Canada for her manufactured products. When we were the suitors, to such extremities were we reduced, that we believed

ourselves threatened with national bankruptcy if our petition were refused. To-day it is the boast of those who seek our favor that they are the most prosperous nation in the world, and yet they openly proclaim their desire still further to enrich themselves by exploiting the markets which it has cost us forty years of toil, of perseverance and of self denial to build up. When we made the overtures they did not need our trade and they unceremoniously rejected our offer. To-day when the overtures are all on their side we find ourselves sufficiently independent to do without their trade, and while I would not for one moment advocate that we should return evil for evil there are reasons which compel me to express the hope that their present offer will be politely considered but firmly declined.

Canada to-day stands in no need of reciprocity with the United States. Forced by their policy of rigid isolation to look elsewhere for markets, we have cast about us and have found those markets. Some of them we have built for ourselves with a protective tariff, by means of which we have provided ourselves with a population of consumers within our own borders. Others we have found by joining hands with Mother England who, unlike the United States, was glad to come to our assistance in our time of trouble. Last year our exports of merchandise to the United States were \$110,000,000; to the United Kingdom they were \$149,000,000; so that notwithstanding her less favorable geographical situation, and her smaller consuming power, the Mother Country has taken 40 per cent. more of our produce than has the United States. Are we now to turn our backs upon those who have befriended us and with whom, God willing, it is in our power to build up the greatest and grandest Empire the world has ever known. I, for one, sincerely hope not.

Next, I maintain that Canada to-day cannot afford reciprocity with the United States unless it be confined to a limited number of natural products. Splendid as has been the progress of our manufacturing industries under the policy of protection, they are still dwarfs in comparison with the gigantic establishments operating on the other side of the border. By the consolidation of capital and by the speciali-

zation of output United States industries have grown tremendously powerful, so powerful indeed that in times of depression, despite our tariff wall, they can sweep this country from end to end, leaving idle machinery, unemployment and poverty in their trail. To reduce our tariff at their bidding for the purpose of accepting some doubtful advantage made attractive under the guise of reciprocity would be nothing more nor less than acquiescing in our own impoverishment. Not that I believe the trade situation between Canada and the United States is incapable of improvement. I regard it as quite conceivable that some few changes might be effected that would be beneficial to all and injurious to none. But so long as Canada is as prosperous and independent as she is, why emulate the dog in the fable and jeopardize the prosperity we now enjoy by snatching at something that is void and without substance, a mere reflection held up to our gaze in the mirror of reciprocity.

#### Past Experience.

Our past dealings with the United States do not encourage the hope that we would have anything to gain by entering into negotiations with them. Many years have passed since the Behring Sea award was made, but I am credibly informed that the United States have not yet made to Canada the payment called for by the terms of that award. Their claims and arguments in the fisheries dispute recently arbitrated at the Hague give little evidence of a spirit of friendliness towards us,—on the contrary they show us very clearly that the United States would gladly have availed themselves of any technicality however trivial in order to deprive us of our most cherished rights and possessions. Our tariff encounter with them in March last was another illustration of fair dealing as viewed from their standpoint; after first providing themselves with a club in the shape of a maximum tariff, they invited us to a so-called friendly negotiation, from which in due course they emerged the richer by a number of valuable trade concessions, while we were told to content ourselves with the reflection that we might have fared worse.

It is with a people actuated by such motives, a people who in the past have shown no disposition to grant us favors or even to deal with us at all that we are now asked to negotiate, and when I express my belief that the United States will approach the negotiations with a determination to secure for themselves as much as possible without giving us anything substantial in return, I feel sure that I am only giving utterance to a suspicion, unfortunate but deep-rooted, that prevails among all classes and in nearly all parts of the Dominion.

I am aware of course that in some quarters there is a desire for reciprocity with the United States. The grain growers of the middle west are both loud and insistent in their demands not only for reciprocity, but for a general lowering of the tariff, if not for free trade. Supporting this agitation are a large number of newspapers that seem to be fond of dilating upon the hardships of pioneer life in the West, the consequent necessity for making the burden of taxation for the western settler as light as possible, and the desirability of placing an immediate and effective check upon the advance in the cost of living by throwing down our tariff walls and giving free access to the cheap goods of foreign countries.

#### The Cost of Living.

As regards the advance in the cost of living, a splendid answer to those who would lay all responsibility for that advance upon the tariff is afforded by a report recently pre-

pared under the direction of the Minister of Labor. Even the most cursory examination of the charts with which this report is illustrated will make it quite clear that the advance in the wholesale price of agricultural produce since 1890 has on the average been three times as great as the advance in the wholesale price of manufactured goods. Whatever increase there has been in the selling price of manufactured goods is probably more than accounted for by an increased cost of the raw materials entering into those products combined with an improvement in the quality of the goods themselves. From the figures of the report, the assumption may reasonably be drawn that the manufacturer has demonstrated his ability under a protective tariff to offer the public a better article for less money. The reason for this is that the tariff, by giving him the market has enabled him to specialize his product, to increase his output, to distribute his fixed charges over a larger volume of business and so to reduce his unit of cost of production.

But that is not all. For the productive processes he carries on he has to surround himself with armies of workmen who, with their families, supply the farmer with a market at his very door for practically everything he produces. In the absence of this great consuming population at home it would be necessary for the farmer to market his wares abroad, in which case the fruit of his labors would be largely swallowed up in transportation charges. The fact that the average increase in the value of farm produce during the past twenty years has been 35 per cent. as against an average increase of about 10 per cent. in manufactured goods shows very clearly that the farmer, not the manufacturer, has been the chief beneficiary under our policy of protection, and if the report of the Minister of Labor had done nothing else it would have more than justified itself by the service it has rendered in exploding the theory, long and stubbornly held by so many of our economists, that the tariff is simply a means of enriching the manufacturer at the expense of the community at large.

But if the tariff is a benefit and not a burden to the farmer, what is the explanation of the uneasiness and discontent that one so frequently meets with in the Middle West? It certainly does not arise from a general failure to obtain a fair return upon the labor and capital invested in agriculture, for no other section of the Dominion is to-day enjoying so large a measure of prosperity. The tariff situation is or should be known beforehand to all who come west to take up land; they enter upon their work with their eyes open, and one seldom if ever hears of a man who turns back dissatisfied; on the contrary they keep pouring themselves on to the land in thousands and tens of thousands, and it is the rule rather than the exception that the poorest and humblest laborer among them all reaches in a few years a position of independence in that land of opportunity. What then is the explanation of the uneasiness which exists?

#### Need for Transportation.

In my humble opinion what the West, what the entire Dominion needs above all else is transportation,—more railways and better service. The railway is the advance courier of settlement. It is the factor of greatest importance in the development of our resources and in the enlargement of our commerce. By its proximity or by its remoteness are values measured.

Ever since Confederation has this principle been recognized and acted upon by Canadian statesmen on both sides of politics. In 1889 our country had only 12,585 miles of railway; in 1899 it had 17,250; in 1909 it had 24,104. In the last twenty years our railway mileage has been practically doubled. To-day we boast of a greater mileage per head of population

than any country in the world, yet we have done nothing more than make a beginning towards the mileage we ultimately hope to operate.

And what is it costing us? Up to 1909 the Dominion Government contributed to railways in cash subsidies \$135,550,000, Provincial Governments \$35,588,000, and municipalities \$17,825,000. Add to the above land grants or 55,116,000 acres, worth at the low valuation of \$3 per acre \$165,348,000, together with the expenditures on the Grand Trunk Pacific between Moncton and Winnipeg which up to June 1909 were \$33,301,000, and it is safe to say our railway policy has cost every man, woman and child in this country \$55, not to mention other obligations they have undertaken by guaranteeing the bonds of the Canadian Northern and the Grand Trunk Pacific railways.

Nor is this all. The improvement of our inland waterways, undertaken long before the movement of grain from the West to the Atlantic seaboard became a factor in the transportation problem, has been of untold value in cheapening the cost of haulage. To-day there is the keenest rivalry between Canadian and United States transportation interests for the honor of carrying our grain from the head of the lakes to tidewater, and of this the producer in the West surely gets the benefit.

Up to March 31, 1909, our capital expenditure on the canals of the Dominion was \$94,311,000. Of this amount \$77,273,000 was expended prior to 1900, when the great forward movement towards the settlement of the Middle West was initiated. The cost of inland waterway improvements therefore may be said to have fallen largely on the East. Similarly it may be shown that it was largely the money and the credit of the East that has covered the West with a network of railways it now possesses.

#### Manufacturers Support Expenditures.

Does the East regret the expenditure? Do we hear complaints from manufacturing interests that they are being taxed too heavily to provide adequate transportation facilities for the farmer? Quite the opposite; manufacturing interests to-day in all parts of the Dominion stand shoulder to shoulder for a vigorous policy of railway development. Regardless of what it may cost they insist on the immediate opening up of such avenues of communication as will bring Eastern, Central and Western Canada into the closest relationship one with another, and at the same time enable our agricultural classes to reach the world's markets with the maximum dispatch and the minimum expense. Let the grain growers of Alberta, Saskatchewan and Manitoba join hands with us in a policy of this kind; let them co-operate with us in building up a prosperous, a united and self-contained country; let them link their commercial destinies with the Empire rather than with the United States out of whose market they may be legislated at a moment's notice, and I feel satisfied they will quickly be the richer and the happier for it.

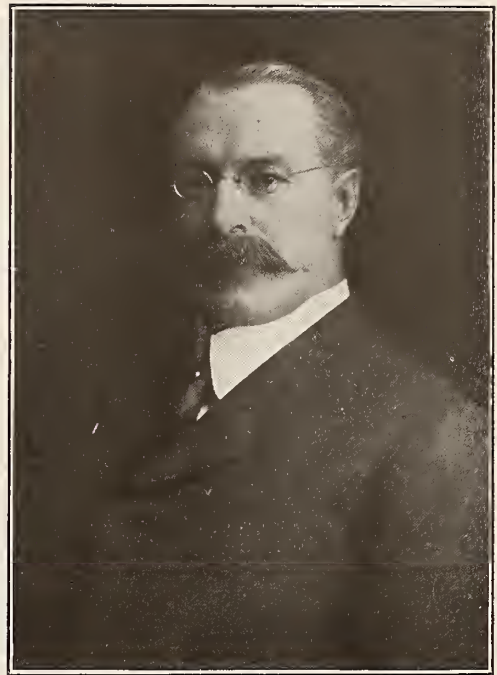
#### Concerning Natural Resources

In this connection it may not be amiss for me to make some brief references to the work of the Commission of Conservation, of which I have the honor to be a member. For anyone who is endowed with the true spirit of patriotism it would be difficult to conceive of a task more important, a task fraught with greater possibilities than that of properly utilizing and at the same time properly conserving the natural resources with which we have been so richly endowed.

The Conservation Act of 1909 establishing the Commission of Conservation outlines in general terms the very broad field of labor assigned to it. It says that "It shall be the

duty of the Commission to take into consideration all questions which may be brought to its notice relating to the conservation and better utilization of the natural resources of Canada, to make such inventories, collect and disseminate such information, conduct such investigations inside and outside of Canada and frame such recommendations as seem conducive to the accomplishment of that end."

The function of the Commission is thus purely advisory. It has no legislative or administrative power, but must utilize public opinion in securing the embodiment of its recommendations in law. From this two corollaries follow: First, its work must be thorough and accurate, so that confidence will be placed in its decisions, and, second, it must place its findings clearly and forcibly before the public by utilizing the press and the platform and by securing the co-operation of organizations working along similar lines. In brief, the Commission is a great investigating bureau, seeking by well-presented, accurate information to mould public opinion in



MR. R. H. H. ALEXANDER  
Secretary British Columbia Branch C.M.A.

the interests of an intelligent policy for developing our natural resources. These, in so far as they are known, are of immense value, and the possibilities lying before the Commission of securing to each citizen his rightful share in the enjoyment of the natural wealth of the country are therefore correspondingly great.

For efficiency in working the Commission has organized itself into a number of committees, one each on Forests, Fisheries, Game and Fur-bearing animals, Minerals, Waters and Water Powers, Lands and Public Health. The common work of all these is naturally that of finding out just what we possess in the way of natural resources. In addition, I might state that the Committee on Forests will conduct an investigation into the methods employed by other countries to preserve the forests, to prevent forest fires and to reforest denuded areas; the Committee on Game and Fisheries will endeavor to harmonize Federal and Provincial laws where they are at variance; the Committee on Minerals will advocate legislation to compel companies to supply the Government yearly with reports of their output and the estimated

value thereof; the Committee on Waters and Water Powers will recommend that all grants or leases of powers should be subject to: (1) Development within a specified time, (2) control of rates, (3) revisable rental charges; the Committee on Lands will investigate the depletion of soil fertility, the prevalence of dangerous weeds, the supply and availability of natural fertilizers, and will study water supply and the sources of heat, power and light for the farm; the Committee on Public Health will investigate the pollution of streams, the prevention of tuberculosis and other infectious diseases, and the various problems arising from the congestion of population in cities.

Speaking more particularly of the industry with which I am connected, I can state without hesitation that lumbering in Canada will be immensely benefited by the work of the Commission. Our forest resources must not be looked upon as a mine to be worked to exhaustion, but as a crop to be gathered annually without impairing the power of yearly reproduction. To this end the Commission's efforts will be devoted to prevent the enormous fire losses from which the forests suffer and to encourage the setting aside of forest reserves and the reforestation of those areas best suited to that purpose. In thirty years' time the United States at the present rate of consumption will have used up all their timber. Should they then turn to Canada, our timber supply would not last them more than another seven years. This one fact in itself indicates of what vital importance the work of the Conservation Commission will be.

Of one thing you may rest assured. My colleagues and myself will bring to the discharge of our duties the best that is in us, and if we fail to realize for Canada and the Canadians the measure of good that we hope will follow our efforts, I feel certain it will not be because of any lack of sympathy or support from the manufacturers of Canada.

#### A Year of Progress.

And now, if I might just say a word about our Association, it would be that it has afforded me real pleasure to have had an opportunity to be of service to an organization that means so much to the industrial and commercial life of the Dominion. It affords me even greater pleasure to have been privileged to preside over the destinies of the Association during a year that has been so fruitful of results. This year will long be remembered among us for its many notable achievements. It has witnessed our victory over those who would have deprived us of the right to insure our property where, how and with whom we please. It has witnessed our initial triumph over those who would have denied us and those dependent upon us the God-given privilege of working as long as we like and as hard as we like. It has witnessed the creation of a Commission to enquire into the needs of our Dominion as regards industrial efficiency, with a view to ascertaining how best those needs can be supplied by adapting to Canadian conditions the educational facilities provided by other countries. It has witnessed a general improvement in freight and express classifications and conditions of carriage. It has witnessed the correction in the customs administration of many of those inequalities that in times past have proved so burdensome in individual cases. It has witnessed the establishment of a new Department of our Association which promises to be of inestimable value to the membership at large.

But I will not further anticipate the business which lies before you, for these and many other matters of almost equal importance will be discussed at the sessions which are to follow. Let me express the hope that your deliberations will at all times be broad, sober and free from animus. Despite much that is said to the contrary, I believe that our Association in the past has shown itself to be patriotic and

unselfish, in all its efforts seeking to advance what it has thought to be in the best interests of the country as a whole. Let that continue to be your policy, for it is a policy of which you may be justly proud. Be loyal to your organization; do not be sparing either of your time or of your money to further the splendid work it is undertaking. Today the call of the Association is the call of Canada, and those who serve it loyally will find ample reward in the satisfaction which comes from good work well done.

In laying down the cares of office I desire to express my heartfelt thanks to those who have been associated with me in the work of the Branches, of the Standing Committees and of the Executive Council. It is to their efforts, to the wisdom of their counsels, rather than to any feeble efforts of my own, that we are indebted for the measure of success that we have this year enjoyed. I count myself happy in the opportunity that has been afforded me of greeting so many real captains of Canadian industry, and still happier in the friendships, lasting friendships, I trust, to which these meetings have given rise.

To the Association I wish a continuance of the prosperity that has thus far characterized its career, and for my successor in office I bespeak the same sympathy, the same loyal co-operation that has been so generously extended to myself.

#### Appreciation of Mr. Hendry.

Mr. Rowley.—Mr. President and Gentlemen: I am sure that you will all agree with me that we have very much to thank Mr. Hendry for in every way in connection with this Association. He has been one of our pillars and stand-bys ever since we have known him. He has served in almost every capacity, until now he is bidding us good-bye—not exactly good-bye, but he is retiring from the active work of this Association to take up another work; I won't say it will be more congenial to him; I won't say it will be one that he will be more capable of exercising and following, because we all know what John Hendry is. As a manufacturer we all know what he has done, and what a mark he has made in this country as a saw-miller, and a man who has done his very best at all times, in all places, under all circumstances, and regardless of all opposition, for what he considered to be the best for this country. Mr. Hendry's retirement from the Presidency of this Association is a matter that we shall always regret, but we shall always be proud to know that he was chosen while he sat in this chair where he is now, to be one of the representative men on the Conservation Commission. (Applause.) Conservation is rather a mouthful, but it is the first step and one of the best steps to practical protection. Somebody says we ought to spell "protection" with a capital P. I say we ought to have two P's in it, "Practical Protection," and they ought both to be spelled with capitals, because what we want is protection to our industries last of all. If we protect our trees and our forests, our stock raising and our agricultural products, our mines and our minerals, our fish and our fisheries, our game and fur bearing animals, our manufacturing industries will take care of themselves. The farmer, who is our principal and best customer, and whom we wish to make our best friend, will be the man who will benefit the most by Practical Protection. Statistics that have been given here to-day show that very distinctly. Mr. Hendry, in stepping from our chair to the other position on the Conservation Commission, takes with him not only our very best wishes, but our best aims, and will be a representative on that Conservation Committee of whom Canadian manufacturers, and everyone who has had the pleasure of knowing and sitting under him, will feel proud.

As to Vancouver and British Columbia, our welcome could not possibly be in better hands than those of our friend John



Hendry and his friends in this city and province. (Applause.) He does not need a trumpeter in Vancouver, nor in British Columbia; he does not need a trumpeter anywhere in Canada, and if he did I don't think I would be a good man to act in that capacity, because I am really too fond of him to let myself loose in expressions of what I think of him.

Let us deal now with his Presidential address. Mustn't we thank him in every way for being bold enough, brave enough, practical enough to put into words such as he has, the views, the position, the aspiration and the determination of this Association to act and do everything for the very best interests of this country? I think he has done it handsomely. I don't know when I have listened to an address that has been more practical, more complete, more suave, but withal more firm, than the address we have just listened to.

As to Vancouver, I may say that most of us from the far East, and from the middle of Canada, knew beforehand, in a way, what we were coming to when we came to Vancouver, one of the finest cities, probably the very finest Maritime city in Canada. People who talk about Nova Scotia and New Brunswick and Prince Edward Island as being *The Maritime Provinces*, have not considered the matter thoroughly, or do not know that British Columbia is really *The Maritime Province of Canada*, and we all know that Vancouver is fast coming to be *the City of the Maritime Province of British Columbia*. Beautifully situated, splendidly laid out, it is going to be magnificent, and is going to be dealt with and handled by practical people who are determined that this city, the gate-way to India from this side, shall be what it ought to be, what it was intended to be, what the Vancouver people are decided and determined it shall be. Therefore I think we are fortunate in being asked by Mr. Hendry to come here. I think the Executive Council, too, were very wise in their decision to make Vancouver our meeting place this year, and I am sure we have all come determined to enjoy ourselves here.

I could say a good deal about my old friend, and about this Province, and this city, but this is hardly the time or place.

Let me now ask Mr. Rogers, an officer of our Association living in this city, to say a few words in addition to what I have said, and perhaps, if he feels like it, to say a little in amplification, and then I am going to ask you after that to give three cheers for John Hendry. (Applause.)

#### Will Maintain Interest.

Mr. Rogers (Vancouver).—Gentlemen, I thought there was something substantial Mr. Rowley was going to ask me to second. I presume that will come later on. All I can say is that I have known Mr. Hendry for a very great many years; in fact, we are what they call out here "fellow old timers." I think Mr. Hendry was one of the first men I met in Vancouver. I have always known Mr. Hendry to get there when he started out to accomplish anything, and I think that when the history of this Association is written, if anybody ever writes it, it will be found that Mr. Hendry's work will stand out as a great benefit to the Association. He has done many things that perhaps we are not all familiar with, but we will find out there are many things Mr. Hendry has done which have been of great use in forwarding the objects of this Association. (Applause.)

The President.—Gentlemen, I must thank you all for the generous way in which you have heard the President's address read. I might say that although I am retiring from the Presidency I don't expect to retire from the Association. (Applause.) I expect still to be an active member, or as active as I can be. Mr. Rogers spoke about the old times. Not very long ago when Mr. Russell was our Secretary, he came out to Vancouver to organize the Local Branch. At that

time there were only four I think to start with. Mr. Sully, who was made chairman, and myself were two of them; who the other two were I don't recollect. Mr. Steen, a chartered accountant, now in Vancouver, was the Secretary, and we had many meetings when there was nobody there but Mr. Sully and myself, but we continued to grow, and now we have quite a good number in our Association, and I hope that during the ensuing year, under the Presidency of Mr. Rowley, we will still continue to enlarge our membership.

I expect to continue to lend the Association all the help I can, as I have done in the past. I must thank you all for the attention you have given to the reading of this address. I don't know whether you all agree with it in all its parts, but I thought it was for the general benefit of this great Dominion. We don't expect to discuss the subject of reciprocity. I don't mean to say that reciprocity at some time between the United States and Canada will not be a good thing,



MR. J. P. EDWARDS

(Londonderry Iron Works)

Nova Scotia Vice-President, 1910-1911

but I think we have got to consider it very carefully before it is entered upon, and I think it will be considered very carefully by the parties in power who will have to take the matter up. I don't fear for the future of Canada or the future of our great Association. I hope that all parties interested will take a hand in enlarging its sphere and its membership.

With regard to the matter spoken of, of increasing the tax on the membership, we discussed that a good deal last year. We thought at one time it would be a good thing to enlarge it by adding 20 per cent. to all fees, but it was considered better to leave it as it was.

There are many other matters which are under consideration which I think will be continued under the able management of the Executive, and the coming President and Vice-President.

I thank you again for the attention you have given to this address.

Mr. Rowley then called for three cheers for Mr. John Hendry, the retiring President.

The cheers were given, after which the meeting adjourned until Wednesday, September 21st, at 10 o'clock a.m.

WEDNESDAY, SEPTEMBER 21st, 1910.

## MORNING SESSION

At 10 o'clock a.m. the President called the Convention to order and called upon Mr. P. W. Ellis to read the report of the Tariff Committee.

# REPORT OF TARIFF COMMITTEE

**T**HE Honourable the Minister of Finance having announced in Parliament that it was not the intention of the Government to propose any alterations in the tariff, believing that frequent tariff changes had a disturbing influence on the business of the country, the work of your Tariff Committee during the past year has largely related to the administration of the present Act, the following being the principal matters under consideration:

### British Preferential Tariff—Percentage of Labour.

The question as to the percentage of labour required to entitle goods to entry under the British Preferential Tariff has been before your Committee for some time. The Honourable Mr. Fielding, in his Budget speech of the 29th November, 1906, stated "in order that any foreign article may receive the British stamp, may qualify itself to be admitted under the British Preferential Tariff, it must have upon it 25 per cent. of *bona fide* British labour without computing the profits as a portion of that labour." The issuing of a regulation in accordance with the policy announced was held in abeyance pending the new French Treaty going into operation.

Your Committee are pleased to report that on the 17th December, 1909, the following regulations were made and established by Order-in-Council:

"From and after the first day of February, 1910, the country of origin in respect of each imported article shall be specified on the margin opposite to such article, or elsewhere on the invoice thereof, when the articles are for entry in Canada under the British Preferential Tariff.

"A certificate of origin, as hereinafter set forth, is prescribed to be written, printed, or stamped on the face or back of all invoices of articles for entry as aforesaid (except raw and refined sugars).

"Such certificate shall be made and signed by the exporter personally, or on his behalf by his manager, chief clerk or other principal official having knowledge of the facts to be certified to and shall contain the following statement of facts, viz.:

" B

"That each article on this invoice is *bona fide* the produce or manufacture of a country entitled in Canada to the benefits of the British Preferential Tariff and specified on the invoice as its country of origin, and that each manufactured article on the invoice in its present form, ready for export to Canada, has been finished by a substantial amount of labour in such country and not less than one-fourth the cost of production of each such article has been produced through the industry of one or more British countries."

No manufactured article is now entitled to entry at the British preferential rate *unless finished* in a country entitled to the benefits of the British Preferential Tariff and not less than one-fourth the cost of its manufacture has been produced through the industry of one or more British countries. Profits are not considered as part of the cost.

Mr. P. W. Ellis presented and read the report of the Committee, and, in doing so, said: In the absence of the Chairman of the Tariff Committee it has devolved upon myself to read you their report. I might just say that our officer, Mr. Breadner, is present, and as we pass the different clauses if there is any discussion desired, or any questions to be asked, Mr. Breadner will be able to reply to any of them as to which I have not the facts myself.

### Franco-Canadian Convention of 1907 with Amendments.

The Convention was ratified in Paris on the 1st of February, 1910, and came into force on that date. As the tariff advantages granted by Canada to France, Algeria, the French colonies and possessions, and the territories of the Protectorate of Indo-China, in respect to the natural and manufactured products enumerated in Schedules B and C of the Convention, must also extend to the United Kingdom and the several British colonies and possessions, also to a number of foreign countries accorded most-favoured nation treatment by treaty or convention with Great Britain or Canada (the countries being Argentine Republic, Austria-Hungary, Bolivia, Colombia, Denmark, Japan, Norway, Russia, Spain, Sweden, Switzerland and Venezuela), it was felt by your Committee the Government should make regulations determining what amount of *bona fide* labour would be required to entitle a manufactured article to be entered at the Convention rate.

The following regulations have been made and established by Order-in-Council:

"When articles, the produce or manufacture of any country, are to be entered at the Custom House in Canada under treaty or convention, the country of origin in respect of each such article shall be specified on the margin opposite such article or elsewhere on the invoice thereof.

"A certificate of origin, as hereafter set forth, is prescribed to be written, printed or stamped on the face or back of all invoices of articles for entry as aforesaid.

"Such certificate shall be made and signed by the exporter personally, or on his behalf by his manager, chief clerk or other principal official having knowledge of the facts to be certified to, and shall contain the following statement of facts, viz.:

" A

"That each article on this invoice is *bona fide* the produce or manufacture of the country specified on the invoice as its country of origin;

"That each manufactured article on the invoice in its present form, ready for export to Canada, has been finished by a substantial amount of labour in such specified country of origin, and not less than one-fourth the cost of production of each such article has been produced through the industry of the said country."

### Special Customs Investigating Officers in Europe.

Owing to numerous complaints having been received from importers and manufacturers respecting the fraudulent entry of foreign goods under the terms of the British Preferential Tariff, also the disposal of merchandise at export or dump prices, to the disadvantage of Canadian industries, it was considered the locating of one or two Special Customs Investigating Officers in Europe would assist materially in the prevention of Customs frauds and procure a greater uniformity in the appraisal of goods for duty purposes. Your Committee desire to report that the Honourable the Minister of Customs

has appointed a qualified and experienced officer to take charge of the work.

### Trade Arrangements with Certain Countries.

In addition to the Franco-Canadian Convention, which came into force on 1st February, 1910, the terms of which applied to the products of twelve other foreign countries, trade agreements have since that date been entered into with Germany, Belgium, Netherlands and Italy; also as a result of negotiations with the United States the intermediate tariff rates on thirteen items in the Canadian tariff have been made the general tariff rates.

The following is a brief synopsis of the trade agreements:

#### Agreement with Germany.

On the 30th day of May, 1865, a treaty was entered into between Great Britain and Germany which provided that no other or higher duties should be levied in any British colony on the products of Germany than on the products of the United Kingdom. Canada had for years requested the British Government to denounce the treaty, it being considered a hindrance to better trade relations within the Empire, but such requests were not granted until 1st day of August, 1897, after the adoption by Canada of the "Reciprocal Tariff." After the termination of the treaty on 1st day of August, 1898, German goods on entry into Canada did not enjoy the benefits of the "British Preferential Tariff," which came into force on that date. Germany resented this treatment, although practically enjoying the same privileges as other foreign countries, and Canadian goods on importation into that country were refused Conventional Tariff rates which had previously applied. Affairs remained in this condition until 1903, when legislation was enacted by the Parliament of Canada which authorized the Governor-in-Council to impose a surtax of one-third of the duty payable under Schedule A of the then tariff (now corresponding with the general tariff) to articles the growth, produce or manufacture of any foreign country which treated imports from Canada less favourably than those from other countries. On the 28th day of November, 1903, an Order-in-Council was passed subjecting articles the produce or manufacture of Germany to the surtax.

It may here be noted the placing of a surtax against German products was not intended, in a tariff sense, to be a protective measure.

Since 1903 the commercial relations of Canada with foreign countries have materially changed, due to the French Treaty which recently came into force. Germany desires the benefits conferred by the treaty, but so far has not obtained them. Her policy towards Canada has changed. She now concedes to Canada the right to grant tariff concessions within the Empire and in return for the suspension of the surtax on 1st March, 1910, admits at conventional tariff rates Canadian goods covered by twenty-five items of her tariff. Attention, however, is called to Articles 3 and 4 of the agreement.

(3) This agreement is a provisional one, and the question of a general convention for the regulation of commercial relations between Germany and Canada shall be deferred for consideration at a time that may be found mutually convenient;

(4) If, after a reasonable time, a commercial convention, such as is contemplated by the next preceding clause, has not been entered into, then either of the principals herein represented may, if it is deemed advisable, terminate or cancel the respective concessions in pursuance hereof on giving to the other two months' notice of intention so to terminate or cancel.

If the surtax was not taken into consideration when the last tariff revision took place, it appears to your Committee the

Government could not have acted otherwise unless a continuation of the strained relations was desired.

It may, however, be noted that owing to technical education and other agencies Germany to-day, from a commercial standpoint, is not the same Germany as when the surtax was imposed. Her manufacturers, with their home trade fully protected by specific rates of duty, have been devoting special attention to the character of goods marketed in Canada and the United States, with the result that notwithstanding the surtax they have in respect to a number of articles been able to successfully compete in the Canadian market with the manufacturers of Great Britain and other countries. In respect to articles where the chief cost of production is labour, it is doubtful if the present general tariff is sufficient to equalize conditions of manufacturing in this Dominion. In addition to longer hours of labour that prevail in Germany, the wages



MR. R. O. McCULLOCH

(Goldie & McCulloch Co., Ltd.)

Chairman Tariff Committee, 1909-1910

paid do not in certain lines of industry exceed one-half of those paid in Canada. In justice to the Canadian artisan a sufficient tariff should be maintained. In the opinion of your Committee the Government should be urged to make a thorough investigation as to the conditions of manufacture in the two countries before entering into a further trade agreement with Germany.

#### Agreement with Belgium.

Under the provisions of Sub-section C of Section 4 of the Tariff Act, the intermediate tariff rates on all articles covered by the French Treaty were extended by Governor-in-Council on 10th June, 1910, to like articles the produce or manufacture of Belgium, provided the goods are imported direct without transshipment from a port of Belgium or from a port of a British country into a sea or river port in Canada. In respect to similar articles coming to Canada from countries entitled to the benefits of the French Treaty, such countries will be

entitled to the privilege of shipping such goods through Belgian ports.

In connection with this agreement it may be noted that on the 23rd day of July, 1862, a treaty was entered into between Great Britain and Belgium which provided that no other or higher duties should be levied in any British colony on the products of Belgium than on the products of the United Kingdom. When this treaty was denounced on 1st day of August, 1897, and terminated on 1st day of August, 1898, no friction such as followed between Germany and Canada arose as regards Belgium. In addition the Belgian tariff is one of the lowest in Europe. The Privy Council reference states: "On several leading articles of export from Canada to Belgium, such as wheat, barley, ores of all kinds, asbestos and lumber, there are no Customs duties, while on manufactured articles



MR. T. A. RUSSELL

(Canada Cycle & Motor Co., Ltd.)

Chairman Tariff Committee, 1910-1911

such as Canada exports the range of duties is from two per cent. to twelve per cent."

#### Agreement with the Netherlands.

Under the provisions of Sub-section C of Section 4 of the Tariff Act, the intermediate tariff rates on all articles covered by the French Treaty were extended by Governor-in-Council on 10th June, 1910, to like articles the produce or manufacture of the Netherlands, provided the goods are imported direct without transshipment from a port of the Netherlands or from a British country into a sea or river port of Canada. The Privy Council reference states "that the Customs tariff of the Netherlands is exceedingly low, and all that Canada could reasonably desire. Articles of Canadian export, such as wheat, barley, oats, flour, bran, preparations of table foods, flax seed, cattle and horses, agricultural machinery and implements and lumber are free. Many other articles are also free. Bacon and hams are subject to a Customs duty of nineteen cents per 100 pounds, while the tariff on such other articles (including apples, green and dried, of which latter there is a growing export to the Netherlands from Canada) as are subject to Customs duties is for the most part five per cent. The chief exceptions to the five per centum rate are canned meats, canned fish, canned vegetables and canned fruits, which are sub-

ject to a Customs duty of about four and one-half cents per pound."

#### Agreement with Italy.

Under the provisions of Sub-section C of Section 4 of the Tariff Act, the intermediate tariff rates on eighteen items were on the 10th June, 1910, by Governor-in-Council, extended to Italy in return for conventional tariff rates on a similar number of items in the Italian tariff. The articles to which the intermediate tariff rates will apply must be conveyed without transshipment from a port of Italy or from a port of a British country into a sea or river port of Canada.

The agreement is a provisional one, Sections 3 and 4 thereof being similar to the agreement with Germany.

Prior to the adoption of the French Treaty, Italian goods were practically subject to the same rates of duty as similar goods from other foreign countries. The coming into force of the French Treaty, with its benefits extended to other foreign countries, placed the products of Italy at a disadvantage. According to the despatches in the newspapers such treatment was resented by Italy, and therefore the trade arrangement increased competition from the Italian paste manufacturers will be felt by the macaroni and vermicelli industry in Canada.

#### Trade Relations with United States.

On the 5th of August, 1909, a new Tariff Act was passed by United States Congress, of which Section 2 thereof reads as follows:

"That from and after the thirty-first day of March, nineteen hundred and ten, except as otherwise specially provided for in this section, there shall be levied, collected and paid on all articles when imported from any foreign country into the United States, or into any of its possessions (except the Philippine Islands and the islands of Guam and Tutuila), the rates of duty prescribed by the schedules and paragraphs of the dutiable list of section one of this Act, and in addition thereto twenty-five per centum ad valorem; which rates shall constitute the maximum tariff of the United States; Provided, that whenever, after the thirty-first day of March, nineteen hundred and ten, and so long thereafter as the President shall be satisfied, in view of the character of the concessions granted by the minimum tariff of the United States, that the government of any foreign country imposes no terms or restrictions, either in the way of tariff rates or provisions, trade or other regulations, charges, exactions, or in any other manner, directly or indirectly, upon the importation into or the sale in such foreign country of any agricultural, manufactured, or other product of the United States, which unduly discriminate against the United States or the products thereof, and that such foreign country pays no export bounty or imposes no export duty or prohibition upon the exportation of any article to the United States which unduly discriminates against the United States or the products thereof, and that such foreign country accords to the agricultural, manufactured, or other products of the United States treatment which is reciprocal and equivalent; thereupon and thereafter, upon proclamation to this effect by the President of the United States, all articles when imported into the United States, or any of its possessions (except the Philippine Islands and the islands of Guam and Tutuila), from such foreign country shall, except as otherwise herein provided, be admitted under the terms of the minimum tariff of the United States as prescribed by Section one of this Act. The proclamation issued by the President under the authority hereby conferred and the application of the minimum tariff thereupon may, in accordance with the facts as found by the President, extend to the whole of any foreign country, or may be confined to or exclude from its effect any dependency, colony, or other political subdivision

having authority to adopt and enforce tariff legislation, or to impose restrictions or regulations, or to grant concessions upon the exportation or importation of articles which are, or may be, imported into the United States."

Under this Section importations into the United States from all countries were to be subject on and after 31st March, 1910, to the provisions of the maximum tariff, unless the President otherwise proclaimed.

After due investigation by tariff experts the President was able to proclaim that all countries with the exception of France, Germany and Canada were entitled to the minimum tariff. Notwithstanding the fact that the rates of duty specified in the dutiable list of schedule one had been materially advanced on many articles imported from France and Germany, the provisions of the maximum tariff were to be applied to importations from those countries unless conventional tariff rates were granted on certain agricultural and manufactured products of the United States, with the result that concessions were agreed to and the products of both countries were allowed the minimum tariff.

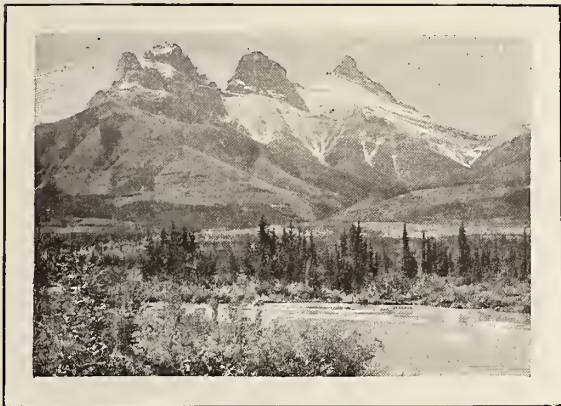
It is interesting to note the different methods adopted by Canada and United States in obtaining trade concessions from other countries. Canada grants favour for favour. United

States showing the necessity for a change in the Tariff Act of 5th August, 1909, instead of requesting a modification of the Canadian tariff? If discrimination against the United States existed owing to the terms of the French Treaty it still exists practically as much as ever.

The above facts are recited for the information of the members of the Association, yet in the opinion of your Committee a tariff war with the United States was not desired. It was perhaps well a compromise was arrived at, but it would have been more satisfactory had it not affected any Canadian industry (as per following statement), or if the tariff rates payable in the United States on the articles in question had been made reciprocal. It is expected further negotiations, with a view of effecting a reciprocity treaty, will take place before the end of this year. On the suggestion of your Committee the Executive Council appointed a special committee to draft a memorial embodying the views of the Association for submission to the Government.

STATEMENT SHOWING CANADIAN MANUFACTURED ARTICLES PRINCIPALLY AFFECTED BY RECENT NEGOTIATIONS WITH THE UNITED STATES.

Article.	FORMER TARIFF.			PRESENT TARIFF.			UNITED STATES TARIFF.
	British Preferential.	Intermediate.	General.	British Preferential.	Intermediate.	General.	
ITEM 180. Photographs, chromos, chromotypes, artotypes, oleographs, paintings, drawings, pictures, decalcomania transfers of all kinds, engravings or prints or proofs therefrom, and similar works of art, n.o.p.; blue prints, building plans, maps and charts, n.o.p.	15	22½	25	15	22½	22½	Photographs, engravings, etchings, maps and charts, if chief value is paper 25 per cent. Views of United States (such as picture post cards) from 15c. per pound and 25 per cent. to \$2.00 per thousand. Lithographic prints from stone, zinc or other material from 6c. to 20c. per lb., according to thickness. (Rate is prohibitive on many lines.) Medicinal or medicated soaps, 20c. per lb.; fancy or perfumed toilet soaps, 50 per cent. Other soaps, n.o.p., 20 per cent. (Principal importations into Canada are toilet soaps.)
ITEM 228. Soap powders, powdered soap, mineral soap, and soap, n.o.p.	22½	32½	35	22½	32½	32½	60 per cent.
ITEM 234. Perfumery, including toilet preparations, non-alcoholic, viz., hair oils, tooth and other powders and washes, pomatums, pastes, and all other perfumed preparations, n.o.p., used for the hair, mouth or skin.	25	32½	35	25	32½	32½	60 per cent.
ITEM 604. Dongola, cordovan, calf, sheep, lamb, kid or goat, kangaroo, alligator, and all leather, dressed, waxed, glazed or further finished than tanned, n.o.p.; harness leather and chamois skin.	12½	15	17½	12½	15	15	Grain, buff and split leather, 7½ per cent. Dressed upper and all other leather, 15 per cent. Chamois skin, 20 per cent.
ITEM 634. Feathers and manufactures of feathers, n.o.p.; artificial feathers, fruits, grains, leaves and flowers suitable for ornamenting hats.	20	27½	30	20	27½	27½	60 per cent.



The Three Sisters

States threatens advance in tariff rates unless favours are granted.

At last Canada remained the only country to which the maximum tariff might apply, and that on account of advantages given to France and other foreign countries under the terms of the French Treaty, of which Congress had full particulars when their tariff was under consideration. As the importations into the United States from Canada are principally raw materials which that country requires, the business community and the press in the United States, regardless of politics, at once protested against the maximum tariff being applied to Canadian products. Meanwhile, Canada remained silent, yet interested, convinced if the maximum tariff should be applied United States would have more to lose than Canada. One Liberal member from the West stated in Parliament: "I do not think there is one chance in ten thousand of their putting it on (meaning the maximum tariff), because for every dollar they hurt us, they will hurt themselves four." The President, after expressing a desire to have a conference with the Premier, met by appointment Hon. Mr. Fielding at Albany, and later held a conference with him and the Honourable Minister of Railways at Washington, D.C., which resulted in the Government of Canada graciously agreeing to lower the rates of duty to all countries on thirteen items in the Canadian tariff in return for the minimum tariff of the United States.

As Congress was then in session the question may fairly be asked, why was a Message not sent to Congress by the Presi-

ITEM 711.						
All goods not enumerated in this schedule as subject to any other rate of duty, and not otherwise declared free of duty, and not being goods the importation whereof is by law prohibited (including the following): Bran, Mill feed, etc.	15	17½	20	15	17½	17½
	Raw or unmanufactured, 10 per cent.					
Drugs and Chemicals, n.o.p.	15	17½	20	15	17½	17½
	Manufactured, 20 per cent.					
Lime.	15	17½	20	15	17½	17½
	Various, largely specific rates of duty; otherwise 25 per cent. 5c per 100 lbs., including weight of barrel or package.					
Mineral and Aerated Waters, bottled.	15	17½	20	15	17½	17½
	Containing not more than one pint, 20c. per doz.; more than one pint but not more than one quart, 30c. per doz.; more than one quart, 21c. per gallon. Bottles as containers shall be dutiable as follows:— Pint and under ¼c. per lb.; over one pint, ½c. per lb.; but in each case not less than 13½ per cent.					

Your Committee desire to point out in respect to the different treaties and trade agreements entered into that every tariff concession granted to foreign countries minimizes to the extent of the reductions to the United Kingdom of the British Preferential Tariff. (The February, March and July issues of INDUSTRIAL CANADA contained full information respecting the different treaties and trade agreements.)

#### Importations of Railway Cars.

It was ascertained on investigation that railroad corporations in Canada have for several years past brought into this Dominion large numbers of railroad cars without paying duty thereon, being under the impression they were entitled to free entry as cars used in international traffic. Your Committee caused representations concerning this matter to be made to the Honourable Minister of Customs and have been assured steps will be taken to enforce the collection of the proper duty payable. It is a pleasure to note that since the provisions of the law have been pointed out to these railroad corporations large orders for cars have been placed with Canadian car builders that would otherwise have gone to United States car builders, which would have deprived not only the car builders in Canada but manufacturers of the materials entering into the construction of the cars from enjoying the benefits of these orders.

#### Orders-in-Council.

The following articles used as materials in Canadian manufactures have been transferred to the list of goods which may be imported into Canada free of duty, viz.:

Metallic elements and tungstic acid when imported by manufacturers for use only in their own factories in the manufacture of metal filaments for electric lamps.

Twine or yarn of paper when imported by manufacturers for the purpose of being woven into fabrics in their own factories.

Steel imported by manufacturers for use in their own factories in manufacturing rough, unfinished parts of rifles when such parts are to be used in rifles to be made for the Government of Canada.

Gun barrels, in single tubes, forged, roughbored.

Antimony salts for dyeing.

Hyposulphite of soda when imported by tanners for use in their own factories in the tanning of leather.

Rolled iron and steel rods, not over half an inch in diameter or in width, to be manufactured into horseshoe nails, when imported by manufacturers of such nails.

Fuse heads of metal foil and cardboard, when imported by manufacturers of electric fuses for use only in their own factories in the manufacture of such fuses.

Cotton thread, nitrate of thorium and nitrate of cerium for use in the manufacture of incandescent gas mantles, when imported by manufacturers of such mantles or of stockings for such mantles.

Crude glycerine, when imported by manufacturers for use only in their own factories in the manufacture of refined glycerine.

Soya beans and soya bean cake, for use in the manufacture of cattle food and of fertilizers, when imported by manufacturers of such cattle food and fertilizers.

Iron tubing, brass covered, not over two inches in diameter, in the rough, when imported by manufacturers for use only in their own factories in the manufacture of towel bars, bathtub rails and clothes carriers.

Ground coke, when imported by manufacturers of electric batteries for use only in their own factories in the manufacture of such batteries.

The following articles used as materials in Canadian manufactures shall be subject to the following reduced duty, viz.:

Cold rolled sheets or plates of steel with sheared edges over fourteen gauge, and not less than one and one-half inches wide, when imported by manufacturers of mower bars, hinges, typewriters and sewing machines for use only in the manufacture of the said articles in their own factories—

Under the British Preferential Tariff, 5 p.c. ad valorem.

Under the Intermediate Tariff, 7½ p.c. ad valorem.

Under the General Tariff, 10 p.c. ad valorem.

Preparations made from pyroxylin and wood naphtha, when imported by manufacturers for use only in their own factories in the coating of imitation leather—

Under the British Preferential Tariff, 5 p.c. ad valorem.

Under the Intermediate Tariff, 7½ p.c. ad valorem.

Under the General Tariff, 10 p.c. ad valorem.

Coated or sized cloth, when imported by manufacturers for use only in their own factories in manufacturing sensitized blue or black print cloth—

Under the British Preferential Tariff, 10 p.c. ad valorem.

Under the Intermediate Tariff, 12½ p.c. ad valorem.

Under the General Tariff, 15 p.c. ad valorem.

Preparations made from pyroxylin and wood naphtha, when imported by manufacturers for use only in their own factories in the manufacture of leather belting—

Under the British Preferential Tariff, 5 p.c. ad valorem.

Under the Intermediate Tariff, 7½ p.c. ad valorem.

Under the General Tariff, 10 p.c. ad valorem.

Silk in the gum or spun, colored or not, when imported by manufacturers of ribbons and shoe laces for use only in the manufacture of such articles in their own factories—

Under the British Preferential Tariff, 5 p.c. ad valorem.

Under the Intermediate Tariff, 7½ p.c. ad valorem.

Under the General Tariff, 10 p.c. ad valorem.

Wood handles, when imported by manufacturers of D shovel handles for use only in the manufacture of such D shovel handles in their own factories—

Under the British Preferential Tariff, 10 p.c. ad valorem.

Under the Intermediate Tariff, 12½ p.c. ad valorem.

Under the General Tariff, 15 p.c. ad valorem.

Hard rubber, unfinished, in tubes, for use only in the manufacture of fountain pens, when imported by manufacturers of such pens—

Under the British Preferential Tariff, 5 p.c. ad valorem.

Under the Intermediate Tariff, 7½ p.c. ad valorem.

Under the General Tariff, 10 p.c. ad valorem.

Articles of chinaware, when imported to be mounted by manufacturers of silverware in their own factories—

Under the British Preferential Tariff, 15 p.c. ad valorem.

Under the Intermediate Tariff, 20 p.c. ad valorem.

Under the General Tariff, 22½ p.c. ad valorem.

Ten pin blocks of wood in the rough, when imported by the manufacturers of ten pins for use only in the manufacture of such articles in their own factories—

Under the British Preferential Tariff, 5 p.c. ad valorem.

Under the Intermediate Tariff, 7½ p.c. ad valorem.

Under the General Tariff, 10 p.c. ad valorem.

On the 10th of June, 1910, an Order-in-Council became effective under which a drawback can be allowed of 99 per cent. of the duties paid on sugar used in the manufacture of wine produced from the juice of the grape.

Chocolate imported on consignment—

On the 13th June, 1910, the Commissioner of Customs issued the following memorandum, which was mailed to all Collectors of Customs:

"You are advised that, by Order-in-Council, authority has been granted to collect on chocolate and preparations of chocolate shipped to Canada on consignment, without sale prior to shipment, the same special duty as if the chocolate had been sold to an importer in Canada prior to its shipment to Canada, and to require a deposit of 15 per cent. ad valorem thereon to be made at the time of entry to the Collector, to secure payment of the special duty.

"The special duty paid in excess, if any, in such case will be refunded on application through the Collector in the usual form, upon proof to the satisfaction of the Minister of Customs as to the actual price realized from the sale of the goods, exclusive of all charges thereon after shipment from the place whence exported directly into Canada."

In respect to eighteen of the Orders above noted the assistance of the Association was asked for and freely granted.

#### Board of Customs Declarations.

Fabric from Paris described as "Eolienne," per sample, made of silk one way and of wool the other way, declared dutiable under item 567—

General Tariff rate, 35 per cent.

Triangular mesh steel wire reinforcement, not galvanized, per sample, used in concrete work, declared dutiable under items 409 and 454—

British Preferential rate, 20 per cent.

General Tariff rate, 30 per cent.

Note.—Iron or steel wire work strengthened for tensile strain beyond the ordinary requirements for fencing and thus adapted for concrete reinforcement, is not entitled to entry under Tariff item 405 as wire fencing.

Green and red baize, per green sample, declared dutiable under item 567—

British Preferential rate, 30 per cent.

General Tariff rate, 35 per cent.

Surgical bandages or dressing in the form of fabric, except gauzes, are not entitled to entry under Tariff item 236, as antiseptical surgical dressing.

Keene's Cement, declared to be dutiable under the provisions of item 711 of the Tariff—

British Preferential rate, 15 per cent.

General Tariff rate, 17½ per cent.

Caen Stone Cement, declared to be dutiable under the provisions of item 711 of the Tariff—

British Preferential rate, 15 per cent.

General Tariff rate, 17½ per cent.

Wire Drawing Plates, declared to be dutiable under the provisions of item 453 of the Tariff—

British Preferential rate, 15 per cent.

General Tariff rate, 27½ per cent.

Petroleum, refined, gravity over .8235, not entitled to entry under Tariff item 267, but dutiable under item 271—

British Preferential rate, 1½ cents per gallon.

General Tariff rate, 2½ cents per gallon.

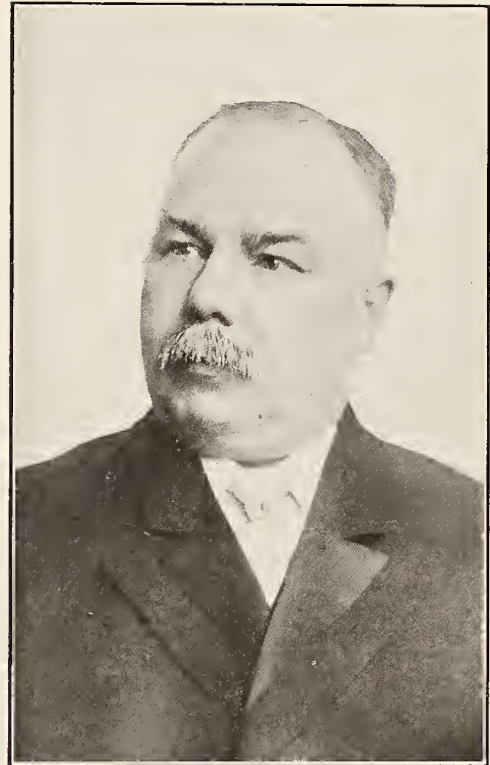
Beef Tongue, cooked, pressed in the form of blocks, wrapped in paper and placed in a wooden case, declared to be dutiable under item 8 of the Tariff—

General Tariff rate, 27½ per cent.

Bicycle Chain.—That chain is not free of duty under Tariff item 411, unless being malleable sprocket chain or detachable link belting chain. Under this ruling bicycle chain and such like riveted chain will be subject to duty at the rate of 30 per cent., General Tariff, item 454.

Schlitz Fizz.—It has been declared that this article is subject to duty when bottled, under the provisions of item 147 of the Tariff—

British Preferential and General Tariff rates, 24 cents per gallon.



MR. R. W. BREADNER

Manager Tariff Department, C.M.A.

Blankets.—Declared that blankets are not to be classed as composed wholly of pure wool when noils are added to the wool which forms the warp or filling thereof.

Wash Boilers, described as of tin with copper bottoms, declared to be dutiable under Tariff item 352—

British Preferential rate, 20 per cent.

General Tariff rate, 30 per cent.

Pamphlet, patent medicine, issued by the Emerson Drug Co., has been declared to be dutiable under Tariff item 178—

General Tariff rate, 15 cents per pound.

Watt's Crystal Gold, in sponge form, imported for the purpose of being prepared in leaf form for use by dentists, has been declared to be dutiable at the rate of 17½ per cent., under item 711 of the Tariff.

#### Departmental Decisions.

Cream sizing, as per sample, adapted for use as sizing in the manufacture of paper, has been ruled to be dutiable under the provisions of item 255 of the Tariff—

General Tariff rate, 10 per cent.

Saponified Red Oil.—It has been decided that this article is dutiable under the provisions of item 711 of the Tariff at the rate of 17½ per cent.

Steel Wagons: Size of skein, 3¼ x 10 inches; size of tire, 4 x ¾ inches; height of wheels, front 28 inches, rear 34 inches, on which gasoline engines are to be mounted, have been ruled to be dutiable under the provisions of Tariff item 591—

General Tariff rate, 25 per cent.

Imitations of Precious Stones for comb ornaments are allowed entry under the provisions of item 648 of the Tariff—

British Preferential rate, 7½ per cent.

General Tariff rate, 10 per cent.

Glass or Metal Reflectors for automobile lamps have been ruled to be dutiable under item 435 of the Tariff—

British Preferential rate, 20 per cent.

General Tariff rate, 30 per cent.

Crepe Paper without color design, when made at one operation on the paper machine in the forming of the sheet and not afterwards advanced in manufacture, may be entered under Tariff item 197 if imported in rolls of fifty pounds and upwards, to be finished into merchantable wall paper—

General Tariff rate, 25 per cent.

Metachrome Mordant, a chemical compound composed of two or more salts soluble in water, adapted for dyeing, has been ruled to be entitled to exemption from duty under Tariff item 203.

Delivery Wagons, having axles smaller than 1½ inches in diameter, have been ruled to be dutiable under Tariff item 592—

General Tariff rate, 35 per cent.

Nickel-plated Tea Kettles.—It has been decided that these articles are subject to duty under Tariff item 362—

British Preferential rate, 22½ per cent.

General Tariff rate, 35 per cent.

Oxford Putty Oil.—Importations of this article will be allowed entry under the provisions of Tariff item 711—

General Tariff rate, 17½ per cent.

Rotary Kilns, Revolving Roasters and Furnaces of Metal, designed for roasting ore, mineral, rock or clay.—It has been decided that these articles are not entitled to free entry under Tariff item 462.

Tin Door Catches for stoves have been ruled to be dutiable under item 244—

General Tariff rate, 25 per cent.

Asphaltum Oil, as per sample, for roofing purposes, has been ruled to be dutiable under item 711—

General Tariff rate, 17½ per cent.

Artificial Silk Fabrics, as per sample, have been ruled to be dutiable under Tariff item 581—

British Preferential rate, 17½ per cent.

General Tariff rate, 30 per cent.

Asphaltum, as per sample, may be admitted free of duty as rubber substitute, under Tariff item 616.

Opalite Tiling (glass) has been ruled to be dutiable under item 326a—

General Tariff rate, 22½ per cent.

Cyanide of Potassium for electroplating may be admitted free of duty under Tariff item 208.

Children's wagons, such as "Irish Mail" and the "Flying Dutchman," have been ruled to be dutiable as children's vehicles under the provisions of Tariff item 592—

General Tariff rate, 35 per cent.

Glass for Mounting.—It has been decided that glass articles, although marketable in the condition as imported, may be entered under Tariff item 326a, upon affidavit that they are to be *bona fide* cut or mounted in Canada, provided the importer establishes this intention to the satisfaction of the Collector of Customs at the port of entry.

Jewellers' Enamel, a colored glass, has been ruled to be dutiable under Tariff item 326a—

General Tariff rate, 22½ per cent.

Deister Ore Concentrator No. 2, as illustrated and described in pamphlet. It has been decided that this article may be entered for Customs purposes free of duty under Tariff item 677.

Bronze or Brass Channel Bars, as per sample, may be admitted free of duty, under item 717 of the Tariff, when imported in lengths not less than six feet, for use in Canadian manufactures.

Galvanized Wire Nails for Roofing, as per sample, have been ruled to be dutiable under the provisions of item 416 of the Tariff—

General Tariff rate, 60 cents per 100 pounds.

Orange Pulp, being the whole orange manufactured into pulp without the addition of any sweetening or other matter, when imported in barrels or casks may be entered under Tariff item 96—

General Tariff rate, 25 per cent.

Steel Grease Cups, as per sample submitted, especially adapted for use on disc plows, and being complete parts thereof, have been ruled to be dutiable under Tariff item 446—

General Tariff rate, 20 per cent.

Blast and Open Hearth Furnace Plants.—Plants for blast furnaces are dutiable according to material, except that blast furnace blowing engines are free under Tariff item 460. Fire brick of a class or kind not made in Canada are free under Tariff item 281.

In regard to the converting apparatus, it is now held that the conversion is complete when the steel is in the ladle, so that all plant used in operations subsequent to the placing of the steel in the ladle is held not to be covered by the provision in Tariff item 460 for the free entry of converting apparatus for metallurgical processes in metals. The electric crane would thus be dutiable.

None of the buildings are regarded as entitled to free entry under this item, as they are not apparatus or plant. Materials completed or to be used as parts of the following apparatus may be admitted free under Tariff item 460, namely: Open hearth furnace and integral parts for same, including port end bindings and checker bindings therefor; gas producer for open hearth furnace, including main from gas producer to open hearth furnace with valves and stacks.

Molybdenum Metal, imported by manufacturers for use in the manufacture of supports for the tungsten in the filaments of metal filament incandescent lamps, may be entered free of duty under Tariff item 723.

Barrettes for the hair, made of celluloid or composition, have been ruled to be dutiable under Tariff item 624—

British Preferential Tariff, 20 per cent.

General Tariff rate, 30 per cent.

Axe Wedges, Malleable Iron.—It has been decided that these articles should be rated for duty purposes under Tariff item 453—

British Preferential rate, 15 per cent.

General Tariff rate, 27½ per cent.

Pantograph Engraving Machines, used exclusively for engraving copper rollers, when imported by cotton manufacturers for use in their own factories may be admitted free of duty under Tariff item 685.

Brass or Tobin Bronze Bars or Rods, drawn, not less than six feet in length and larger in diameter than No. 1 wire gauge, if not keyseated or otherwise specially manufactured, when imported for use as material in Canadian manufactures may be admitted free of duty under Tariff item 717.

Steel, curved rolled strip, as per sample, not thicker than fourteen gauge, has been ruled to be dutiable under Tariff item 384—



British Preferential rate, free.

General Tariff rate, 5 per cent.

Wire Rope for Ships and Vessels.—Wire rope for rigging of ships and vessels shall not be admitted to free entry unless the name of the vessel on which such rope is to be used for rigging is stated on the face of the entry. In all other cases duty is to be paid at time of entry, subject to refund when the wire rope is used for rigging, provided the refund claim is accompanied by certificates from the users showing the quantities of wire rope and the name of the vessels on which it has been so used for ship's rigging.

Yarn Winder Machines.—Hereafter, until otherwise determined, further importations of these articles are to be classified for Customs purposes as follows:

(a) Subject to Tariff item 468, as belonging to a class not made in Canada, viz., winders specially adapted for winding yarns from cops, tubes or skeins, some of which are known as the "Universal," the "Camless," and the "Foster Cone and Tube Winder, Model 12," etc., etc. Winders specially adapted for winding yarn from cops, tubes, cones or skeins to spools, commonly known as spoolers.

(b) Subject to Tariff item 453, as belonging to a class made in Canada, viz., winders used in winding yarn from skeins, cones, cops or tubes to bobbins.

Knitting Machinery.—Hereafter, until otherwise determined, further importations of these articles are to be classified for Customs purposes as follows:

Tariff Item 468.—Spring needle knitting machines, flat or parallel bed knitting machines, circular racking machines, pine apple toque or sweater machines, full automatic hosiery machines, cloth turning machines and nappers.

Tariff Item 453.—All ordinary circular latch needle knitting machines, as used in the production of ribbed and plain underwear, hosiery, toques, etc.; sweater machines for producing plain, ribbed, honeycombed, tucked or half cardigan, and full cardigan work; loopers of all kinds; semi-automatic hosiery machines; hand hosiery machines; point looper knitting machines, as used by glove manufacturers; cylinders and dials of all classes and sizes suitable for use on all kinds of circular knitting machines.

It is expected the ruling in respect to knitting machinery will be modified.

Paper Bag Machines.—Machines designed for the manufacture of paper bags, which slit the paper, form it into a tube, after which they form a bottom on said tube and paste and seal it, making a complete paper bag, may be entered under item 442—

General Tariff rate, 10 per cent.

Tuscan material, as per sample, has been ruled to be dutiable under the provisions of item 711 of the Tariff—

British Preferential rate, 15 per cent.

General Tariff rate, 17½ per cent.

Green Olive Oil Soap, as per sample, has been ruled to be dutiable under item 230 of the Tariff—

French Treaty rate, 1 cent per pound.

General Tariff rate, 2 cents per pound.

Brass Nuts used in connection with electric batteries have been ruled to be dutiable under the provisions of item 352 of the Tariff—

British Preferential rate, 20 per cent.

General Tariff rate, 30 per cent.

Ivory for Ferrules, as per sample submitted, has been ruled to be free of duty under Tariff item 674.

### Special Duty.

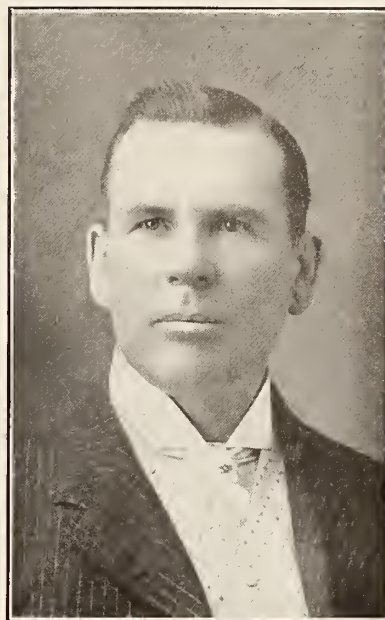
Fluted Wood Pie Plates.—It has been decided that fluted wood pie plates may be admitted without being subject to the special duty clause.

Incandescent Lamp Sockets for street lamps, known as "series sockets," measuring 1½ inches inside diameter and over, may be admitted on payment of regular duty without special duty.

Ice Cream Freezers have been declared to be of a class or kind of goods manufactured in Canada and therefore subject to special duty in cases where the difference between the selling price to the purchaser in Canada and the fair market value exceeds 7½ per cent. of the fair market value.

Incandescent Lamps fitted with metal filaments of tungsten or tantalum are subject to the operation of the special duty clause.

Wrought Iron and Steel Tubing, Drawn.—The marginal



MR. T. R. DEACON

(Manitoba Iron Works)

Manitoba Vice-President, 1910-1911

allowance is held to be 5 per cent. under paragraph 7 (a) of the special duty regulations.

### Value for Duty.

Wire, crucible cast steel, valued at not less than 6 cents per pound, is rated under item 403 as follows: British Preferential rate, free; General Tariff rate, 5 per cent. The term "value" in this item means the fair market value for home consumption.

Medicinal Preparations.—Unfinished medicinal preparations which are not sold for home consumption in country of export in condition as sent into Canada, but which in the finished condition are sold in the usual and ordinary course of trade, exclusive of special conditions, to purchasers for home consumption, are to be appraised for Customs purposes at a proportionate advance on cost corresponding to the "cost" and "usual home selling price" of the finished article or product. In the case of pills or compressed tablets (not sold by the exporter in the usual and ordinary course of trade in the open market to purchasers for home consumption), manufactured from private formulæ, and to be subsequently boxed or bottled or not, under any trade name and sold as a proprietary medicine, are to be valued for duty at twice the usual price charged at the place of export, in like quantities and condition, by the manufacturer to the person giving the order.

### Prohibited Goods.

Under the provisions of item 1206, Schedule C, of the Tariff the importation of the following goods is prohibited:

- Brooms from the Lee Broom & Duster Co.
- Reed furniture from Butler Bros., Chicago, Ill.
- Clothing from the Star Clothing Co.
- Saddletrees from the Sullivan Saddletree Factory.
- Saddlery from the Ruwart Saddlery Company.
- Brooms from the Central Broom Co.
- Boots and Shoes from the Vaughan-Monnig Shoe Co.; the Selz-Schwab Shoe Co., and the Priesmeyer Shoe Co.

### Drawbacks.

Greases, Carriers'.—Number one split grease, vacuum carriers' hard grease, and carriers' polishing compound have been ruled to be dutiable at the rate of 25 per cent., General Tariff, under item 224, but when used in the manufacture of leather a drawback of 99 per cent. of the duty paid will be granted, as provided in item 1016 of the Tariff.

Grease, Tanners', from Sterling Oil Co., Emlenton, Pa., has been ruled to be dutiable under item 224, General Tariff rate, 25 per cent. When used in the manufacture of leather a drawback of 99 per cent. of the duty paid will be granted under the provisions of item 1016 of the Tariff.

Angles for Couches.—It has been decided to classify as bedsteads the iron structural work supporting bed couches and children's iron cribs, and to allow a drawback of 99 per cent. on the angles described in Tariff item 1015 when used under such bed couches and cribs.

Steel under ½ inch in diameter or under ½ inch square imported to be rolled into spindle steel for the manufacture of knobs and locks will be entitled to 99 per cent. drawback under the provisions of item 1005 of the Tariff.

A number of other decisions were obtained, but as they were not of a general character they are not recorded in this report.

### Drawback Regulations.

It would appear from an examination of the official returns that a large number of manufacturers are not aware they are entitled to a drawback of 99 per cent. of the duty paid on material used, wrought into or attached to articles manufactured in Canada and exported therefrom. It has come to the knowledge of your Committee that a prominent member of this Association only became aware of the drawback provisions through a casual conversation on a train with the Manager of the Tariff Department, and as a result his firm secured a refund of several hundred dollars. Other cases of a similar nature have been reported. Full information as to the regulations can be secured by forwarding a letter to the Tariff Department of the Association. Several claims for refund have been satisfactorily adjusted.

A large number of complaints of a confidential nature respecting foreign manufacturers dumping their goods into Canada at export prices have been investigated with excellent results.

In closing your Committee strongly recommend the members of the Association to consult with the Tariff Department respecting any Customs or Tariff matters in which they may be interested.

Respectfully submitted,

G. M. MURRAY,  
Secretary.

R. O. McCULLOCH,  
Chairman.

R. W. BREADNER,  
Manager Tariff Department.

Mr. Ellis read opening of report, and clause re "British Preferential Tariff—Percentage of Labor."

Mr. Ellis—Perhaps it is within the knowledge of many of you that sometimes previously the profits were allowed to be considered part of the 25 per cent., the result of which was, the preference to Great Britain was very badly abused, and we manufacturers had many causes for complaint, but now that has been rectified. I am sure you will all be very pleased.

Clause adopted.

Mr. Ellis read clauses re "Franco-Canadian Convention of 1907 with Amendments" and "Special Customs Investigating Officers in Europe."

Mr. Ellis—That, gentlemen, if I may digress for a moment, is a most important matter. To many of us come statements either of the imagination or of fact, and yet they are disquieting, and it is most important we should arrive at the truth of these statements. No manufacturer has the opportunities or facilities or time to investigate these matters on behalf of himself and his fellow manufacturers, and it is a matter of great advantage to our members that there are now established in Europe able men most desirous and willing to ascertain the truth of all the complaints we have to make, and all we require to do is to convey those complaints to the proper quarter, and they are investigated vigorously and without delay.

Clauses adopted.

Mr. Ellis read clauses re "Trade Arrangements with Certain Countries" and "Agreement with Germany."

Mr. Ellis—That seems plain justice. Why should our working people, why should we be subjected to the competition of countries that are operating under more favorable conditions than we are? Harmonize the conditions, and we will compete with them fairly, on a fair field and no favor.

Clauses adopted.

Mr. Ellis read clauses re "Agreement with Belgium," "Agreement with the Netherlands," "Agreement with Italy" and "Trade Relations with United States."

Mr. Ellis—Now follows, which you can read at your leisure, a statement showing Canadian manufactured articles principally affected by recent negotiations with the United States, and I think I might be here justified in saying that while there was a possibility of the maximum tariff of the United States being applied to Canada, and the products of our country, and while it was in the power of the Government to sacrifice any Canadian industry if they thought it proper in the interests of the whole of Canada, our manufacturers felt very nervous. We do not like to feel we can have our industries placed in jeopardy unless the matter is open to discussion on the floor of Parliament, when we may have an opportunity to defend ourselves. In this instance, had the United States demanded more, and had it been thought not politic to enter into a tariff war, who is to say to what extent concessions might have been made, and to what extent many of our manufacturers might have been very seriously affected? It is just as well to bear in mind that it is not satisfactory to us to have conditions in such a shape that at the shortest possible moment, to appease a foreign country, the interests of any of us may be placed in jeopardy.

### Were Industries Notified?

Mr. C. R. McCullough (Hamilton)—May I ask the speaker through you, Mr. President, if any one of these thirteen industries which are affected was communicated with to find out what their attitude was towards the reduction?

Mr. Ellis—I am not personally familiar with that. I would like to ask our Tariff Officer to reply to that. The question is, when certain concessions were made to the United States for the purpose of avoiding the application of the maximum tariff against the products of this country, were the indus-

tries affected communicated with before-hand and allowed an opportunity to discuss the situation?

Mr. Breadner—I understand they were not.

Mr. McCullough—That raises a very important matter. If the businesses of this country are to be placed in jeopardy by such overt acts as these, it is indeed time that the matter should be very carefully considered by such an association as this. We should see to it that any steps that might be taken should be taken so that the industries of the country might not be placed in the very unhappy condition of those thirteen, or whatever number it may be, affected by these reductions.

Mr. Breadner—I might say under the provisions of Section 4 of the Tariff Act the Governor-in-Council has power to apply the intermediate tariff rates on all articles, or to as many articles as he sees fit, in relation to any country, and this can all be done by the Governor-in-Council without any person being advised.

Mr. Ellis—Would Mr. Breadner kindly inform those present what would be the average reduction upon our present tariff protection if the intermediate rates were applied generally?

Mr. Breadner—From 2½ to 5 per cent. In iron and steel a little more.

Mr. Ellis—It is a very serious situation when in a negotiation for treatment with a foreign power any of us may have the protection we now enjoy reduced from 2½ to 5 per cent. I don't doubt at all but that 5 per cent. would be a very serious handicap for many of our industries.

Clauses adopted.

Mr. Ellis read clause *re* "Importation of Railway Cars."

Mr. Ellis—That really, gentlemen, emphasizes the wisdom of our members in appointing a tariff officer and expert man who can live with the job until something is accomplished. You and I are busy with our own affairs, and have not time to devote to the affairs of the other members. In fact, many things go by neglect for the reason that our time is so occupied, and when we have one of the ablest officers in connection with the Customs service who is only asking what is just and right, and negotiating upon principles of the utmost good feeling to bring about an understanding that will be mutually beneficial to all of us, I would say that it is of incalculable value to our membership.

Mr. Bertram (Dundas)—I would like to ask what steps were taken to collect the back duty on the importation of cars prior to this, or can that duty be collected?

Mr. Breadner—Information was received by the Tariff Department that a large number of cars had been imported during the last three years free of duty under the guise of international traffic. Steps were taken to find out if such was the case, and on investigation it was found the charge made was correct. Evidence was submitted to the Minister of Customs to that effect, and as a result upon those cars that were used for local traffic the Minister of Customs has demanded duty. The price of the Canadian car companies for their cars was very little in excess of the United States price, although much of the raw material, such as beams, channels, and so on, that are not made in Canada, has to be imported. The revenue would be increased by the duty on such raw material, and not only the Canadian car companies are being benefited, but the allied interests are being benefited, and the revenue is being benefited by the action taken.

Mr. Ellis—It will please you all to know that Mr. Breadner is welcome at Ottawa; every facility is afforded him to acquaint the Government with all matters we desire them to be informed upon. There is such an amicable condition existing between ourselves and the Department at Ottawa that it is of the greatest possible advantage to every one of us.

Clause adopted.

Mr. Ellis read clause *re* "Orders-in-Council."

### Interpretation of Clause.

Mr. H. J. Waddie (Hamilton)—I would like to ask Mr. Breadner if we have ever got a ruling on the question of this gauge? I have found that there was a great deal of misunderstanding amongst importers of sheets as to the statement "over fourteen gauge," whether that means heavier or lighter than fourteen gauge. It really means lighter; it means 15, 16, and so on. This reads "over fourteen gauge," and a man might bring in ten gauge and say that is lighter.

Mr. Breadner—It means the very opposite. If you will look at item 384 of the tariff it says, rolled iron or steel sheets and plates polished, etc., fourteen gauge and thinner. That means that all those cold rolled sheets are entitled to entry at 5 per cent. The Order-in-Council advises cold rolled sheets thicker than fourteen gauge.

Mr. Waddie—It means thicker than fourteen gauge. It says inch and a half wide. What is the limit? Could they bring in bars?

Mr. Breadner—No, because they could not be plates or sheets if they were bars. They could bring in a quarter of an



HON. F. L. HASSARD

(Charlottetown Condensed Milk Co.)

P.E.I. Vice-President, 1910-1911

inch thick cold rolled sheets or plates of steel with sheared edges; they would have to be thicker than fourteen gauge, and they must not be less than one and a half inches in width.

Mr. Ellis—It might be well to emphasize just in this connection that many of our members have matters of a confidential character that the Tariff Officer will deal directly with, and they do not come before the Tariff Committee. It is not well that they should. If any member of our Association finds in any port of entry that the Customs Officer misunderstands the interpretation of the regulations, or if he is very zealous in insisting upon what the member thinks is not correct, by applying to our Tariff Officer that member has immediate and prompt attention, and I am sure it will be satisfactory. Each member will have the further assurance that no matter what disputes may arise between him and the Department, that the matter rests with our Tariff Officer and is not brought before the Tariff Committee unless it is a matter of general policy in connection with our membership.

I therefore have much pleasure in moving the adoption of this report.

Mr. R. H. Munro (Montreal)—Mr. President, I have much pleasure as a member of the Tariff Committee in seconding

the adoption of this report. I am sure it will be received with a very cordial welcome by all the members. You can only realize by following these clauses in detail how very great has been the labor undertaken, not so much by the Tariff Committee as by our excellent officer. The adjustment of the existing tariff to its proper condition has really been the study of a year. Apart from the European complications that arose in connection with the French Treaty, etc., the great part of the work has been related to the adjustment and proper understanding, which can only be done by expert men. The Minister of Finance I am sure has been himself enlightened very much, and has cordially expressed his appreciation of the work of Mr. Breadner from time to time. I have heard it reported that Mr. Breadner does not get all he wants. It would seem too sweeping to expect that, but he has established this position for himself, that he never makes a claim until he is satisfied it is a just one, and having established that he has been in nearly every instance able to satisfy the Minister of Finance, and the Minister of Customs, that this Association only wants what is reasonable and right. I am sure it gives me pleasure in coupling with the seconding of this motion an expression of appreciation of our officer, Mr. Breadner. (Applause.)

Mr. Waddie (Hamilton)—I don't know whether it is in order to make some remarks now on the future work of the Tariff Committee. I wanted to make some remarks upon that, and make some suggestions, and I think probably this would be the time to do it. Would it be in order to do that now?

The President—Yes.

#### Suggests Educational Campaign.

Mr. Waddie—The suggestion I would make is that the Tariff Committee might take in hand the subject of issuing a sort of educational programme in the shape of articles either to be printed in INDUSTRIAL CANADA or separately distributed, dealing with the question of free trade and protection, or with the question of free importations and state aided importations. I think on our trip across the Continent we have missed a number of very favorable opportunities of explaining to the people on the prairies what this tariff really means, what protection really means to this country, and I think it will be a mistake if we allow the matter to drop. There is not the slightest doubt that the free trade germ has been started, and it is growing, and as we are looking for our immigration from the Old Country to a great extent, the free trader from the Old Country will be coming over here, and the free trade germ will grow more rapidly. I come from the Old Country myself. I know that as a free trader I found the conditions irksome personally in a country which is like this, a protection country, and without looking fully into the matter there is a general feeling that free trade has got to be; that is the feeling of a man who has been a free trader. We at home have never considered this question, and I think a lot of people out here who have taken the other view of the matter have never considered what the tariff means; they have not considered that this country, for instance, must have a revenue; it must have a larger revenue in proportion to its population than any well established country, because we have got to carry out enormous developments; we have got to spend millions and hundreds of millions in this country in developing, and we must provide for that in some way. Whether it is by direct taxation or by taxation of importations is a matter that the country has got to decide, and has practically decided, but there are a large number of people, particularly back on the farms, who think that they are simply being soaked, simply being charged extra for the benefit of the manufacturer, and I think the Tariff Committee of our Association could go into this matter very

fully and put it before these Grain Growers' Associations and others who are the chief movers in this matter, and put it before them in a way that would show them exactly what tariff means. At every little place and every big place we have stopped at on our way across we have been met by people who are anxious to have branch establishments put in their towns, showing all across the prairie that these people realize that industries mean population and prosperity, and that these industries must be maintained; and we know that the only way the industries in Canada can compete is by an increase in the volume of business they can do, and that none of us would consider the question of establishing branch industries unless we were sure we were going to get the whole of the Canadian business and market. As long as there is a leakage from the United States our chances for the establishment of branch industries is diminishing all the time.

I would like to make that suggestion, that the Tariff Committee draw up a propaganda and work upon these lines to see that the question of the tariff is laid not before the manufacturers themselves, but before the users, in a light that would perhaps open their eyes educationally. I think it is our duty to do that. I don't think we ought to allow this free trade germ to grow. We ought to get good arguments in the hands of our supporters, and supply them with tariff arguments so that they might meet the arguments of any free traders. It is just the same practically; take these towns that we have been passing through. If they build up a market, as they have done—they have spent \$20,000, for instance, in putting up a market—they charge everybody who uses that market for business purposes. They ought to understand that this country is spending hundreds and hundreds of millions in building up and developing a market, and we have the right to charge anybody that comes in from the outside and does business in it. (Applause.) We should have a series of strong articles published on these lines, which would enable the ordinary layman to understand what tariff means.

The President—Is that a resolution, or do you wish that sent as a suggestion to the Tariff Committee.

Mr. Waddie—I would move that an educational campaign be instituted by our Tariff Committee.

Mr. P. W. Ellis—I might say that the Tariff Committee has now under consideration some method of informing the people of Canada, and particularly of the West, respecting the fairness and justness of our position. At Portage La Prairie we had a most extraordinary statement made by one of the speakers to this effect: "I do not think it is right to tax seven millions of people one hundred million dollars a year." He did not elucidate his line of reasoning; he did not go on to say whether he felt we did not require one hundred millions, or that it would not be properly spent, or that it was not adding to the advantages of cheap transportation and to the prosperity of the country, and that it was not for the purpose of leaving more money in the pockets of the grain grower—because it must be apparent to every one of us that every dollar expended in the cheapening of transportation means that much more left in the pockets of the people—but the assumption was, as he was addressing manufacturers, that his objection was not to the raising of one hundred million dollars from seven millions of people, but to the manner in which we did raise it. It would have been a very interesting piece of tactics on our part, seeing he has specially invited us to be frank and fair, and seeing these were not personal matters, but business matters, had we asked that gentleman this question: If he was dissatisfied with the present method of raising one hundred millions, what other method would he substitute, and to ask him to commit himself as to whether he was prepared to take the responsibility of overturning the

fiscal policy of this country which has resulted in such marvellous prosperity. Would he, in the interests of the country, do what not any of us would think of doing in the conduct of our business—for, after all, a country is a large business, and we business men would never think of experimenting with the great interests that are in our charge; we would never think of overturning a policy which had been the policy for so many years of the Dominion of Canada, raising its revenue by way of import duties, and while requiring to raise a specified amount of money, raising it in a manner that would protect Canadian interests and give employment to Canadian people.

It is a very curious thing to me, Mr. President, to comprehend why men, clever in many other ways, could take objection to the fact that in the levying of duties they should be levied in a manner that will have two most beneficial results, one, supplying the needs of the country, and the other, developing its industries. We taxpayers often say within our municipalities, we are indifferent to how much you tax us so long as the money is wisely expended; we would rather pay double the tax and have something for it than pay a lower tax and have it wasted.

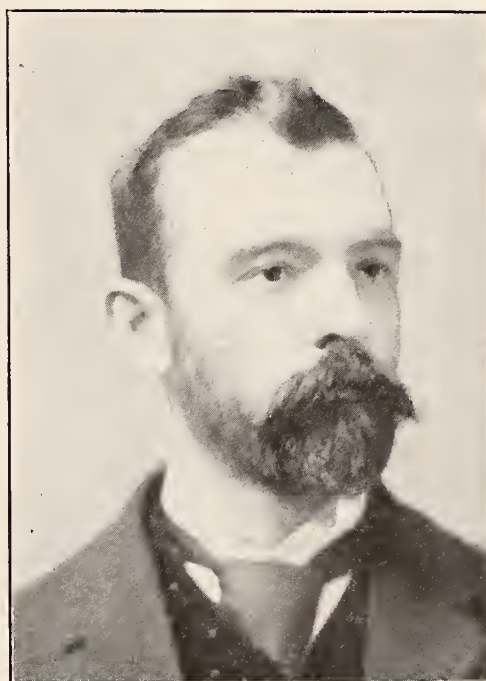
#### Public Must Be Informed.

If, as a matter of fact, there is a growing feeling among the agricultural districts of this great country that the present fiscal system of this country is entirely wrong, that is not going to be righted by platform oratory. The interests of this country are probably more diversified than any country under the sun. No one can travel from the Atlantic to the Pacific without remarking upon the varied and diversified interests of this country, upon the manifold means of employment of our people, each of whom has his own problems, each one of whom has an interest in our country. We, engaged in one industry, have no right to say our interests only should be considered. Neither has the agriculturalist a right to say his interests only should be considered. I think that the members of this organization are perfectly willing to meet representatives of the agricultural interest, and, in kindly conference as business men tackling this matter in a business way, to satisfy each other that all these great problems tending to the future prosperity and welfare and development of our country, must be settled in a spirit of mutual concession, in a spirit of give and take; and if concession on our part is necessary in order that their interests should be developed, and if concession on their part is necessary in order that our interests should be developed, that we can meet as fellow Canadians, and we can together satisfy ourselves as to what is the proper course.

Many of our members must have read with a great deal of interest the discussion that is now going on in the United States over these tariff matters. Probably the greatest wisdom of that country has been employed, and no money has been spared to investigate this subject economically, sentimentally, and in every other way. They realize, as we realize, that both the producer and consumer must be protected, that both labor and capital have their rights. The last deliverance of President Taft has peculiar significance to us. It is, in my homely words—I can't remember exactly how he expressed them—"We will not engage in a wide-spread tariff revision again, it is too upsetting to the whole country; the loss of money interests is enormous by reason of the unrest that is created; but we will take each schedule of our tariff, we will have it examined by experts, men whose business it is to study these economic questions, men whose business it is to study cause and effect, men who will have at their service the records and experience of our country, and who, by making enquiry, by meeting people in-

terested, both producer and consumer, by studying past history, will take up a particular section of the industry of our country and will make a recommendation to the authorities in power. Consequently that country is revising the tariff by stages, it is applying its whole thought and attention to individual interests, and before creating any disturbance, and before unsettling even one industry every facility is offered for conclusions of a ripe character by which it will be proven to be proper in the interests of both those engaged in the industries and the interests of those that have to abide by the policy of those industries.

While I am on my feet I want to read statistics showing a most marvellous situation in the United States. You know, Mr. President, that that country has been brought to its present proud condition under the protective tariff. We have watched their progress, their prosperity and their patriotism for their own interests, and only a few minutes ago it was the duty of the Tariff Committee to point out to you that the



MR. W. H. CLARK

(W. H. Clark & Co., Ltd.)

Alberta and Saskatchewan Vice-President, 1910-1911

United States are receiving concessions from every country under the sun, not by giving concessions, but by applying the big stick. They say, and I think with a large degree of justification, "We have a large market, it is of the greatest possible value to you outside people to come into this market and take some advantage of it. If you do, you must pay for it, you must recompense us; if you are going to compete with our people in supplying their customers you must recompense us by giving us special privileges in your market in order that our people may come into your country and obtain some advantages there."

#### Growth Under Protection.

Well, Mr. President, the few statistics I want to worry you with have reference to the exports of the products of the factories of the United States. In the year 1880 they amounted to \$122,000,000; in one decade, the next census in 1890, shows a growth to \$179,000,000, only some \$57,000,000 in ten years. The next decade, 1900, shows a most marvellous increase, \$485,000,000; and then when you come to the present year,

1910, \$768,000,000. In 1880 the products of the factories of the United States represented but 15 per cent. of the total exports of the United States. In 1910 the exports of the products of the industries of that country represents 45 per cent. Think of it, Mr. President, that of all the exports of that great country the products of the manufacturing industries represent 45 per cent! With what significance do those figures present themselves to us? It means instead of the raw materials of the United States being exported for the purpose of giving employment to foreign labor, they are now being converted into the finished article by young Americans and exported in their finished condition. (Applause.)

Why, Mr. President, I don't think there is any interest in this Dominion which requires to have confidence in the future of its country, in the stability of its tariff arrangement, more than that of the manufacturers. I had occasion at Winnipeg, briefly, very briefly as you know, to refer to the fact that when a manufacturer, or when any citizen of our country, proposes to enter into our industries he must first erect a building for the purpose of carrying on his business, a building, which, unless he is able to use it, has no marketable value. Then he requires to stock it with machinery, which is only of value as a scrap heap unless he continues to use it. There is a fixed investment, something which is absolutely worthless. It is not like a merchant buying merchandise; if he finds he has made a mistake he can dispose of it very quickly at some slight sacrifice. Now, after the manufacturer has his building and his machinery, what next? He must then arrange to get his raw material, and even at that point he stands helpless until he employs labor that wants employment in order to produce the finished article, and in Canada, to a greater extent than other countries, he requires to merchandise that article, he requires to distribute it to all parts of this Dominion; he requires to be not only a producer, but a merchant. When you consider the confidence a man of means must have to place his money in that fixed manner that might be easily destroyed in case of any change of the fiscal policy of this country, I don't believe, and I don't think any of us believe, that the powers that be in Ottawa would be stampeded by such resolutions as have been placed in the hands of Sir Wilfrid Laurier, our honored Premier, during his progress through this country; and I feel equally certain that the gentlemen who were the sponsors of those resolutions have not given the matter that consideration that they should, and I think, further, that had they studied the statistics of other countries they would have realized the destructive character of what they ask, and how very great and important interests in this country would be most disastrously affected. Why, Mr. President, how does it help us if our banks are overflowing with money, how does it affect the working man walking on the street seeking employment unless someone comes in between with courage and mental equipment, with trained ability, who can bring money and labor together, and in that way conduce to the prosperity of our country? You know when we enter upon a subject of this character it is so vast, its interests are so important, it is so interwoven with the whole future of this country, that one stands in amazement when such resolutions are placed in the hands of those who are ruling this country, and upon whose shoulders the responsibility rests of the prosperity of this great domain. (Applause.)

Mr. Waddie—I would like to make this suggestion, that it be a recommendation to the Tariff Committee to consider means by which a proper understanding of the Canadian Tariff be furnished to the general public, especially in the agricultural districts; and I would also make the suggestion that a select committee representing this Association meet with other representative bodies for the purpose of spreading this information.

Mr. Robertson (Hamilton)—I would have very much pleasure in seconding this recommendation. It was at my suggestion that the recommendation was made to appoint a select committee to disseminate the information. In seconding this resolution I would like to take this opportunity of expressing what may be in the nature of a slight criticism of the manner in which our views were placed before these different bodies on the trip here. There are many of us who do not see eye to eye with the high protectionists. I happen to be one of those almost extinct people myself. I do not altogether agree with the policy of higher protection, and to myself, and I am sure to a great many of the farmers who were represented on the rural committees in the different places at which we were entertained, the tenor of the speeches made, and this constant reference to protection, protection, must have been very wearing, and surely some different manner could be found in which to present our views. If it is true we want higher protection, for heaven's sake don't let us go into the rural and agricultural communities and give them this dose in such unpalatable form; surely some sugar-coating can be put upon it, and instead of its being a plea for more protection, let it be a little more on the lines of a friendly discussion on raising the revenue. I think the point which Mr. Waddie referred to is the point upon which the most stress should be laid, that we need a revenue in this country, and that unless they are prepared to adopt very drastic measures they should be prepared to put up with the present method of raising a revenue.

#### Protection Not Talked Enough.

Mr. Firstbrook (Toronto)—I must enter a protest. I heard all the speeches on the way here, and I don't think that there is good ground for the objection that is raised. I may say, further, so far as I understand, those who have the treaties in charge were very careful to guard the interests that these gentlemen seem to protest so much about. I don't think at all that there was too much made of high protection, I don't think there was enough made of the point of protection in this country, in the interests of the farmer of this country. I think we might make a great deal more of that point and many others points so far as the general interests of the country are concerned, and I think the matter that was uppermost in the minds of all the speakers along the line in asking for protection was that it was not for the manufacturer alone, but for the general interests of the community, and of all the citizens of this country. I don't think the gentlemen have any ground whatever for the protest they have entered.

Mr. McKillop (West Lorne)—In nearly every town in the West we were met with great inducements to come out and start industries; at the same time we were given extended notice that free trade was becoming the question in the West, that free trade was necessary for the development of the West. These things I don't think were sufficiently answered except at Winnipeg. At Calgary that question didn't come up; Calgary appeared to be the city that was open to the proper consideration of this question. But, in the other towns and cities the free trade element was strongly to the front. I thought our representatives did not answer those questions as fairly and fully as they could. I suppose the reason for that was that the time was too limited. But I did think at Winnipeg and Calgary what was said was along the right lines; it appealed to my reason. At the other points I can't see that there was anything done in the way of asking for higher protection, or in making the statement that we were protectionists; we did not emphasize fully the principles for which the manufacturers of this country stand, that is, the measure of protection necessary, not only to manufac-

turers, but to everyone, to the farmers and the artisans, and everyone else.

Mr. C. R. McCullough—I don't think this resolution calls for debate. It has nothing to do with protection at all, evidently.

Mr. Waddie—I would like to say one word. There is a misunderstanding on the part of these two gentlemen. I didn't mean to criticize the utterances on our way across the country, but to condemn the want of utterance; that was what I wished. I wish to state that it was not that what we said was wrong, but that we didn't say anything at all.

The Secretary read the resolution.

### Opposes Resolution.

Mr. Saunders (Goderich)—Mr. President, I think it would be unwise for this body to submit to our Tariff Committee any such resolution as we have before us to-day. I think those who answered to the addresses in the various towns we came in contact with were very wise in not replying fully to the matter of protection or free trade. My own idea in the matter is this, that this Association as an Association should not assert itself and should not enter into any discussion on the tariff question. I think it would be very ill timed for us, and very unwise to put ourselves up as the only people who understand this tariff question perfectly; I think we should give the farmers of the Northwest and the people of the Northwest some credit for good common sense, some credit for investigating these matters which come before them. I think it would be very unwise for this body to propagate or institute any discussion upon the tariff matter whatever. I think we should merely stand pat, and when the question comes before the Dominion Parliament, as it will do at the next session, I have no doubt, we should then be ready with our arguments to the Cabinet, any such arguments as we know are fitted to best suit our circumstances. We all know that our present Finance Minister is a pronounced free trader. Those who have been before him on commissions know that he is not in sympathy with high tariff. I think our end would be better attained by simply within ourselves discussing these matters, but not discussing them with our opponents, if I may call them so. Give them credit for good common sense. They have good arguments to present why this country should have a lower taxation. I think this body will be wise if it does not burden our Tariff Committee with any such task as these gentlemen propose to give them, but simply let the matter be quiet until Parliament meets, and then send a body from this Association to present our views as to the policy we think the country should adopt in regard to the protection of the industries of this country, and I would suggest these gentlemen withdraw that resolution and allow the matter to rest as it is at present.

The President—You mean to let the Tariff Committee deal with it as they have been doing in the past?

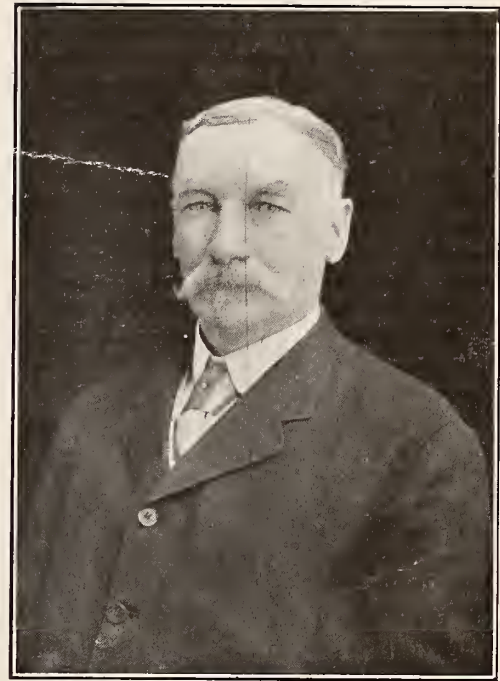
Mr. Saunders—Yes. Because, as we know, if these questions become a matter of public discussion and get into the press it enlarges the question, and, as Mr. Ellis has said, it is a very large question and opens a field for discussion, which will prevent us from properly presenting our views before the Minister when it comes before the Cabinet. I think the less said about the tariff question the better it will be for our Association?

Mr. Rogers—I would like to endorse what the gentleman has said. Whenever the Government has made any change in the tariff they have always given the manufacturers an opportunity of putting their case before them. (Voices: No.) Well, I have never known when they have not. I quite agree with the last speaker that to stir the question up would do more harm than good. I think that resolution ought to be withdrawn.

Mr. C. R. McCullough—If the gentleman had been here during the morning he would have heard me raise the question as to whether, with reference to these thirteen reductions made on behalf of the United States, on their request, the industries affected in Canada by these thirteen reductions were communicated with with reference to these reductions, and the reply, sir, to the chair was, that in no case as far as we knew was any one industry represented communicated with.

### A Good Policy.

Mr. Ellis—This is a very important matter. We like to hear the diversified ideas of our members; it is the method by which we get education; they drop a point here and there, and we do not overlook those points. We do not believe in kicking, it is not apt to bring us the best results, but "the wheel that squeaks the loudest is the wheel that gets the grease." We are not a protective country as protective countries are known. Compare our country with that of the United States. What did the English representatives to the



LIEUT.-COL. ROBT. GARDNER

(Robt. Gardner & Son)

Chairman Montreal Branch, 1910-1911

Chamber of Commerce in Montreal remark with reference to what they would give if they could only have a slight reduction in the United States? If they could only have the preference which we extended to England given by the United States even on their high duty, what an enormous thing it would be for them! Many of us recall the days when this organization was an organization of only perhaps three or four hundred manufacturers, and it is to-day an organization of 2,600. Is that because they are taking greater interest in these fiscal questions, or is it evidence of the marvelous advancement in the industries of this country? I would prefer to say, that there being an organization to-day numbering 2,600 manufacturers in its ranks, is evidence of the fact that the policy of the past has been a good policy for this country, and I don't think that we should hide our light under a bushel; I don't think anything is to be gained by a milk and water policy. There is no disguising the fact that the industries of this country are very important, and they have

a right to make their wants known, and they cannot emphasize them too strongly. The policy of education is a most important policy from the money point of view; the question of dollars and cents comes up. Of course we will shortly be discussing some increase in the annual dues in order that we may have more money to do something with. It may be within the memory of many of those in the City of Ottawa that some years ago a number of us subscribed \$35,000 of contributions for this Association. What for? To antagonize other interests in the country? No; but to place before the citizens of this Dominion the justice of our demands, and the necessity of them for the interests of this country. I might say hundreds of thousands of pamphlets containing arguments from our standpoint were circulated throughout this great Western country, and although not speaking by the book, it was pretty generally understood that a certain Cabinet Minister of great influence modified very much his views upon this question, after that literature had been circulated throughout this great country; and the resolution that is now in your hands, asking that we shall take whatever means appear to us to be the most efficacious in bringing into existence an educational programme in order that the people of this country may be better informed upon this very technical subject, is a resolution that is a proper one for us to support. It will rest with those who have to deal with it to bring their business acumen and their prudent judgment to bear to decide what is the best means of carrying it out. Probably the members that are now advocating it so strongly may hear from that Committee, with a request that they contribute in a handsome manner to enable us to carry it out.

Mr. R. H. Alexander.—Is it necessary at the present time to enter into a discussion of the two principles of free trade and protection? The Manufacturers' Association, it seems to me, is the one to look after the interests of the manufacturers of the country, and to see that any legislation that may come up is not inimical to its members' interests, and also to promote, as far as possible, the interests of both the manufacturers and the country at large. Although free trade has been referred to in many of the speeches, do any of us really believe that the whole country of Canada is going to throw overboard the principle of protection and revert to free trade in its entirety? (Voices: No, no.) There are some who may be rabid on the subject, and they have made speeches on it, but I do not believe the Dominion of Canada is going to throw overboard the principles it has adopted and revert to free trade. So that it seems to me that in entering into a discussion entirely on the benefits of free trade or protection, the one against the other, we are raising a question that we need not debate at the present time, and we should wait until there is some actual movement being made to induce the Government to legislate differently from what they are doing at the present. It is time enough then.

Mr. Munro (Montreal).—May I say a word in commendation of leaving this matter with the Tariff Committee? I think the Committee will find some method without raising any discussion in the Association. I think it would be safe to leave the matter in the hands of the Committee.

Mr. Saunders (Goderich).—Wouldn't it be a good idea to inculcate more largely among the Association and among our people a spirit of enthusiasm for Canada and Canadian-made goods? That is my policy. I think to introduce the policy we are trying to introduce will simply raise a new question.

Mr. Munro.—Wasn't that the policy of the last campaign?

Mr. Saunders.—If you produce a feeling of loyalty to this country in the people you will find that will result in sufficient protection for every manufacturer in this country.

The President.—The Tariff Committee already has done such good work that I think it can carry out this work that is proposed without the resolution being carried.

Mr. Waddie.—That is simply a recommendation to do so, it is not a resolution. I should like a vote on the recommendation.

Mr. Phillips (Montreal).—I think that resolution ought to be withdrawn. We are taking up something which is parochial, something which was discussed at a local meeting of grain growers. If you take notice of this now it is going away back to the first years of the National Policy. We are away beyond that. I think we should just leave the matter alone. The people will say these facts are getting stale. We know we are protectionists. I have been a modern protectionist ever since the first. If it is necessary to have a high rate on some things, let us have it. I think these gentlemen ought to withdraw that recommendation; it is going to bring the Manufacturers Association in for much newspaper talk.

#### Educate the Layman.

Mr. Waddie.—As the father of this, I think the members have got a wrong idea of this recommendation. It is not my intention to raise a discussion on free trade and protection, and it won't do that. My recommendation is that the Tariff Committee should develop and educate the laymen, the general public on the question of national finance and revenue, where the revenue comes from, where it would have to come from if it didn't come from protection and something along these lines. Mr. Phillips has just said that we should not take any notice of the paltry little Grain Growers' Association.

Mr. Phillips.—I didn't say "paltry," I said "sectional," "parochial."

Mr. Waddie.—As a matter of fact the recommendations that these various grain growers brought up before Sir Wilfrid Laurier have been printed with comments in the English papers. I saw an English paper last night that had a leading article on the subject of these resolutions, and stating that evidently Canada was going to become a free trade country in the near future; protection had failed in Canada and they were finding fault. I believe we should not let these statements go past.

Mr. Fleming (Toronto).—In order to have this matter disposed of I would move in amendment that the matter of the carrying on of an educational campaign with respect to the tariff be left to the discretion of the Tariff Committee.

Mr. Rogers.—I second that.

Mr. Waddie.—I am ready to accept that in place of my recommendation.

Mr. Rowley.—Hasn't this Committee done this very thing we are asking them to do?

Mr. McCullough.—No.

Mr. Rowley.—Well, they think they have.

Mr. McCullough.—They have done admirable work, but this particular point has not been emphasized.

Mr. Alexander.—Having secured this expression of opinion as to what the Tariff Committee should do, hasn't this discussion served its purpose? The Tariff Committee will probably take some steps in the direction that the mover of the resolution wanted without this vote. It seems to me that, having attained this, it is better to withdraw the motion entirely, and to drop the discussion of this matter from the report of this meeting. It seems to me that the very fact that we are discussing this will result in the same thing as the mover mentioned with reference to a free trade paper in Great Britain having it that Canada was going to revert to free trade. The very fact that this has been discussed in a meeting of manufacturers will be seized on by those very papers that are in favor of free trade in Canada, and they will say



that the sentiment has grown so much that now the Manufacturers Association are so alarmed that they are going to start in with a special propaganda to fight it. It seems to me that we would do more harm than good by passing this resolution, and it would be better, after having discussed it, that the whole thing be dropped, and that the report of the discussion also be dropped from the report.

The President put the amendment, which, on a vote having been taken, was declared carried.

The President put the motion to adopt the report, which, on a vote having been taken, was declared carried.

The President appointed as scrutineers Mr. C. R. McCullough, Hamilton; Mr. C. S. Pettit, Toronto, and Mr. R. H. H. Alexander, Winnipeg.

After Mr. Alexander had made the announcements the Convention adjourned, to meet Thursday, September 22nd, at 9.30 a.m., in the Board of Trade rooms.

Thursday, September 22nd, 1910.

## MORNING SESSION.

At 9.30 a.m. the President took the chair, called the meeting to order, and said:

Gentlemen,—The President of the Board of Trade, Mr. Buchan, wishes to give you a few words of welcome.

### WELCOME BY PRESIDENT OF BOARD OF TRADE.

Mr. Buchan.—Mr. President, and Gentlemen of the Canadian Manufacturers Association:—

As President of the Board of Trade it gives me very great pleasure to welcome you to the rooms of the Board, and to add, as President of the Board of Trade, to the welcome that has already been extended to you by the city. We regret that the Board of Trade rooms were not such that they could have been used by the Association. You will see yourselves that they have just been refitted, and we have not got them all furnished yet, and we regret for that reason that we could not have the pleasure of the meetings in our rooms. We hope on some future occasion when the Canadian Manufacturers Association meets here that we will be able to welcome the members more to our own and to their satisfaction. We appreciate the fact of the gentlemen coming here, situated in all parts of the 4,000 miles of the Dominion from ocean to ocean; we think the fact of these gentlemen coming here will help us very much in our endeavor to advance the trade and commerce of the Dominion, that we may all as one body work together; we think that your coming here will be of great benefit to the gentlemen from the east in seeing what we are doing here, and what progress we are making in developing this western country. We don't think we need to be ashamed of what we have done already, but what has been done has been done by gentlemen from the east, and you will find our population is made up of men who have come from Nova Scotia, New Brunswick, Prince Edward Island, and other Provinces, and they have all united to build up the industries of British Columbia.

In extending this word of welcome, we appreciate the honor that is done to Vancouver and to ourselves. I may say we feel very proud to have an Association such as this meeting in the city, discussing matters such as I had the pleasure of hearing yesterday, taking up questions of a cos-

mopolitan nature, and showing that the whole commerce of the world is embraced in the work of the Canadian Manufacturers Association.

### B. C. Companies Act.

We also appreciate very much the very valuable monthly that comes to us regularly, INDUSTRIAL CANADA. We are glad to see in there what great interest is taken in the progress of the Dominion. While I am speaking of that I would like to say, however, one thing, and that is, attention in that valuable magazine has been drawn to British Columbia in a way that I don't know whether we merit or not. It has been pointed out that British Columbia has been a little bit anti-Canadian in regard to the Companies Act, which has lately been the subject of discussion; articles have been written in the leading papers on the same subject. We have had a Companies Act on our Statute for many years, just the same, as every other Province in the Dominion of Canada. An



MR. W. C. PHILLIPS

(Phillips Manufacturing Co.)

Chairman Toronto Branch, 1910-1911.

amendment was brought forward last year through the Legislature, but the business men as a community didn't seem to know about this until the Act was passed, and then it was brought to the attention of the Board of Trade and other organizations, and as it had been brought forward with a view of the Attorney-General putting into force the penalty clause, which I may say is in every Act of every Province in the Dominion of Canada, there was a deputation waited on the Attorney-General asking him to suspend the operation of that penalty clause pending the conference of the different bodies interested in commercial relations. The statement was made by the Attorney-General that the Act had been revised and passed, and that they did not see that they had the power to alter that without consulting the people, but he would be very glad to receive any suggestion as to amendments to the Act. This was put in the press and telegraphed to all parts of Canada, and, perhaps, all over the world, and drew the attention of commercial interests to British Columbia as though we were different from all other Provinces of the

Dominion in having a Companies Act. This caused us to get from all the other Provinces and through the Secretaries of the Boards of Trade, whom we have to thank for the information, copies of the Companies Act of each Province, and our Secretary has compiled a little synopsis or a comparison of the Acts that will show you that we are very little different from the other Provinces. In fact, in some respects we are less stringent than the Acts of other Provinces in the Dominion of Canada; and I think the Secretary has sent to the different Boards of Trade copies of this. I will be very glad if any of you gentlemen would like to see it; it just shows a synopsis of the Acts in force, and shows that we are no different from all the other Provinces of the Dominion of Canada.

Now, what I would venture to suggest is this, and it is the suggestion of the Council of the Board of Trade, that



Lake Louise

### The Province's Resources.

We are sorry, gentlemen, that your time is so limited here, and that you will not have the opportunity of visiting some of our leading industries, such as our timber, fisheries, minerals, etc., but you no doubt have heard all about these things from the business men in Vancouver. There is one thing, we are not ashamed of telling the world what we have. I think, perhaps, you would hear a great deal about it. We are glad to have you here, and, as President of the Board of Trade, I can just repeat that we extend to you every welcome, and we hope your stay in the city will be a pleasant one, and result in benefit to yourselves and to us. I thank you, Mr. President. (Applause.)

The President.—Mr. President of the Board of Trade:—

I thank you very much for the welcome you have given the Manufacturers Association. We hope at some future date to be with you here again.

The matter you have been speaking of, Mr. President, we are taking up. We are very glad to have the leaflets from your Secretary which will give us that information.

Mr. Buchan.—May I say also, the Secretary would be very glad to give the annual report of the Board of Trade of Vancouver to any gentleman who would like to have it.

The President.—Thanks.

We will now take up the report of the Parliamentary Committee, which will be read by Mr. Fleming.



MR. ARTHUR F. HATCH

(Canada Steel Goods Co., Ltd.)

Chairman Hamilton Branch, 1910-1911

this matter be brought before the Canadian Manufacturers Association, and that it be made a matter of discussion by them, and that that matter be brought before each Provincial Legislature, and if possible suggest a uniformity in the Act throughout the whole Dominion of Canada, which will stimulate and encourage interprovincial trade and trade throughout the world. As I said before, a Companies Act exists in every Province, and we would like you, if possible, to look into the subject and see if we cannot get uniformity, and then we will put an end to any discussion of this kind.

I took the liberty of bringing this before you in this way, and a synopsis of the Acts contained in a little leaflet can be handed you by the Secretary.



Cascade Mountain and Bow River, Banff

## REPORT OF PARLIAMENTARY COMMITTEE

ONE of the most remarkable and yet at the same time one of the most natural features characterizing the development of our Association since its reorganization in 1900 has been the tendency towards specialization. There was a time, when funds were limited and the staff proportionally small, when we had necessarily to content ourselves with handling the problems which confronted us in a more or less academic manner, trusting that the publicity given our deliberations would so educate public opinion as to bring about the desired results. That time has long since passed. Our ranks were composed of business men with large interests at stake and they grew restive under the delays which invariably attend such a system. Results, not agitation, personal service, not platitudinous resolutions, were what they demanded, and those who presided over the destinies of our Association were quick to realize not only the necessity of providing result-producing machinery, but the immense possibilities which lay ahead of the organization once such machinery was supplied.

Thus grew up the system of specialized departments that has made the Association the success it is to-day. One by one, as our income from fees has made it possible, our staff has been enlarged by the addition of Transportation, Insurance and Customs experts, through whose assistance we have been enabled to deal promptly and effectively with many of the highly technical problems by which our members have been affected.

This year, another milestone in the onward movement of the Association has been passed—a Legal Department having been constituted on practically the same basis as the Transportation, Insurance and Tariff Departments—and in presenting the following review of their activities for the past twelve months your Parliamentary Committee beg leave to introduce their remarks by a brief reference to this important step.

### Legal Department.

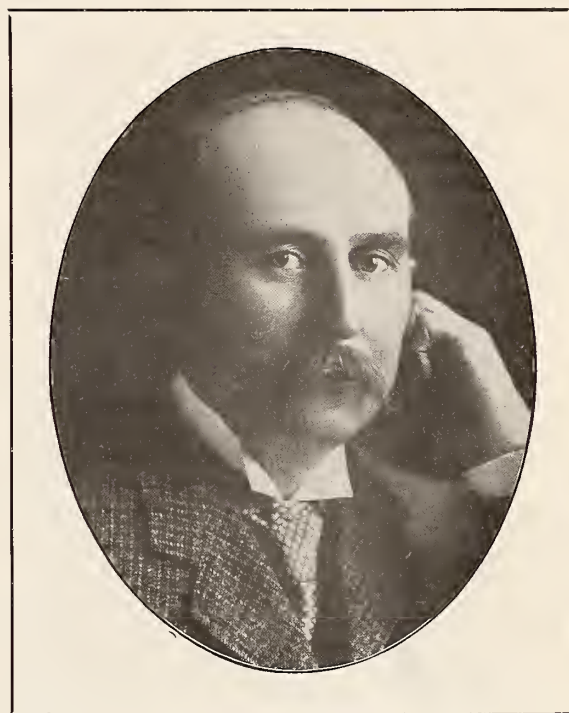
It will be remembered that the suggestion to establish such a department was discussed and concurred in at the Hamilton Convention a year ago. Early in the winter, therefore, your Committee began seriously to consider the scope of the proposed department and, in conjunction with the Finance Committee, to discuss the best means of meeting the expenses involved in its operation. Their joint findings, which were first reported to the Council in March, pointed out that it was not only desirable but necessary, in furthering the work of the Parliamentary Committee, to provide them with assistance in the form of a secretary having legal training, whose services would at all times be available for making research into statutory enactments, both Federal and Provincial, as well as into case law, and for preparing such legislation as might be considered needful either in overcoming existing difficulties or in bettering the conditions under which business is transacted. They stated that they could foresee grave difficulties in establishing a department that would be called upon to give legal advice, because of the responsibilities the Association would naturally have to assume for such advice. They felt that the department, when organized, should work out its plans slowly under the constant direction of the Parliamentary Committee, confining itself for the time being, so far as it might be called upon to serve members individually, to supplying information as to actual legislation on systems of assessment, corporation taxes, liens, contracts, insolvent estates, etc.

In April last the position was filled by the appointment of Mr. F. W. Wegenast, a member of the Ontario Bar, who came to the Association very highly recommended by all

those who had had an opportunity of becoming acquainted with his work and his ability. Mr. Wegenast entered upon his duties in May, and although he has been in the service of the Association less than four months all told, your Committee have no hesitation in expressing their belief that in him they have a very valuable officer whose wide experience and well-seasoned judgment amply qualify him to shape the policy of the newly formed Department along safe and conservative lines.

### Company Incorporation and Company Licensing.

Notwithstanding the decision to make haste slowly in shaping the plans of this Department, its work has already expanded so rapidly as to necessitate a considerable addition to the clerical staff. A large part of this work has been



MR. J. O. THORN

(Metallic Roofing Co. of Canada, Ltd.)

Chairman of Parliamentary Committee, 1909-1910

connected with the new Companies Act of the Province of British Columbia, which requires companies not incorporated in that Province, but carrying on any business there, to become licensed or registered. It was found that members in general were entirely at sea as to the effect of the Act and that great difficulty was experienced in complying with its provisions. It was therefore thought advisable to have the Legal Department, in addition to advising members as to the effect and requirements of the Act, undertake, for a small fee, the work of procuring licenses for such of our members as desired to avail themselves of its facilities. As a result a large proportion of the applications for licenses from manufacturers in the Eastern Provinces have been handled through the Legal Department, and much inconvenience and expense obviated by having the matter attended to by someone with special knowledge of the different aspects of the subject.

The present Act in the Province of British Columbia goes considerably further than any of the Acts in the other Provinces; but there are features of all of these Acts which con-

stitute a source of inconvenience and irritation to a large number of our members and a hindrance to the free commercial intercourse between the different parts of the Dominion which it is one of the objects of this Association to foster.

The questions involved in these extra-provincial licensing Acts are, however, only a phase of a larger constitutional question at present in issue, namely the relative rights of the Dominion to grant charters to industrial and commercial companies. A stated case has been brought by the Dominion Government before the Supreme Court to determine a number of technical legal questions relative to the rights and powers of companies incorporated under Dominion and Provincial charters. It was thought wise, without advocating either side of the controversy involved in this case, to have the Association appear in the interest of those of its members whose corporate powers will be affected by the decision in the case.

Steps have also been taken to bring to the attention of the provincial governments the vexatious diversity in the laws of the different Provinces in a number of subjects affecting the manufacturing and commercial interests of the country generally. These subjects include not only that of Company Law but also Conditional Sales, Lien Notes, Bulk Sales, Assignments and Preferences, etc., etc. While these subjects are within the general legislative sphere of the Provinces, it would seem that no object is served by the many variations in the laws governing them, and that they would lend themselves very readily to uniform treatment by means of some arrangement amongst the Provinces. Your Committee hope to be able at the next annual meeting to report some progress along these lines.

#### Bulk Sales Acts.

In the matter of legislation by the Provinces, embodying the principles of the Bulk Sales Acts of Manitoba and British Columbia, it is gratifying to report that considerable progress has been made. This measure, which is designed to put a stop to many of the fraudulent practices so frequently resorted to just prior to assignment, received the hearty endorsement of the Association a year ago, and acting under instructions from the Hamilton Convention, your Committee have been endeavoring to induce the other Provinces to follow in Manitoba's lead. Quebec and Nova Scotia have both enacted legislation along the desired line during the past year. In Ontario a bill was introduced, but owing to pressure of business was sacrificed without any serious consideration. It will in all probability come up again next year, when it is hoped it will meet with a more favorable reception.

#### Workmen's Compensation.

This is another matter that will undoubtedly require careful watching on the part of the incoming Committee, as there seems to be a general tendency to stiffen up legislation on the subject. There is of course no denying the fact that the compensation laws as a whole are in a most unsatisfactory state, whether viewed from the standpoint of the employer or of the employee. The former finds it desirable for his own protection to carry liability insurance; in other words, to pay a third party so much a year to contest all his claims for compensation, which is anything but wise in principle. The latter finds himself compelled to engage in costly litigation in order to defend his rights, and as frequently as not the meagre damages he is ultimately able to secure are more than half swallowed up in lawyers' fees.

While your Committee are not in a position to bring in any recommendations they are inclined to believe that there is a good deal of justice in the contention sometimes put forward that the artisan who works for a wage which is little

more than sufficient to support his family, and who, while engaged in his regular occupation, suffers injury through no fault of his own, should be entitled to compensation of some sort without having to fight his case through the courts. They feel, therefore, that the Association should be prepared to make some concessions. The tendency, however, on the part of organized labor is to press for legislation which will carry things to the other extreme, and in order to secure for the workman the compensation to which they think he is entitled they would impose upon the employer conditions so arduous as to constitute a very serious tax upon production.

If the matter could be compromised by relieving from all further claims for compensation those employers who insure their pay roll up to the extent of a year and a half's wages it would seem as though a solution of the difficulty could be reached that would be satisfactory to both sides, for in that event the cost of insurance could be accurately ascertained by the employer beforehand and provision made for same, while the employee in the event of an accident would receive the compensation to which he was entitled without having to have recourse to legal process. This arrangement, of course, presupposes that the employee would insure himself for an amount equal to that carried for him by the employer, so that in the event of a fatality his family would receive the equivalent of three years' wages, which is generally conceded to be about right.

This view has found favor during the past year in Nova Scotia, where a somewhat stringent Compensation Law was enacted, carrying, however, a clause exempting from its operation certain companies like the Dominion Coal Co., who contributed liberally to a benefit fund administered by a committee of their own employees.

The Compensation Act put through in Quebec some two years ago, and which has now been in operation for about a year, has not given the satisfaction that was expected of it, and certain changes will probably be introduced at the next session of the Legislature.

Manitoba likewise has recently enacted strong legislation on this subject following the report of a Commission which had the matter under investigation for nearly a year. It is interesting to note that the report of the Manitoba Commission carried a recommendation to the effect that farmers as well as manufacturers should be liable for compensation in the event of accidents to their employees. In the form in which the Act finally passed the farmer was exempted, due probably to political reasons, but the presence of this recommendation in the report of the Commission enabled other employing interests to make better terms.

In Ontario there have been a number of efforts of late to amend the Compensation Act in conformity with the new Compensation Act of Great Britain, but the Government have wisely decided to defer action until they have had an opportunity of studying the effect of the new laws in other Provinces. Chief Justice Sir William Meredith has been appointed a Commission of one to investigate and report upon the matter, and your Committee propose making representations to him in the near future. If this meeting has any instructions to give in this connection your Committee will be pleased to receive same.

#### Supply of Labor.

Prompted by the numerous enquiries received during last autumn for assistance in bringing out skilled help from the United Kingdom, your Committee deemed it advisable to consider whether some steps might not be taken either to revive the Labor Department which was discontinued in 1907, or at least to devise some plan whereby the wants of members could be supplied. As a preliminary step in this direction a circular was issued in November asking members to be good

enough to state the extent of the shortage in their particular trade and locality, and to advise whether or not any difficulty was anticipated in securing the help that would be required for immediate and future needs. The replies received indicated that there was immediate employment awaiting 5,000 extra hands in Canadian factories, with the prospect of a much larger number of openings after the first of the year. This estimate was subsequently shown to have been well within the mark and the shortage has not yet by any means been supplied. There were many reasons, however, which made it appear inadvisable for the Association to attempt to revive the Labor Department on anything like the old basis, and therefore your Committee contented themselves for the time being with referring all enquirers to parties in the Old Country who were believed to be in a position to render satisfactory service. Subsequently your Committee have considered a proposition to enlist the support of the British Passenger Agents Association, and it is possible that during the coming year something tangible may be accomplished in this direction.

#### Dominion Legislation.

As usual, the activity of organized labor has manifested itself at Ottawa in various Bills of a more or less radical character. One was a proposal to amend the Elections Act so as to make election day a statutory holiday and to abolish the \$200 deposit required of all candidates for Federal honors. This Bill was withdrawn.

Amendments to the Industrial Disputes Investigation Act were also introduced calculated to make it easier for the unions to invoke the Act and consequently making it easier for them to stir up those agitations whereby they stand to lose nothing and possibly to gain some small advantages. This Bill was superseded by a Government measure much more moderate and reasonable in its scope.

Perhaps almost equally as radical on the other side was Senator Belcourt's Bill which aimed at the exclusion of the foreign labor agitator. Your Committee took no active steps to assist the passage of this Bill, which was ultimately withdrawn, although they naturally sympathized with the effort to free our industrial institutions from the interference of those who would so obviously be profited by bringing on strikes in this country because of the additional permanency that would thereby be secured for the working men of the United States in whose pay they are.

#### Eight Hour Day Bill.

The above measure was again introduced by Mr. Alphonse Verville, M.P., the labor representative, and this year the perseverance of the mover was rewarded by the appointment of a special committee to take the measure under consideration. On behalf of the Association our General Secretary appeared before the Committee of Parliament in Ottawa, setting forth the objections from the manufacturers' point of view in fairly exhaustive form. Mr. Murray's address before the Committee was afterwards published in INDUSTRIAL CANADA and has drawn forth a good deal of favorable comment. Without wishing to take up the time of the Convention by reciting the arguments which he advanced against the Bill, it may not be amiss for your Committee to quote the following summary of objections to the measure from the Association's standpoint:

1. There is no evidence to show that it is demanded by any considerable proportion of the working men, for whose benefit it is alleged to be framed.

2. It would constitute an unwarranted interference with individual and property rights.

3. The Government, as the trustee of the people, would not be justified in creating fictitious prices for labor and material and buying its supplies at those fictitious prices.

4. A limited working day with overtime prohibited would seriously, if not fatally, handicap Canadian industries in endeavoring to meet the competition of foreign industries not so handicapped.

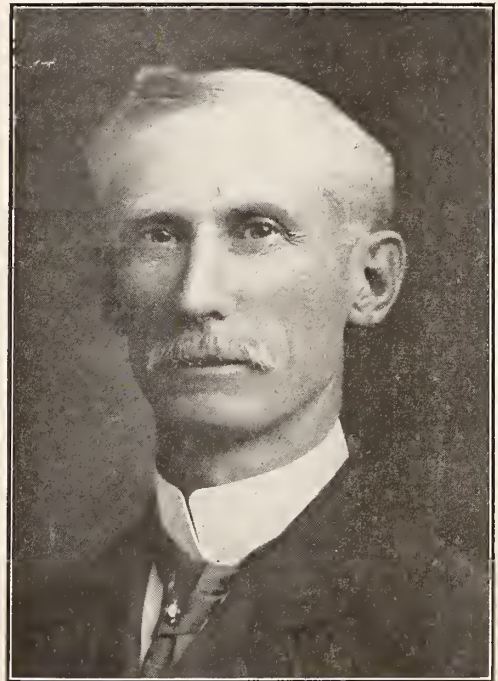
5. The Act would induce a condition of absolute chaos in shops endeavoring to do both Government and private work.

6. It would restrict production, retard development, enhance prices and pauperize the very people it is intended to benefit.

7. In those trades which embrace operations that must be carried through to a certain stage before they can be interrupted it would be an utter impossibility.

8. It would seriously disturb labor conditions on the farm and impair the growth of our greatest basic industry.

9. At least two Canadian unions, that have been strong enough to force an eight-hour day on their employers, have



MR. ATWELL FLEMING

(The Atwell Fleming Printing Co.)

Chairman Parliamentary Committee, 1910-1911

abused their power, causing people to doubt the sincerity of the motives they allege in asking an eight-hour day for others.

10. It is class legislation of the most objectionable kind.

At the close of the session the Committee reported progress and asked leave to sit again when Parliament would assemble. Already your Committee have caused a number of witnesses to appear in support of the general case submitted by the Secretary, and it is their intention to make application for hearings on behalf of a number of other witnesses during the coming winter.

#### Nova Scotia Labor Commission.

In this connection it should be stated that in February last the report of the Nova Scotia Commission on the hours of labor was made public. It will be recalled that the Association decided some two years ago to engage counsel on behalf of the manufacturers of Nova Scotia in order to make sure that their case would be presented before the Commission in the most favorable light possible. The eminently satisfactory

character of the Commission's report from the employers' standpoint more than justifies any expense which we incurred in the preparation of our argument.

### Immigration Regulations.

For some years past your Committee have deemed it their duty to draw the attention of the Government from time to time to the unfairness of the immigration laws in so far as they made it difficult for manufacturers to obtain from abroad the skilled help of which they stood so much in need. During the year just closed the situation was greatly aggravated by the strict enforcement of the provision requiring each immigrant to be possessed of \$25, which provision, it should be noted, could be waived in the case of those coming forward to assured employment as farm laborers and domestic servants, but not where they were coming to work as mechanics. Your Committee looked upon this regulation as a direct discrimination against manufacturing interests, and with the approval of the Council the following resolution was adopted and sent to the Government in June:

Whereas, It is obviously desirable, in the interests of the individual as well as of the country as a whole, that Canada should encourage the maximum development of all her resources and all her industries, whether agriculture, lumbering, mining, fishing or manufacturing; and

Whereas, One of the first essentials to such development is an adequate supply of competent labor; and

Whereas, The present immigration policy of the Dominion Government, while designed to care for the growing needs of the agricultural community, retards the progress of those engaged in other pursuits by making it difficult for them to secure the skilled help of which they stand in need; and

Whereas, It is recognized that this unhappy result comes about, not from any wish on the part of the Government to hamper the growth of legitimate industries, but rather from a laudable desire to maintain the quality of our immigration at a high standard;

Therefore, be it resolved, that the Executive Council of the Canadian Manufacturers Association place itself on record as of the opinion:—

1. That the design of the Government to exclude undesirable immigration is to be commended, and that the present regulations, in so far as they contribute to that end, are deserving of hearty support.

2. That, inasmuch as it has been customary to waive the money qualification in the case of farm laborers and domestic servants who are going to steady employment, thereby establishing the principle that ability and certainty of self-support are sufficient to warrant free entry, a similar waiver should be granted in the case of mechanics and others who bring with them definite assurances of steady employment from reputable firms.

3. That, without such waiver, the regulations are doubly discriminatory, in that they favor one class of Canadian employers above another, which is unfair to ourselves, and one class of British workmen above another, which is unfair to the Mother Country.

And be it further resolved, that copies of this resolution be sent to the Right Honorable the Prime Minister, to the Honorable the Minister of the Interior, and to the Honorable the Minister of Labor.

It is gratifying to be able to report that following this action it has been decided by the Superintendent of Immigration that any resident of the British Isles coming to guaranteed employment in Canada may obtain from any of the Departmental officers in the Old Country a card of consent to emigrate, which card on presentation at a Canadian port will exempt the party carrying same from the necessity of

complying with the money qualification. Cards of this kind, however, will not be issued in cases where intending immigrants are leaving to accept employment in an establishment where a strike is in progress. The regulations have been further modified so as to permit members of the family of one who has previously emigrated, and who has demonstrated his ability to support his family, to enter Canada regardless of the money qualification.

### Quebec Legislation.

The Montreal and Quebec Branches have been quite active during the year in several legislative matters affecting the interests of members in that Province. Among other things, mention might be made of the following:

A bill to bring all employment agencies under Government supervision was heartily endorsed and in due course became law. In times past grave irregularities are said to have occurred in the conduct of these agencies whereby poor and ignorant foreigners have been defrauded of their hard-earned savings. The Government of Quebec have gone even further and have decided to establish employment agencies of their own, and this experiment will be watched with a good deal of interest.

The passage of the Bulk Sales Act in Quebec, of which reference has already been made, was probably facilitated by the support given by our Branches in that Province.

A bill amending the Factories Act so as to reduce the hours for textile workers from sixty to fifty-five per week was objected to, a compromise of fifty-eight hours per week being finally agreed upon in Committee.

A determined effort was made to amend the Montreal City Bill so as to give incorporated companies the right to vote on money by-laws. This proposal was at first regarded very favorably by the Government, but opposition from certain quarters led them to hold it over for another year so as to permit of careful study of the proposal from all standpoints. It will undoubtedly come up again next session, when it is hoped it will be put through.

An effort was also made to amend the Garnishment Act so as to make it unnecessary for an employer to appear in Court for the purpose of being examined in connection with the garnishment of the wages of any of his employees. This proposal was also favorably regarded by the Government, but in the rush of work preceding prorogation it was dropped. It is the intention of the Branch to bring it up again next year, when better results are hoped for.

### Ontario Legislation—Assessment Act.

Early last fall your Committee had occasion to appear before a special Committee of the Ontario Legislature in support of two amendments to the Assessment Act, one to reduce the basis of the business tax from 60 per cent. of the assessment to 50 per cent., and the other to exempt from the income tax the salaries of all officers of incorporated manufacturing companies who were also stockholders to the extent of 10 per cent. The full argument in support of these two contentions was published in INDUSTRIAL CANADA, so that it is unnecessary to review it on this occasion. Suffice it to say that your Committee regret their inability to make any impression on the Committee of the Legislature, which was composed almost entirely of rural members.

### Stationary Engineers Bill.

Some radical amendments to the Stationary Engineers Act, designed to extend the application of this measure so as to have it include many of the engineers in charge of heating plants and erection work, were strenuously opposed by your Committee on the ground that the present Act had not

been long enough in force to give it a fair trial. It is a pleasure to state that their objections were sustained and the bill withdrawn.

#### Age Certificates for Minors.

Following instructions received from last year's Annual Meeting, your Committee drafted an amendment to the Ontario Factories Act and had same introduced into the Legislature for the purpose of transferring from the employer to the parent or guardian the onus of proof in all cases where minors whose age seemed open to question were found working in factories by the inspector. In their effort your Committee regret to state they were unsuccessful, but as nearly all the trouble that overtakes manufacturers by reason of employees being under age comes from their acceptance of statements from the parents or guardian to the effect that the child is of the full legal age, your Committee intend to make another effort to have this amendment put through.

#### Miscellaneous.

At the request of the Montreal Branch your Committee sent on to the Executive Council in March a strong resolution protesting against any part of the St. Lawrence River being allowed to pass into the hands of a private corporation.

A similar protest was filed with the Premier of Ontario when it was learned that the town of Windsor proposed to export to the United States a considerable portion of the power for which they had contracted with the Hydro-Electric Power Commission.

In the foregoing summary of the year's operations no attempt is made, of course, to cover all of the questions with which the Committee has had to deal. All that can be expected of them in the limited time at their disposal is to cover the field in a general way, referring, of course, particularly to those questions that are of general interest.

For the incoming Committee a lengthy programme of important work is already in sight, in addition to which it will, of course, be their duty to see that the Legal Department is developed along safe and conservative lines. For this work they will require and will welcome every assistance that individual members can give them, and in concluding this report your present Committee would bespeak for their successors your heartiest co-operation.

All of which is respectfully submitted.

G. M. MURRAY,  
*Secretary.*

J. O. THORN,  
*Chairman.*

Mr. Atwell Fleming (Toronto).—Mr. President and Gentlemen,—In the absence of Mr. J. O. Thorn, who is with the Queen's Own in England, it devolves upon me as a member of the Parliamentary Committee to present you with this report.

Mr. Fleming read Opening, and clauses *re* "Legal Department," "Company Incorporation and Company Licensing."

Mr. Saunders.—Have any prosecutions taken place under this Act in British Columbia in regard to outside companies doing business here?

The Secretary.—No.

Mr. Saunders.—I understand such strong objections were taken to the law that the Government decided not to enforce it.

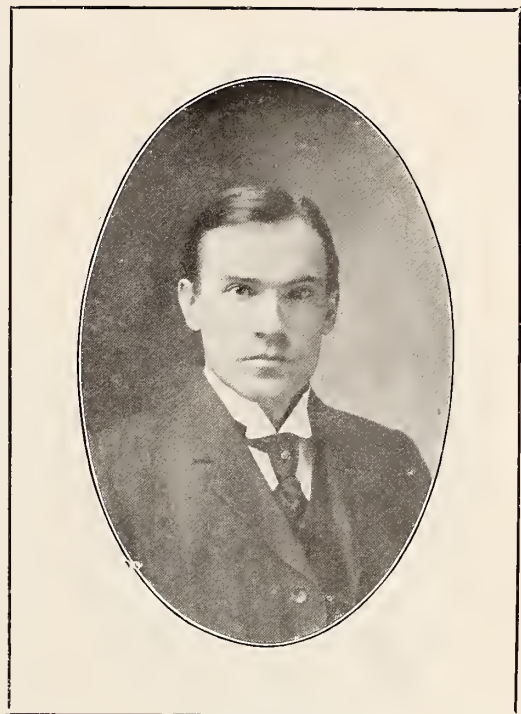
The President.—I suppose it will go into the hands of the Committee for further investigation.

The Secretary.—I might explain, Mr. President, that we had hoped that the Secretary of our Legal Department would have been with us to-day, but unfortunately owing to the fact that his wife was taken ill only two days before our trip was to start, he had to cancel it. Last month he prepared

for the *Canada Law Journal* a digest of the Company Law in the different Provinces, reprints of which we have had run off, and which are now available for distribution. If any of the members here present would like to obtain a copy I will be pleased to hand it to them, either now or at the conclusion of this session.

#### Question Before Courts.

I have discussed this matter at different times with the Secretary of our Legal Department, and he seems to be of the opinion that further discussion of it at this time would not serve any useful purpose because of the fact that the whole question in its broadest aspect, that is to say, the relative jurisdiction of the Provinces and the Dominion in the matter of company incorporation and company licensing, is now before the Supreme Court, and until that case has been heard, and the finding of the Supreme Court has been made known, there is little use of our speculating as to



MR. F. W. WEGENAST,  
*Secretary Legal Department C.M.A.*

probable results. Anything we may say or do will not affect the finding of the Court; and while I know the subject is one of the very deepest interest to all of us, still I think that in view of the situation with which we are now confronted there is nothing to be gained by discussion until the Court makes its decision.

The President.—Having heard the explanation of Mr. Murray we will now proceed.

Mr. Fleming read clauses *re* "Bulk Sales Acts" and "Workmen's Compensation."

Mr. Fleming read clauses *re* "Supply of Labor," "Dominion Legislation," "Eight Hour Day Bill," "Nova Scotia Labor Commission," "Immigration Regulations," "Quebec Legislation," "Ontario Legislation—Assessment Act," "Stationary Engineers' Bill," "Age Certificates for Minors," and "Miscellaneous."

Mr. Fleming.—I have much pleasure, Mr. President, in moving the adoption of the report.

Mr. Saunders.—I second that, Mr. President.

The President.—I think our Committee have done their work well, and I think we can safely leave it in the hands of the incoming Committee to deal with the matters that come before them.

The President put the motion, which, on a vote having been taken, was declared carried.

The Secretary made announcements.

The President called for the report of the Insurance Committee, to be presented by Mr. Heaton.

Mr. Heaton presented and read the report of the Insurance Committee.

## REPORT OF INSURANCE COMMITTEE

IN previous Annual Reports it has been our custom to present a concise summary of the work done during the year for individual members, but owing to the changed conditions under which we are now operating—as recited in our last Annual Report and further referred to herein—and to the very varied branches of work now undertaken, we find it difficult, if not impossible, to present a statement on the lines of previous years, or in any modified form which will give an intelligent synopsis of the diversified work that passes through the office.

In no previous year, however, has there been an equal volume of business transacted, and while abstract figures cannot be given, it will be a satisfaction to the members of the Association to know that the development has been so marked as to require a considerable addition to the strength of our expert and clerical force. We have thus been able to deal promptly with general and individual problems and are now so equipped that we can efficiently handle all features of insurance work that require our attention.

### Cost of Department.

For the last two years the Association has contributed a fixed allowance of \$1,000 per annum, and this year, in view of the expenses incurred in the matter of insurance legislation, a special allowance of \$500 was also granted. The agreement with the Association expires at the present meeting, and although the Mutual Companies, to whom the Association's grant is made, advise us that the amount allowed is altogether inadequate to meet the work performed for which no fee can be charged, they nevertheless agree to continue the arrangement for another year in the hope that the revenue of the Association may permit an increase in the same at the next Annual Convention. Your Committee, therefore, recommend that the present arrangement be continued for another year.

### The Insurance Department and the Mutual Companies.

Your Committee believes it to be desirable, at this point, to refer once more to the relationship existing between the Insurance Department and the Mutual Insurance Companies organized under the auspices of the Association.

At the 1907 Convention, when the principle of Mutual Fire Insurance was endorsed by the Association and the formation of the Central and Eastern Canada Companies approved of, it was understood that the respective organizations should be wholly separate from each other in regard to the means employed in carrying on the work and in the responsibility of one to the other; the measure of the responsibility of the Association being confined to the advancement of the necessary funds to secure effective organization of the two companies, subject to an agreement concerning the repayment of the advances made. The Treasurer's report for this year will show that the entire amount advanced has been repaid, even somewhat in advance of the dates agreed upon.

At the meeting of the Executive Council in June, 1908, it was decided to more closely ally the work of the Department with that of the Mutual Insurance Companies, partly because the companies required the services of the manager of the Department to undertake the active management of

the companies, and for the further reason that such closer connection would offer to the Department the opportunity of securing the co-operation and assistance of the entire staff of engineers, inspectors and clerks in the employ of the companies for the general work of the Department.

It was then agreed that the Association should allow the companies the sum of \$1,000.00 per annum, as previously mentioned, as a reasonable allowance to cover the share of the salaries and expenses of the staff of the companies (including the manager), on the general work of the Department and for services for which no fee could be charged.

This agreement was confirmed by the 1908 and 1909 Conventions, and in recommending its renewal for the current year, your Committee has thought it desirable to let the members know the conditions actually existing between the two organizations. While there is now a much closer relationship between the two than was contemplated at the start, the Association has no more responsibility to the companies now than then; the closer alliance has undoubtedly benefited both, and the Committee believes the Association will be well pleased with the progress of the companies created under their auspices when the report of their representative is presented.

### Mutual Fire Insurance Companies.

The representative of the Association on the directorate of the two Mutual Companies, Mr. G. M. Murray, will present his report to you in the usual course. Your Committee recommend that Mr. Murray be reappointed for the ensuing year.

### Adjustment of Fire Losses.

This branch of our work has been suspended during the year, partly because our members have not required expert service on occasion of the occurrence of losses, and partly because the technical and expert work can only be attended to by the Manager of the Department, whose time has been much too fully occupied to make any attempt to develop this particular branch of work.

During the year the need of expert advice to those who have suffered losses has been recognized by the establishment in Toronto and Montreal of independent offices for furnishing such particular service. We have not had occasion to ascertain how well the work is being attended to, but if the members of the Association require at any time the assistance of reliable loss-adjusting experts, the Department will be glad to furnish them and, if necessary, supplement its present staff by the regular employment of capable officials for this work. Inasmuch, however, as we have been called upon so little in this respect during the last two years, the additional staff will not be secured until a demand therefor has been created.

### Legislation.

The outstanding event of the year is, of course, the settlement of the Dominion Insurance Act, which passed the House of Commons on April 30th and was assented to and became law on the 4th of May. During the discussion of this subject at the last Annual Meeting, it was reported that a movement was being inaugurated on the part of the insurance companies forming the Canadian Fire Underwriters Association



to have legislation enacted which would make it impossible for the insured in Canada to place insurance in unregistered companies, and with this knowledge in view a resolution was passed at that meeting placing the Association on record as being strongly opposed to any legislation which would impair or prohibit the continuance of the valued service rendered by unregistered or unlicensed companies.

#### Interview with All Canada Insurance Federation.

As anticipated, shortly after our last Annual Meeting there sprang into existence a union of companies, agents and solicitors under the name of "The All Canada Insurance Federation."

At their solicitation, your Committee arranged to receive a deputation from the Committee of the Federation to afford them an opportunity of presenting the attitude they intended to take on the Insurance Act then before the Senate. The meeting was held on November 4th, 1909, in our board room, when they informed us that it was their intention to renew the application made to the Banking and Commerce Committee last April to amend the present Insurance Act to exclude all unregistered insurance except for such risks and amounts as the registered companies could not or would not underwrite. They further explained that last year the application was made on behalf of the Canadian Fire Underwriters Association only, but that this year it would have a wider scope, inasmuch as the Federation included all registered companies, whether tariff or non-tariff. In other words, if their application proved successful and the Act was amended as they desired, it would be necessary to offer risks to all companies, good, bad or indifferent, to allow them to insure as much as each Company would undertake regardless of their resources or record, and on the rates, terms and conditions they laid down, before a dollar of insurance could be placed with companies not licensed by the respective Governments.

It is not our purpose in this report to deal with the steps that were taken to defeat the avowed purposes of the Federation. Suffice it to say that we succeeded in securing the co-operation of a number of other Associations favorable to the views enunciated at the Hamilton meeting, and that as a result we have secured a Dominion Insurance Act under which manufacturers have the right to place their fire insurance where and how they please, unhampered by technical or annoying restrictions, and free from a tax which it was sought to impose with a view to making unregistered insurance practically prohibitive.

The Committee is glad to acknowledge the earnest efforts of the British Columbia Branch in support of the views of the Association, and for the well-directed influence exerted by them. The Committee also desire to record with satisfaction the exceedingly valuable services of the Vice-President, Mr. W. H. Rowley, who, as Chairman of the organized Committee of Insurance Premium Payers, was most assiduous in carrying out the duties incident to that office.

#### Constitutionality of Dominion Insurance Act.

Reference will be made in the Parliamentary Committee's Report to the submission to the Supreme Court, by the Government, of questions affecting the Insurance Act and the rights of the Federal and Provincial Governments in respect of the powers of insurance companies respectively incorporated by them.

It has also been decided to refer to the Supreme Court the further question of the constitutionality of certain sections of the Dominion Insurance Act of 1910, viz., Sections 4 and 70, and the submission is in the following terms:

1. Are Sections 4 and 70 of the Insurance Act, 1910, or any or what part or parts of the said Sections, *ultra vires* of the Parliament of Canada?

2. Does Section 4 of the Insurance Act, 1910, operate to prohibit an insurance company incorporated by a foreign state from carrying on the business of insurance within Canada if such company do not hold a license from the Minister under the said Act, and if such carrying on of the business is confined to a single province?

The principles of the two sections which will be passed upon will embrace:

1. The right of the Federal Government—

- (a) To license insurance companies;
- (b) To prohibit the carrying on of business of insurance in Canada without such license.

2. The right of Provincial Governments to license companies to carry on the business within the limits of the Province granting such license.



MR. E. P. HEATON

Manager Insurance Department, C.M.A.

At the July meeting of the Executive Council, authority was given to us to confer with the Parliamentary Committee with a view to the Association being represented before the Supreme Court when this case is heard. In accordance with the minute of that meeting the result of this conference will be submitted to the Executive Council, and no expense will be incurred without the previous sanction of the Council.

#### British Columbia Legislation.

The Fire Insurance Commission appointed by the Provincial Government has submitted its report, and from the press announcements it would appear that an Insurance Act somewhat similar to that now in force in the Province of Ontario is recommended. The British Columbia Branch have always taken considerable interest in matters of insurance legislation within the Province, and they no doubt will

keep an eye upon the legislation likely to be introduced at the next session. The Insurance Committee will also watch matters as far as possible, and in conference with the branch will endeavor to afford such assistance as is in their power, with a view to rendering such legislation as reasonable as the existing circumstances warrant.

#### Automatic Sprinkler Protection.

The Committee is pleased to record continued development in the introduction of automatic sprinklers, of which our Canadian manufacturers are largely taking advantage. During the year the Department has supervised the installation of full or partial sprinkler equipments for twenty-four risks. Of these sixteen have been completed and eight are now nearing completion and are under the constant supervision of our engineers. The amount invested in this modern fire fighting system by the members for whom we have acted has exceeded \$150,000, and it is safe to say that this entire amount will be recouped to them out of the savings of the insurance premiums of the next four or five years. Apart, too, from the savings in the insurance premiums, the excellent protection to property and the immunity risks under automatic sprinklers have from serious fires, should even more generally lead our manufacturers to take advantage of the security thus afforded. The Insurance Department is well equipped not only to advise, but also to act as engineers in connection with the complete installations. In addition to relieving manufacturers of a great deal of worry and details in matters in which they have had little or no experience, it is also in a position to effect considerable savings in the actual cost of such equipments. The work of the last year leaves no room for doubt as to the ability of the Department to economically and efficiently protect the interests of the manufacturers who are contemplating the equipping of their risks with automatic sprinkler systems.

The Committee would like to draw special attention to the fact that modified systems of automatic sprinkler equipments have been arranged and can be arranged for manufacturers whose risks carry less than \$50,000 of insurance. Previously the cost of a sprinkler system has precluded many manufacturers considering the subject, but there is now no difficulty in arranging a modified system at a reasonable cost and of obtaining reliable insurance at such rates as will offer a commensurate return to the owners for the outlay involved. This is a departure arising out of the experience of the Department and they are now able to take care of a class of manufacturers who have previously been prevented from availing themselves of this class of protection.

#### Water Tanks.

In view of the disaster that occurred in the month of June at the *Herald* Building, Montreal, the Committee authorized the Department Manager to issue a circular letter to all members urging the necessity of close inspection of all water tanks, and particularly those which had been erected for some time on the roofs of old buildings. The letter was sent out on June 30th, and it was particularly gratifying to be able to offer to members requiring such inspection the service of the Consulting Structural Engineer of the Department (Mr. W. Fry Scott, A.M.S.C.E.), at a reasonable cost.

The action of the Committee has been cordially approved by a number of members who have asked for Mr. Scott's services, and by many others who, though not having tanks to inspect, express appreciation of the Association's attitude in so important a matter.

Mr. Scott advises us that as a result of his investigation he has reached the following general conclusions:

"First. The precedents established in the building of water tank towers are bad.

"Second. The cause is due in part to insufficient inspection, because in no case has any of the towers conformed to the specifications laid down by the National Board of Underwriters, the Canadian Fire Underwriters' Association, or other recognized insurance bodies.

"Third. The cause is also due to an evident lack of knowledge of correct practice in the new methods of construction that have developed from the introduction of steel.

"Fourth. From these two causes numerous bad details have resulted, any one of which may be a cause for failure."

Fourteen tanks and towers are now undergoing partial reconstruction, under plans laid down by Mr. Scott, but your Committee is convinced that many members of the Association have ignored consideration of the subject.

Your Committee consider it desirable to record that in all structural work, and particularly in respect of the erection of tanks, whether part of or separated from buildings, the minutest detail is investigated by Mr. Scott, and in no case is work allowed to be proceeded with until the full working



Mount Rundle, Banff

drawings have received his approval. We have had repeated evidence of the necessity for the greatest care in structural work of this kind, and we believe the members of the Association will be glad to know that the Insurance Department is so organized as to be able to deal therewith promptly and efficiently.

Respectfully submitted,

G. M. MURRAY,  
Secretary,

J. F. M. STEWART,  
Chairman.

E. P. HEATON,  
Manager, Insurance Department.

Mr. Firstbrook moved, seconded by Mr. Rolland, that the report be adopted.

The President put the motion, which, on a vote having been taken, was declared carried.

The President called upon the Secretary, Mr. Murray, to present his report *re* Insurance Companies.

The Secretary.—It will be remembered that at the Convention a year ago I was honored by the Association in being asked to become their representative on the Directorate of the Mutual Insurance Companies. In accordance with that appointment I now beg to submit the following report:

# REPORT OF DIRECTOR OF INSURANCE COMPANIES

**A**S your representative on the Board of Directors of the Central and Eastern Canada Companies, I now beg to submit the customary report.

The Companies have practically completed their third year of business activity, and the time is, therefore, opportune to take stock and see what has been accomplished. Insurance Companies in their early years must be prepared to meet unexpected difficulties, disappointments and surprises; in these years they must meet the burden of expenses incidental to organization, development and control; in all these matters they share the usual experience of all commercial enterprises, and the Mutual Companies have travelled no royal road of favor or freedom.

The conditions upon which a Fire Insurance Company may be judged are: 1st, Loss ratio; 2nd, Expense ratio; and 3rd, Surplus after providing Reinsurance Reserve; on this last point it must be borne in mind that it is most unusual for a Company to make a surplus during the earlier years of its existence after meeting the exacting demands of the Government in respect of the reserve.

The Mutual Companies from inception to July 31st, 1910, show the following results:

Loss ratio .....	54.06 per cent.
Expense ratio .....	23.08 " "
Reserve .....	14.10 " "
	—
	91.24 per cent.
Surplus .....	8.76 " "
	—
	100.00 per cent.

For purposes of comparison the corresponding experience of all Canadian Companies under Dominion License for the three years, 1907-8-9, is as follows:

Loss ratio .....	65.69 per cent.
Expense ratio .....	37.28 " "
	—
	102.97 per cent.
Credit on reserve ...	.51 " "
	—
	102.46 per cent.
Loss of surplus ...	2.46 per cent.
	—
	100.00 per cent.

The Directors are quite satisfied with the results thus stated.

The net gain in amount of insurance carried during the year ending July 31st is \$1,370,586, the total amount in force being \$5,583,873; which is distributed over about 850 separate and distinct risks, or an average of about \$6,500 per risk.

During the past three months the Directors have had a very careful analysis and examination made of all risks on their books, and while this is neither the time nor place to elaborate on the result, it may be of interest to record that 88 per cent. of the entire amount of insurance in force is on risks either equipped with Automatic Sprinklers, or under the protection of adequate Water Works and Fire Brigades.

As opportunity offers the staff of Inspectors is being increased, and a regular and systematic inspection is being maintained. The Directors appreciate the readiness with which the members remedy defects and carry out improvements to their risks, and they feel confident that this must result in a reduction in the loss ratio and a corresponding benefit to the members and to the community at large.

So far as I am able to form an opinion as your representative, I believe the Companies are showing a satisfactory growth in resources as well as in business, that they are efficiently and economically administered, and that they are entitled to and should receive the support of the members of the Association.

Respectfully submitted,

G. M. MURRAY.

Toronto, September 7, 1910.

## Report Adopted.

Mr. Hobbs.—I have pleasure in moving the adoption of the report.

Mr. Copley.—I second the motion.

The President put the motion, which, on a vote having been taken, was declared carried.

The President called for the report of the Railway and Transportation Committee.

Mr. Walsh presented and read the report.

# REPORT OF RAILWAY AND TRANSPORTATION COMMITTEE

**Y**OUR Committee presents herewith for the consideration of the Convention a summary report for the past year.

Many matters of importance, of interest to every member of the Association either directly or indirectly, have come before it. Some, as the report indicates, have been disposed of satisfactorily; others are in a fair way to settlement.

Aside from the matters specifically mentioned, material assistance has been rendered members throughout the year by the Department under the direction of the Committee. Many of the questions were of great practical importance, and indirectly of assistance to other members.

Although the relationship with the railways continues on a friendly basis, it has been found necessary occasionally to

appeal to the Board of Railway Commissioners before a redress of grievances could be secured.

## Freight Rates in General.

There have been no important changes in class rates during the year. Such as have been made are confined chiefly to tariff reconstruction.

A number of special tariffs on commodities have, however, been re-issued with the view of placing all on the same basis for reaching the various common markets; that is, the rates are based, generally speaking, on mileage, although some consideration has been given to past conditions. This has resulted in reductions and advances to the advantage and disadvantage

of those interested. Whilst an analysis of these tariffs shows an increase in rates on the whole, in view of the fact that such rates are lower than generally in effect, and as all interested are practically on the same footing, your Committee has not felt justified in entering a protest on behalf of the Association.

As to the policy of the railways in adopting the mileage basis in regard to commodity rates, your Committee is of the opinion that it is not in the best interests of either the railways or the public, as it tends to destroy the object for which commodity rates were instituted. Freight rates to be of service to all concerned must be elastic, and whilst mileage for short distances may be a fair basis upon which to construct commodity rates, it is not considered a proper basis for long distances.

The tendency of the railways to limit the free movement of commodities by such restrictions has already resulted in amalgamation, one of the objects of which is to supply the commodity from the nearest producing point.

#### Rates to the Middle West and Pacific Coast.

The final disposition by the Interstate Commerce Commission of the various cases involving the freight rates of the United States transcontinental railways into what is known as the Western Intermountain country will, no doubt, influence materially the situation in Canada. A number of substantial reductions in class and commodity rates have been suggested, to take effect not later than November 1st, 1910.

#### International Rates (U. S.).

The adjustment of through rates on manufactured articles, the product of our own industries, is still in many cases against us, thus offsetting to a large extent any protection afforded by the tariff, although it is believed that our railways are coming to the view that it is in their best interests to assist in the development of home production. Some of the trouble is due to the different classifications in use. This is a difficult matter to overcome.

Two important decisions in respect to the jurisdiction of the Board of Railway Commissioners over rates governing international traffic have been rendered by the Supreme Court. Both were appeals taken by the railways from rulings of the Board in favor of the applicants, members of the Association, who were assisted by the Transportation Department.

In one case, involving a very large amount, the Board was sustained. In the other the court did not decide on the merits involved, but allowed the appeal because the connecting road in the United States had not been made a party to the application.

Steps are now being taken looking to an arrangement between Canada and the United States for the control of such rates so that such complications and the consequent expense and annoyance to which shippers are liable to be subjected may be avoided in future.

#### Ocean Rates.

There have been some increases in import freight rates through the formation of the Canadian North Atlantic Freight Conference. Objections, particularly by jobbers, thereto were filed with the Government. Whether or not the rates are excessive your Committee is unable to say. Some stability, so far as the regular lines are concerned, has been established, which, no doubt, is desirable.

#### Joint Rates in Excess of the Sum of the Locals.

The Board of Railway Commissioners has ruled as follows: "The charging of a joint rate in excess of the locals is *prima facie* an unreasonable and discriminatory practice and

the onus of disproof in individual complaints be on the railway or railways concerned."

This ruling became necessary, as it was found in several cases that the two local rates were higher than the joint through rate.

#### Advance in Lumber Rates.

The complaint filed with the Commission by the Canadian Lumbermen's Association against certain advances in rates on lumber in Ontario and Quebec, supported by the Association and others, which was referred to in the last annual report, was the subject of a number of hearings by the Board during the past year. It resulted in a dismissal in so far as it affects the rates in lumber for domestic use. The companies were ordered to file tariffs effective not later than June 15th, 1910, showing rates on lumber to Montreal for export which in general should be lower than the domestic rates to Montreal.

Briefly, the facts are as follows:

It was admitted that the railways earned about \$40,000 per annum more than under the old tariffs in the same movements of lumber on all shipments, domestic and export.

The Board considered this amount large and instructed its Chief Traffic Officer to prepare a new set of tariffs on the basis of the old rates, and at the same time remove the objectionable features of the old tariffs. It recognized that this was a rather difficult task, and in view of this said that there would be no objections on the part of the Board if the revenue of the railways were increased not to exceed \$5,000. At the same time the Board said that it would not permit of a decrease in the companies' earnings below what they were prior to May 1st, 1908.

A report prepared by the Chief Traffic Officer was, at the suggestion of the Board, considered by all concerned at a joint conference in February last. Neither side was prepared to accept it. The railway representatives particularly objected, as they stated it meant a large reduction in their revenue, which was not in contemplation by the Board. The Board then decided to give the railways an opportunity to justify the reasonableness of both the domestic and export rates.

The case was heard at the April sittings of the Board, with the above result.

#### General Advance in Freight Rates.

Although it has been announced through the press that the Board of Railway Commissioners for Canada will probably be asked to sanction a general advance in freight rates, and the press has published articles in support thereof, so far as your Committee can ascertain no definite steps have been taken in the matter. It is not expected that such would be permitted by the Board without a thorough investigation beforehand, during which all interested would be given an opportunity to enter objections.

The advances proposed in the United States, many of which apply to international traffic, have been suspended until November 1st pending a general investigation of the propriety of such by the Interstate Commerce Commission. As the financial condition of the railways does not at the present time seem to justify an increase in their revenue at the expense of the shippers, a strong committee with good financial backing has been organized to present to the Commission the latter's side of the case.

#### Tehuantepec Route.

The service established over a year ago from Montreal in summer and St. John and Halifax in winter for the purpose of enabling Canadian manufacturers to compete with Great Britain and Europe on the Pacific Coast has to some extent at least resulted satisfactorily. Considerable tonnage is being handled by this route.

As the railways refused to extend export rates on this traffic, and as their position has been sustained by the Board of Railway Commissioners, the tonnage during the winter season, in view of the long haul and high local rates to St. John, N.B., or Halifax, is somewhat limited.

#### Freight Classification.

The arrangement of the various articles usually tendered for transportation into different classes is intended for the purpose of distributing the cost of transportation as closely as possible in accordance with what the traffic should equitably pay, and so that the revenue derived from any particular article will be in proper proportion to the total revenue derived from the conveyance of all articles, value, weight, risk, volume of traffic, etc., considered.

Changes are constantly being made in the classification. The transference of an article from one class to another, or the imposition of some condition of carriage not heretofore provided for, may mean a material increase in freight charges.

The Department is advised of all changes, and where advances are proposed interested members are notified, and if not acceptable, objections thereto are filed in the name of the Association and the necessary steps taken before the Board of Railway Commissioners in support of same.

A supplement to the present Classification with advances submitted in December last, to which objections were taken on behalf of members, has not yet been disposed of.

#### Proposed Increase in the Carload Minimums of the Canadian Freight Classification.

The proposition submitted to your Committee for consideration by the Canadian Freight Association, which represents practically all railways in Canada, to revise and increase the carload minimums in the Classification was laid before you. It is of vital importance and every member of the Association is interested. All have been asked to express their views on the subject. The increases proposed affect every commodity in every section of the country. It is, therefore, considered inadvisable to express an opinion thereon until a large majority of the members are heard from. Considerable information on the subject has already been prepared and will be turned over to the incoming Committee, who, no doubt, will be able to give the railways a reply at an early date.

A re-issue of the Classification is in hand and will be ready for distribution shortly. It contains a number of reductions and other improvements which will be readily appreciated by shippers.

#### Express Rates, Classification and Conditions of Carriage.

Although the Board of Railway Commissioners has not yet announced the result of the general enquiry into express rates, regulations and practices, in which the Department assisted, some of the matters in which the public is interested have been finally settled, as follows:

##### Liability of Initial Company.

The companies now maintain that they are forwarders, acting as agents, and they limit their liability accordingly. Under the new conditions the initial company on the form approved by the Board must give a receipt for the property and deliver it at destination, if in Canada, in good condition. In other words, the company is responsible for the shipment through to destination, even although it is handled by more than one company.

##### Deliveries.

The companies, under the direction of the Board, must publish a directory containing the delivery limits in all centres of 10,000 population or over.

At points where the company has delivery service, tender of the shipment for delivery to the consignee will be made at the address given, if within such delivery limits. Where there is no delivery service the company will forthwith notify the consignee, at the address given, of the arrival of the shipment. The company's liability to deliver to addresses outside delivery limits shall be governed by the classification and special tariffs.

If no express company subject to the Railway Act has an office at the place to which the consignment is addressed, then unless otherwise routed, the company only agrees to carry the same to its office or that of some other express company subject to the said Act, most convenient for furtherance to destination, and upon arrival there the company may so notify the consignee, or upon direction of the shipper or consignee, or upon its own discretion, may deliver the shipment to any connecting carrier for furtherance to destination.



MR. J. R. MARLOW

(Canada Cycle & Motor Co. Ltd.)

Chairman Railway and Transportation Committee, 1909-1910

If the shipment is delivered to an express company or carrier not subject to the Railway Act, the company shall act as the agent of the shipper in effecting such delivery.

##### Claims.

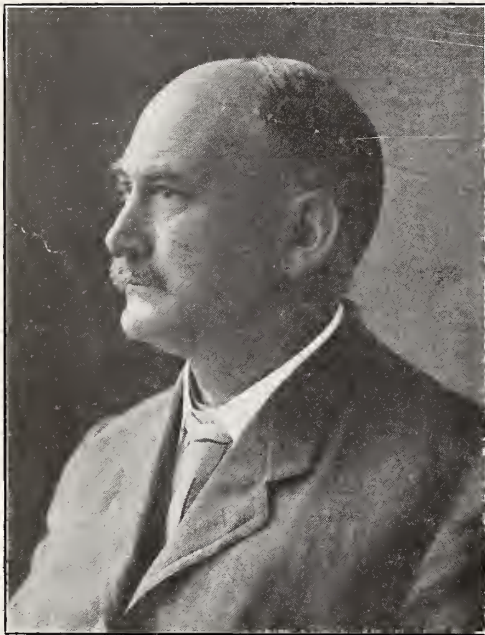
Four months' time is allowed within which to give written notice of claims or the intention to file same for non-delivery or loss or destruction of the shipment in Canada.

##### Classification.

The conditions of carriage and the list of articles in the classification have been revised under the immediate supervision of the Board. Decided improvements have been made. The classification and conditions have been made so clear that the average person can readily and with a reasonable degree of certainty determine the lawful rate therefrom and the conditions of carriage applicable thereto.

Advances as well as reductions have been made. Briefly the advances are: the striking out of scales "A" and "E"; some of the items in the general specials list; fixing a charge on returned ale, beer, aerated water and other empties of a like nature now carried free (all empties outstanding at the time the new classification comes into effect to be returned free provided shippers furnish the companies with lists thereof), and conventional weights on light and bulky articles shipped in corrugated cases and paper boxes when not crated, such goods now being carried at actual weight. If crated, the companies will continue to carry at actual weight. These weights were the subject of a number of hearings before the Board and were finally fixed to some extent by compromise.

The principal reductions announced so far consist of through joint rates between all companies somewhat less than



MR. HENRY BERTRAM

(John Bertram & Sons, Co., Ltd.)

Chairman Railway and Transp. Com., 1910-1911

the locals; striking out owner's risk clause, and fixing rates on castings if returned within thirty days, as follows:

5 lbs. and under.....15 cents.  
Over 5 lbs. to 50 lbs....Half mdse. rate, minimum 25 cents.  
Over 50 lbs. ....Mdse. pound rates, minimum 25 cents.

The live stock contract and other forms in which the public are interested have been thoroughly revised and the liability of the company, it is believed, defined.

A general revision of rates with decided and substantial reductions and improvements, particularly in the graduate scale, a tariff of minimums under which the bulk of the business is carried, is looked for.

#### Water Carriage of Goods Act—Ocean Bills of Lading.

This Act, introduced into the Dominion Senate by Senator Campbell, intended to prohibit ocean carriers from inserting in their bills of lading conditions whereby they are relieved from liability for loss or damage to goods arising from negligence, fault or failure in the proper loading, stowage, care or delivery, came into force September 1st, 1910. The carriers are now preparing new forms to conform with its conditions.

Although the Bill had passed the Senate on two previous occasions it only came before the Committee of the House of Commons in April last, the Manager of the Department appearing at both sittings in the interests of the Association.

#### Regulations for the Carriage of Inflammable Articles and Acids.

Certain regulations limiting the liability of the carriers and placing obligations upon shippers which do not now exist, as adopted by the American Railway Association in the United States, were submitted by the Canadian Freight Association to the Board of Railway Commissioners for approval. Some of the articles affected are: inflammable liquids, gases, acids of various kinds, acetone, alcohol (denatured), grain or wood, benzine, chemicals of various kinds, gasoline, lacquer, liquid bronze, naphtha, paint (bronzing, aluminum and gold), rubber cement, shellac (liquid), bags (empty) used for nitrate of soda, barium peroxide, chlorates, fertilizers, matches (friction), nitrates in bags, phosphorus (yellow), saltpetre in bags, automobile supplies, blacking, roofing cement, compounds (various), disinfectants (liquid) n.o.s., crude oil, dryer, paint and japan (n.o.s.), drugs (n.o.s.), extracts (n.o.s.), gas oil, laboratory supplies, liniments, liquids (n.o.s.), oil (n.o.s.), paints (n.o.s.), petroleum products, pitch roof coating, floor, furniture, liquid, metal and stove polishes, insect and vermin destroying preparations, iron, steel or wood preservers, paint, oil or varnish removers, furniture and leather stain, turpentine substitutes, varnish (n.o.s.).

At the request of the Board the lists were submitted to interested members. A special committee appointed to consider them found some objectionable features, especially the certificate required on the bill of lading. A protest was entered against their adoption at a hearing before the Board, the result being that the application was dismissed.

Whilst there are no objections to the promulgation of regulations in the interests of safety, it is considered unfair to transfer to the owner of the goods the carrier's liability or to guarantee the company against carelessness on the part of its employees.

Authority has been given the railways to bring the matter up again in a more modified form and so as to comply with conditions in Canada.

#### Telegraph Companies, Rates and Forms.

*Domestic Code Messages.*—The new rule in respect to the use of artificial words which the companies proposed to put into effect December 1st, 1909, was, through the prompt action of your Committee, postponed until July 1st, 1910, in order to give those affected an opportunity to comply with the new conditions. A great deal of uncertainty as to the effect of the rule was removed at the hearing of our application.

The Board made the following order:

"It is ordered that the proposed amendments to Rule 4, in so far as the same apply to code messages between points in Canada, and when embodied in proper tariffs filed by the telegraph companies with the Board, be and they are hereby approved, the said amended rule to be put in force not earlier than July 1st, 1910."

Very few, if any, of the standard codes are affected by the new rule, as these codes are made up from the Official Vocabulary compiled by the International Bureau at Berne, and taken from the dictionaries of the following eight languages—English, French, German, Spanish, Italian, Portuguese, Dutch and Latin, which contain in all 1,200,000 words. Whilst the companies are required under international regulations to accept such words in cablegrams without restrictions, they are not

compelled to do so in respect to domestic or land line messages. They have, however, in order to facilitate business, extended the use of the vocabulary as above indicated.

Whilst there may be some advance in the rate on artificial words, particularly private codes, there has been a reduction for unpronounceable combinations in that they are now accepted on the basis of five letters to the word instead of one letter one word, as formerly.

With regard to the acceptance of code messages made up of words taken from the Official Vocabulary, the companies agreed that if a message were so tendered and any contention arose in respect to the acceptance of the words, payment for the message would be accepted on the basis offered. It would be then referred to some superior officer for interpretation.

The companies were instructed to embody in their tariffs a provision to the effect that every word in the Official Vocabulary would be accepted no matter how many letters were in the word.

*Forms.*—The conditions on the forms used for transmitting and receiving messages were considered by the Board at a hearing at which the Manager of the Department appeared. These forms are to be revised at an early date, and the companies will, it is expected, be required to assume responsibilities from which they are now relieved under the present form of contract.

#### Domestic Bill of Lading.

The conditions for the bill of lading approved by the Board of Railway Commissioners, which went into effect on October 1st last, have been adopted by practically all Canadian railways, including those not subject to the legislative authority of the Parliament of Canada, so that they are now in general use throughout the country.

Although the new conditions, which, as you are aware, were brought about largely through the work of the Association, have been in effect for less than a year, it is believed that they have proven a decided advantage to shippers without imposing any undue burden or obligation upon the carriers. The terms upon which a shipment is made are defined. From information received your Committee has no hesitation in saying that the new bill of lading is of undoubted value in the presentation and prompt settlement of claims.

#### Proper Description of Freight on Bills of Lading.

The necessity for properly describing freight on bills of lading in order to avoid claims for overcharges and delays was dealt with in the May number of *INDUSTRIAL CANADA*, under the heading—"How to Minimize Freight Claims." Your Committee is of the opinion that such claims would be materially reduced if the suggestions were followed.

As an illustration of improper or incomplete description:

1. A shipping order reading "one crate baskets" is indefinite, the classification providing ratings for a great variety of baskets, and further distinction as to the method of packing, *i.e.*, nested or not nested.

2. A shipping order reading "one case glassware" is insufficient. The classification contains numerous ratings on articles coming under this heading.

The same applies to fish, glass, pickles, furniture and so on throughout the classification, all more or less subject to different ratings, and unless sufficiently described to enable the billing clerk properly to rate the traffic are liable to overcharge or delay.

*Claims.*—When claims do arise shippers in filing them should enumerate on the face of the claim statement just what documents are transmitted in support thereof.

*For Overcharge Claims* the following papers are necessary:

1. Original or copy of original bill of lading.
2. Original expense bill.
3. Reference to railway company's tariff (if possible), giving number of the particular tariff under which refund is claimed.
4. Claims for overcharge in weight should be supported by certified invoices of articles shipped and statements of weights claimed on each different item and total weight claimed.

*For Loss and Damage Claims* the following papers are necessary:

1. Original or copy of original bill of lading.
2. Original expense bill.
3. Certified copy of original invoice.



MR. J. E. WALSH

Manager Railway and Transportation Department

4. Bill of particulars showing in detail how the loss or damage is arrived at.
5. Any other documents pertaining to the matter that would assist the carrier in promptly determining liability. Absence of any of the papers mentioned should be explained.

Claims should be made in conformity with conditions of the bill of lading, classification and tariffs, it being the duty of the freight claim agents to observe such conditions in considering carrier's liability.

#### Siding Agreements.

The principal Canadian railways have revised the agreements under which industrial sidings are constructed. The obsolete provisions of the old forms have been struck out. It is believed that the new forms are much less onerous on the owner of the industry and that the terms are fairly reasonable.

As the companies have not adopted a hard and fast rule in regard to siding agreements, the conditions varying in accord-

ance with circumstances, the new forms are prepared so as to permit of the necessary variation to suit the case.

#### Eastern Canada-Australia-New Zealand Steamship Service.

The Association in Convention at Montreal in 1901 adopted a resolution urging the establishment of a steamship line between Eastern Canada and Australia and New Zealand. The matter has been followed up since with satisfactory results.

A contract has been entered into by our Government with the New Zealand Steamship Company for a monthly service from Montreal in summer and St. John and Halifax in winter. It stipulates that the steamships shall have a carrying capacity of not less than 7,500 tons; that they shall carry an average of 5,000 tons per month after the service has been in operation five or six months; and that rates from Canadian Atlantic ports shall be as reasonable as those in effect from any United States port on the Atlantic seaboard.

The tonnage, fifty per cent. of which is Canadian traffic, has been very satisfactory since the opening of the line, the average being above that required by the contract after the line has been in operation for six months.

No regular service has as yet been established from New Zealand and Australia, although advices have been received that such is on foot.

#### Canada-Australia Steamship Service (Royal Mail Line).

The present Canadian-Australia contract expires July 31st, 1911. Tenders have been issued for a new service from that date. The outward tonnage for 1909 (23,444 tons) showed a slight increase over previous years, the tonnage for 1908 being 14,180 tons, and for 1907 17,816 tons.

#### Staking Flat and Open Cars and Otherwise Providing Proper Facilities for the Safe Transportation of Traffic which Requires Such Equipment.

The Board of Railway Commissioners has again been asked to require the railways subject to its jurisdiction to reimburse shippers for the actual expense put to in staking flat cars and otherwise complying with the following order (No. 7599, July, 1909):

"That every railway company subject to the legislative authority of the Parliament of Canada operating a railway by steam power shall strictly conform to the rules and regulations from time to time approved by the Master Car Builders' Association";

also,

"That every shipper shall be liable to a penalty of a sum not exceeding twenty-five (25) dollars for failure to comply with the regulations."

The question of placing on the railways the expense of supplying stakes and other necessary equipment was raised at the time these regulations were under consideration. The Board, however, considered the matter a rate question to be dealt with aside from the above order, which is concerned with operating. The application has not yet been disposed of.

#### General Interswitching.

In order to remove all doubt as to the interpretation to be placed on Order No. 4988, effective September 1st, 1908, which it will be remembered the Association secured, and which materially reduces the cost of this service, the Board of Railway Commissioners issued the following circular, dated January 21st, 1910:

"Differences of opinion appear to have arisen between some of the railway companies and the public as to the scope of the Order of the Board, No. 4988, dated July 8th,

1908, known as the General Interswitching Order, and judging from their interswitching tariffs, these differences do not seem to be non-existent as between the companies themselves.

"While of the opinion that the language of the Order is clear beyond misinterpretation, the Board declares that, for the purposes of the Order:

"(a) The maximum interswitching distance is unqualified, and means, as stated, 'any distance not exceeding four miles . . . from the nearest point of interchange,' regardless of the location of the point of interchange or of station yard limits or any other limits or boundaries.

"(b) Clause 10 of the Order refers, as stated, to 'ordinary freight service from station to station'; that is, traffic originating at the common point, as distinguished from interswitched joint traffic."

Notwithstanding this interpretation, interested railways took exception to the application of the Order between certain points in and about Montreal, and on application the Board decided to hear what they had to say.

Strong objections were made on behalf of the Association at the hearing against any change in the Order or in its application. The Board has the matter under consideration.

#### Stop-off Charge "For Orders," Cartier and Sarnia, Ont.

The Board of Railway Commissioners by order fixed the toll for this service not to exceed \$1.00 per car per day after twenty-four hours. This was not considered unreasonable in view of the recent increase in the per diem charge for cars, as well as in other terminal expenses.

#### Important Orders of the Board of Railway Commissioners.

##### Flag Stations.—"It is ordered:

"1. That all railway companies subject to the jurisdiction of the Board, within six months from the date of this Order, do construct and maintain, upon their lines of railway in Manitoba, Saskatchewan and Alberta, at stations (other than regular agency stations) from or to which freight (l.c.l.) and passenger traffic is carried, suitable shelters or waiting rooms for the accommodation of freight and passengers—the said shelters to be provided with proper doors and windows and not to be below the standard of the plans and specifications attached, No. 1 ("A" or "B," as may be decided upon).

"2. That appurtenant to the said shelters and at proper and convenient locations shall be erected within the time aforesaid proper and convenient platforms and approaches.

"3. All freight traffic delivered to such points shall be placed in the said shelter, and the carrier shall not be relieved from liability under the release approved by Order No. 6242, unless this direction is complied with.

"4. That all stations or shipping places upon the said lines of railway, from or to which the total freight and passenger earnings of the Company for the last fiscal year, or where the average earnings for the last three fiscal years, amount to not less than \$15,000, of which \$2,000 shall represent inward traffic, the said railway companies shall forthwith construct and equip suitable and proper stations, not to be below the standard of plans and specifications attached, No. 2, and shall likewise forthwith appoint and continue a permanent agent at such point or points.

"5. That at all non-agency points where the business of the company consists solely or principally of grain shipments and the same amounted to at least 50,000 bushels for the previous year, temporary grain agents shall be appointed and continued during the grain shipping season, being from September 15th to December 31st in each year."

*Weighing of Bituminous Coal Shipped from the United States for Final Delivery at a Point in Ontario.*—"It is ordered:



"1. In the event of the consignee of any car or cars desiring to have such car or cars weighed at the port of entry, he shall be at liberty to give a written notice to the local agent of the railway company receiving such car or cars at such port of entry for delivery or furtherance, that he wishes to have any or all of the cars weighed, such notice to be given before the coal is received by such railway company; and upon the receipt of such notice it shall be the duty of the company to weigh free of charge at such port of entry all cars covered by the notice.

"2. General or continuing written notice may be given.

"3. Cars may remain coupled one to another in a train for the purpose of such weighing.

"4. The weighing of coal at the port of entry shall be under the supervision of a Government weighmaster, to be appointed or named by the Minister of Customs.

"5. The Government weighmaster will issue certificates of weighing as provided for in the order.

"6. In case of dispute between the railway company and the consignee as to the weight of coal in cars weighed, the certificate of the weight of such coal by the Government weighmaster shall be binding upon the railway company.

"7. The local agent of the railway company at such port of entry must notify the Government weighmaster of the probable hour of arrival from day to day of all cars required to be weighed.

"8. If the railway company has weigh scales at the point of destination of such coal the company shall there weigh such car or cars as may be specified in a written notice delivered by the consignee to the agent of the railway company at such point of destination within twenty-four hours after the arrival of the coal.

"9. If the railway company has not established weigh scales at the point of destination, the company shall, at the weigh scale point nearest such destination in the direct route, weigh such car or cars as may be specified in a written notice delivered by the consignee.

"10. For the service required to be performed by the railway company under clauses 8 and 9 hereof, the railway company may charge and collect from the consignee five cents for every ton of coal in the car, with a minimum of \$1.00 and a maximum of \$2.00 per carload; but no charge shall be made and no amount collected for such service if the weight of the coal be more than 500 lbs. less than the weight of the coal at the port of entry, or if the coal not having been weighed at the port of entry, the weight be more than 500 lbs. less than the weight shown by the way bill to be in the car at the time of shipment plus the weight of the car itself as shown by the tare.

"11. If the consignee notifies the railway company within five hours from the unloading of any car containing such coal, the company shall weigh the car, provided there is a scale at destination, and for such service may charge and collect \$1.00 per car, but no charge shall be made if the actual weight of the car exceeds the tare marked on it by more than 500 lbs.

"12. This order shall apply only to ports of entry and points of delivery in the Province of Ontario.

"13. Any person or company affected by the order may, after one year from the date hereof, apply to the Board to vary or rescind it."

#### Parcel Post.

At the last Annual Convention some discussion took place in regard to extending the parcel post in Canada, and the matter was referred to your Committee. The following information is placed before you with the suggestion that the Convention consider the advisability of adopting a resolution recommending an extension of the service within Canada equal

at least to that now in effect between Canada and foreign countries other than the United States.

Briefly, the limit of weight on merchandise between points in Canada is five pounds and the rate one cent per ounce. The size of the package is also limited by regulation. From Canada to the United States packages must not exceed four pounds six ounces.

Eleven-pound packages may be sent by parcel post from any point in Canada to any point in Great Britain at a flat rate of twelve cents per pound. The same applies to the British West Indies, Mexico, etc. The same sized package can be sent to Hong Kong and British post offices in China at a rate of sixteen cents for the first pound and twelve cents for each succeeding pound.

A parcel of eleven pounds in weight may be sent from any point in Great Britain, Mexico, etc., to Canada. The



MR. JOHN FIRSTBROOK

(Firstbrook Box Co., Ltd.)

Chairman Finance Committee 1909-1910

general regulation as to size is 2 ft. by 1 ft. by 1 ft., but such articles as umbrellas, golf sticks, etc., which cannot be divided, may go up to 3½ ft. in length. (This latter concession of 3½ ft. is on British parcels only.)

The system is used extensively in Great Britain, the rate being six cents for one pound or less, eight cents for over one pound and under two, with two cents additional for each pound thereafter.

On the Continent the system is even more extended. In Germany parcels are accepted of any weight up to 50 kilos (110 English pounds), and the rates are necessarily low.

#### The Railway Act.

The new railroad law in the United States which went into effect on August 18th last has some features which your Committee deems advisable to bring to your attention with the view of suggesting similar legislation in Canada.

Section 9 of the Bill authorizes the Commission to reject

tariffs with defective notices. It penalizes the carrier \$500 or \$25 a day for non-compliance with orders. *On written request, carrier must give written statement of freight rates to any place on its tariffs: Penalty for delay or mistake, \$250.00. Agent's name must be posted at each station.*

Section 12 authorizes the Commission to suspend new tariffs 120 days from date they would go into effect, and six months beyond (10 months in all) if necessary for enquiry. Carrier must prove reasonableness of any proposed increase.

In addition to the above summary, your Committee, as stated at the outset, has advised throughout the year in many matters of an individual character.

Articles of an educational nature, prepared by the Department, have been published in INDUSTRIAL CANADA. They were intended to bring about a better understanding of the respective duties of shippers and carriers. The results, it is believed, have been good.

Respectfully submitted,

G. M. MURRAY,  
Secretary.

J. R. MARLOW,  
Chairman

J. E. WALSH,  
Manager, Transportation Department.

Mr. Walsh read Opening and clauses *re* "Freight Rates in General," "Rates to the Middle West and Pacific Coast," "International Rates (U.S.)," "Ocean Rates," "Joint Rates in Excess of the Sum of the Locals," "Advance in Lumber Rates," "General Advance in Freight Rates," "Tehuantepec Route." and "Freight Classification."

Mr. Walsh.—The supplement referred to has since been dealt with by the Board; it contained some serious advances. We put up strong objections to them and our position has been sustained. One of our members, writing on the subject, says, "With reference to the Board's decision on freight classification, I am in receipt of your favor of the 9th. and agree with you that the decision is a decided win for us, and will have, I think, far-reaching consequences in other directions. I therefore tender you congratulations on success, and thanks for your efforts on our behalf."

Mr. Walsh read clauses *re* "Proposed Increase in the Car-load Minimums of the Canadian Freight Classification," "Express Rates, Classification and Conditions of Carriage," "Liability of Initial Company," "Deliveries," "Claims," "Classification," "Water Carriage of Goods Act—Ocean Bills of Lading," "Regulations for the Carriage of Inflammable Articles and Acids," and "Telegraph Companies, Rates and Forms."

Mr. Walsh.—I want to say in connection with these telegraph forms, that the contract in contemplation that is being prepared provides for a fine for error in the transmission of messages in English, French, and we hope in ordinary code messages, that is, codes made up from the official vocabulary. At the present time the companies do not hold themselves responsible for the acts of messengers. Under the new contract we expect they will have to assume responsibility, and that there will be some obligation connected with the contract in the form of a fine.

Mr. Walsh read clause *re* "Domestic Bill of Lading," etc.

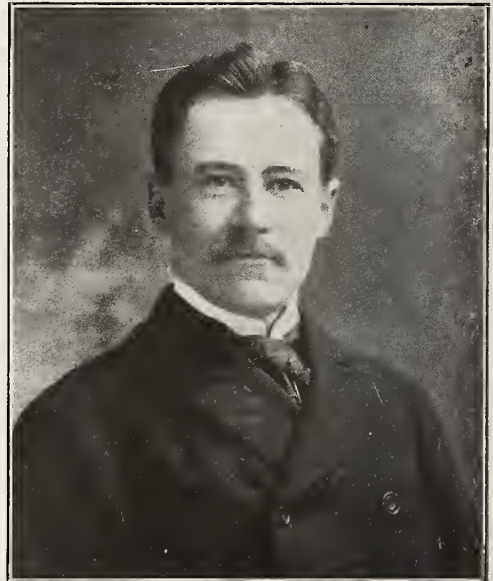
Mr. Walsh.—I have a couple of letters here supporting what the report says in regard to claims. One of the Claims Agents in writing on the subject says he considers that the new bill of lading was manifestly designed to make the position of carriers in the matter of their duties and liabilities more arduous and far-reaching, and therefore it could not be expected that the number of claims made against railway companies would be diminished by reason of the new form of contract. As a matter of fact their claims have been clearly increased on account of the new conditions.

Another letter says, "Our records for a period of eight

months show a very material increase in the number of loss and damage claims. We have no doubt this increase is largely due to the change in the terms of the bill of lading."

Mr. Walsh read clauses *re* "Eastern Canada-Australia-New Zealand Steamship Service," "Canada-Australia Steamship Service (Royal Mail Line)," "Staking Flat and Open Cars and Otherwise Providing Proper Facilities for the Safe Transportation of Traffic which Requires such Equipment," "General Interswitching," "Stop-off Charge for Orders, Cartier and Sarnia, Ont.," "Important Orders of the Board of Railway Commissioners," "Parcel Post," and "The Railway Act."

Mr. Bertram.—I have very much pleasure in moving the adoption of the report of the Railway and Transportation Committee. I might say that the work of this Committee is largely technical, and Mr. Walsh, our Manager of that Department, has shown himself to be very careful in the consideration of all the matters that come before the Committee. Therefore, it is with a great deal of pleasure I would ask Mr. Rowley to second the adoption of the report.



MR. B. T. ROGERS

(British Columbia Sugar Refining Co.)  
B.C. Vice-President

Mr. Rowley.—Mr. President, I have great pleasure in seconding Mr. Bertram's motion for the adoption of this report. It is one of the many reports I have always taken a very great interest in. The Transportation Department of this Association can be made one of the most money saving and money making Departments in our service. The Committee that handles this part of our business is a most careful, conservative and practical one; we have also got a very good man as Manager, and I wish, without adding anything to what Mr. Bertram has said, to congratulate the Committee on the excellence of the work. I think we should be well pleased with Mr. Walsh's work in our behalf. I am sure every one in this room who knows the trouble that Mr. Walsh has just gone through in the serious accident to his son, will sympathize with him, and join with me in saying that we are glad to hear the boy is recovering, and hope he will soon be all right again. I would like Mr. Walsh to feel that the members of the Association are in hearty sympathy with him.

The President put the motion to adopt the report, which on a vote having been taken, was declared carried.

The President.—The next thing on the programme is that of resolutions.

## REPORT OF COMMITTEE ON RESOLUTIONS

The Secretary.—Mr. President and Gentlemen, it has been customary in other years to ask the Standing Committee on Resolutions, which, as you know, consists of the Chairmen of all the Standing Committees of the Association, the Chairmen of the Branches of the Association, and ex-officio the Officers of the Association, by which we mean the President, Vice-President, and Provincial Vice-Presidents, to pass upon all resolutions submitted, for the purpose of eliminating unnecessary discussion at this Convention. This year, owing to the fact of the Convention being held so far from the centre of the Association's activities, there is scarcely a quorum of the Standing Committee on Resolutions present. Two courses of procedure are open to you. You can appoint a Special Committee to review these resolutions and bring in a report, in which case it would be necessary to adjourn this meeting perhaps for fifteen minutes, or else, I will read these resolutions to you, and you can consider them in Committee of the Whole. What is your pleasure?

Mr. Stovel.—I move we consider them in Committee of the Whole.

Mr. Phillips.—I second that.

The President put the motion, which, on a vote having been taken, was declared carried.

The Secretary then read the following resolutions, which were adopted as read:—

### Resolutions of Thanks.

*Resolved*, That the hearty thanks of the Canadian Manufacturers Association be, and are hereby tendered,

(1) To His Honor, the Lieutenant-Governor, to His Worship the Mayor, and to the members of the City Council for their cordial welcome.

(2) To the British Columbia members of the Association for the splendid entertainment provided and for the general arrangements that have contributed so much to the success of this Convention.

(3) To the Lancashire Old Boys for the use of their Club Rooms as offices, and to the Office Specialty Co. for the loan of office equipment.

(4) To the Vancouver Board of Trade for the use of their rooms for business sessions.

(5) To the President and members of the Terminal City Club for privileges extended.

(6) To the British Columbia Electric Railway Co. for so kindly according delegates free transportation over their lines and for the special cars provided for the visit to New Westminster.

(7) To the British Columbia Telephone Co. for so generously granting delegates the free use of their wires, for both local and long-distance calls, as well as for the free telephones installed in Dominion Hall.

(8) To the Railway and Steamship Companies for the reduced rates authorized for this Convention, as a result of which a gratifying attendance has been secured.

(9) To the press of Vancouver and other cities for their fair and full reports of our Convention proceedings.

### Resolution of Sympathy.

The Secretary.—The next is a resolution which was introduced as a result of the report of the Commercial Intelligence Committee. It reads as follows:

"Resolved, that the Canadian Manufacturers Association in

Annual Meeting assembled, expresses its appreciation of the many years of service devoted to the interests of Canadian trade, commerce and manufacturing by the late J. S. Larke, Canadian Trade Commissioner to Australia, and hereby extends its sympathy to the members of his family; and be it further

"Resolved, that copies of this resolution be sent to the members of Mr. Larke's family, and to the Honorable the Minister of Trade and Commerce for Canada."

On the suggestion of Mr. Phillips a standing vote was taken upon this resolution, when it was declared carried unanimously.

The Secretary.—The next is a resolution moved by Mr. Bell Irving, seconded by R. H. Barker:

### Advocate Reciprocal Preference.

*Resolved*, That the representatives of the Dominion of Canada at the forthcoming Colonial Conference be requested to urge the desirability of taking immediate steps to bring about reciprocal preferential trade within the Empire, believing that thereby the bonds of union will be strengthened and the British Empire largely freed from dependence on foreign countries for food and other supplies.

Mr. Irving.—Mr. President and Gentlemen:—

Might I ask your indulgence for one moment to say a few words upon that matter. I was unavoidably absent from the meeting when the President's address was given, but I read with great interest his very important remarks dealing with that very subject, a most important subject, and I think, gentlemen, it would be a pity were this important meeting, representing the industrial interests of Canada, dissolved without placing on record its endorsement of the important remarks of your President. This resolution practically endorses those remarks. It also is an emphatic declaration on the part of the industrial community in Canada in favor of the continuance and maintenance of the protective policy. A serious misunderstanding has arisen in England over recent speeches, and I think this is a most opportune time for the voice of Canadian industries to be heard in an emphatic way. The question of reciprocity with the United States is also looming up, and this is another important matter on which I think we should give our declaration, and this deals with it entirely. I don't wish to prolong the remarks on the subject because it has been largely gone into in previous meetings of the Chambers of Commerce of the Empire for many years past, and the Manufacturers Association has placed itself on record at one meeting after another, and I think we may now consider it is the confirmed sense of the business community in Canada. It is the idea of protecting the industries throughout the British Empire, and for the purpose of consolidating that Empire.

Mr. R. H. Barker.—I have nothing further to say except that I take great pleasure in seconding the motion as read.

On a standing vote being called for by the President, it was declared carried unanimously.

The Secretary.—The next resolution is somewhat along the same lines, but confined to more specific channels. It is moved by Mr. R. H. Alexander, seconded by Mr. Robert Munro,

### Trade With Australia.

*Whereas*, it is probable that changes may be made before long in the tariff of Australia; be it

*Resolved*, that in the interests of this Association a special effort should be made by our Government to arrange for an interchange of commodities between Canada and Australia on a preferential basis of customs duties.

Mr. Munro.—I don't know whether on hearing the first resolution read it includes the whole of the second. I think we should be specific in that and give effect to that resolution. There is a tendency still to forget that the colonies are one, and to forget that Canada is one, and to think of Canada and the special claims of Canada.

Mr. Alexander.—Mr. President and Gentlemen, I think the subject of the resolution is such that it will command universal support from the members of this Association. It seems to me that when we are attempting to negotiate trade reciprocity with other countries we also ought to look to parts of our own Empire more, and endeavour, not only to make arrangements with them for reciprocal treatment for the material benefit of both, but also as a means of drawing the bonds of Empire closer. I, therefore, think it needs hardly any remarks from me to commend this to your hearty support.

#### The Australian Idea.

At the same time, gentlemen, I would like to add a few words of my own on the subject of what I think you may expect from Australia, as I had an opportunity last year of visiting a great many parts of it, having had the honour of attending the conference at Sydney as the representative of this Association, and of moving one of the resolutions on its behalf. The Governments of the different States were extremely kind; they gave passes to all the delegates to different parts of the States, and, perhaps, we gained as much information, and there was as much done by visiting the different towns and meeting with the different Chambers of Commerce in their own localities, and discussing matters on the trips that we made, as in any other way. I would like to say that, as far as I can see—of course, this is my own opinion, gathered from observation and conversation with people on the travel—Australia seems to me very much imbued with the doctrine that may be summed up in a few words of "Australia for the Australians." They feel they want to take care of the people that come to their shores, and throw in their lot with them, and I think you will find the whole of their legislation tinged with that idea. Before the Confederation of the different States into the Commonwealth, Victoria had a protective tariff, and the State of New South Wales had free trade; consequently there is more of the leaven of free trade remaining in New South Wales than in the other portions, but Victoria is, through its protective policy, ahead in manufactures. Since they have adopted the principle of protection in the Commonwealth the manufacturing interest of New South Wales is making some headway, and the manufactures are getting more important there, and I think you will find that their future legislation will be tinged with that idea of protecting their manufactures. I don't think there is any question from their point of view but that they will maintain the principle of protection in the Commonwealth. I think it is securely settled.

#### Developing Their Country.

Also from that point of view I don't think that Canada can look for much concession in their tariff that would in any way interfere with the development of their own manufactures. I think we can hardly blame them for that, because it is exactly the principle we work on ourselves. They are faced with much the same conditions and problems as we in Canada are. They have got an enormous country to develop, and they have got great latent resources; they are bent on

developing those in the best interests of those that settle in Australia; and they not only want to develop their agricultural and mining resources, but they are bent on developing manufacturing also for themselves. They do not expect to do much export business in manufactures; it is for home use, for home service, and consequently they are going to protect them for the people that live in the country. I could mention one instance that shows the proof of their legislation that I think may be taken as an example. They take a very large amount of lumber from this coast; the duty on the large sizes of lumber is about \$1.25 a thousand, whereas the duty on small sizes runs from \$6.25 to \$7.50, and it is simply with the object of having local mills and giving employment to the people to convert the large sizes into small. That is exactly the tinge, I think, you will find through all their legislation. The so-called labor party are now in power in Australia, and the leaders quite understand that in order to get good wages they have got to be able to sell the commodity at a big price, and I think that that will influence their future legislation. They are fully in accord with the idea of having a preference given to parts of the Empire trading between ourselves on perfect terms with one another. Now, with that in view I think we will be enabled to gain some benefit, not in the way of reduction on the products of Canada that might interfere with themselves, but possibly by them putting their tariff higher to the outsiders, outside of the Empire.

I noticed that in a great many of the discussions many of the delegates among our friends from the United Kingdom pressed on them the idea of reciprocal free trade within the Empire, yet that seemed to fall very flat indeed with them.

#### Reciprocal Preference.

Speaking as a Canadian delegate for Canada, I used to represent it in this way, that Canada was committed to the idea of protection, and that we believed in developing her resources just in the same way as they did, but we wanted to treat with them on preferential terms, and that Canada asked them for no concession that would interfere with the development of their own manufactures, but after they had put on any duty they saw fit in the interests of something they wished to develop particularly, and after having put on the amount of protection that they thought was necessary to foster it, they ought to put on a little more and rebate it for the parts of the Empire that wished to send products to their shores. That argument seemed to appeal to them, and they were ready to adopt that principle, and I believe if that is the idea we approach them with, something can be done. I believe, gentlemen, that is all we can fairly expect from them. (Applause.)

The President put the motion, and, on a vote having been taken, declared it carried unanimously.

#### Incorporation of Companies.

The Secretary.—The next resolution arises out of the discussion relating to the powers of the Provinces in the Dominion in reference to the incorporation and licensing of companies. This resolution is sent forward at the suggestion of the Parliamentary Committee:

*Whereas*, there appears to be uncertainty as to whether charters for manufacturing companies should be issued by the Federal Government at Ottawa or the Provincial Governments of the various Provinces; and

*Whereas*, uncertainty exists as to the extent of the powers granted by the Provinces and the Dominion respectively to such companies; and

*Whereas*, various vexatious restrictions and conditions are at present imposed upon the exercises of the powers of com-

panies under charters both Dominion and Provincial; therefore, be it

*Resolved*, that the attention of the Federal and the Provincial Governments be drawn to the unsatisfactory state of the present law, and that a recommendation be made that steps should be taken to place the administration of the law governing the incorporation and control of companies throughout the whole Dominion upon a more uniform and reasonable basis; and be it further

*Resolved*, that the copies of this resolution be forwarded to the Premier, the Secretary of State, and the Minister of Justice of Canada, and the Premiers, Provincial Secretaries and Attorneys-General of the different Provinces.

The President put the motion to adopt the resolution, which, on a vote having been taken, was declared carried.

#### Resolution on Insurance.

The Secretary.—The next resolution has to deal with the question of insurance as suggested by Mr. Leighton:

*Resolved*, that having regard to the important decisions affecting insurance matters, which it is expected will be handed down by the Courts during the coming year, and having regard also to the growing importance of the question of the legality of the various Insurance Associations, that this be an instruction to the Parliamentary and Insurance Committees to take such steps and secure such information as will enable either or both of these Committees to report to the Executive Council as to the desirability and feasibility of bringing the important question of the legality of the Insurance Associations to a final decision.

Mr. Leighton (Vancouver).—I don't suppose that there is any gentleman here who has not at one time or another felt

the injustice of the method of these insurance associations. I have been in the country a comparatively short time, and in that time there is nothing that has come to my notice that has made me more angry than the methods of these insurance associations, and I can't help feeling that they must be illegal combinations, and I believe that a fight will have to come up on that point, and the sooner we undertake it the sooner we will be relieved of the incubus. It would be out of place to give personal instances, because anything I would say would only remind the members of similar occurrences in their own experience. I don't think there can be any doubt that the methods of these associations, the attitudes which they are now taking, attitudes which are absolutely void in many instances of anything resembling business honesty and integrity, are attitudes which should be brought to an end. In our own case we had a definite undertaking from the company that in the event of our giving them our employees' liability they would at the end of the first year, if the risk was found to be favorable, reduce our rate. At the end of the year our loss had been a fraction of one per cent., and on our making application for a reduction in the rate they said they were very sorry but their association had altered the rules and regulations during the year in such a way as to prevent them carrying out that undertaking. I protested, but I had nothing to do with the Association. They put it up to the head office again, and they said that they had gone over their figures and were very sorry that nothing could be done, with the result that we got no reduction in the rate, notwithstanding their undertaking, which they admitted having given.

Mr. Campbell (Montreal).—I would have much pleasure in seconding that resolution.

The President put the motion to adopt the resolution, which, on a vote having been taken, was declared carried.

## AMENDMENTS TO BY-LAWS

The Secretary.—That concludes, Mr. President, the report of the Resolutions Committee. Next comes an amendment to the By-laws. Before this is considered I might, perhaps, explain that under the By-laws of the Association all notices of amendment have to be submitted to the Secretary in writing at least three weeks before the date of the Annual Meeting. Notice to this effect was sent out under date August 1st, and Wednesday, August 31st was set as the last date for the receipt of amendments to the By-laws. The amendment which is in your hands was duly filed with me prior to that date. It is moved by Mr. C. M. Murray, Toronto, and seconded by Mr. E. G. Henderson, of Windsor. The By-law as it stands at present is on the left hand side, and the proposed amendment is on the right hand side of the circular, the portion in italics being what is added. Perhaps it would be just as well if I would read it. The By-law as it stands at present reads:

#### "Dues and Privileges."

"The Annual Membership Fee in this Association shall be, for members employing under fifty employees, \$10; for members employing fifty and less than one hundred employees, \$15; for members employing one hundred or more employees, \$25 each; for each additional representative, after the first, from any member, \$10. The first payment shall become due on the election of a member, and each subsequent payment twelve months thereafter. If any member shall fail to pay his annual fee within three months after same has become due, registered notice to his last known address shall be sent him by the Secretary, and if the fee be not paid within thirty days after such notification, the defaulter may be struck off

the roll of membership by resolution of the Executive Council."

The purport of the amendment is to change that so as to provide for an additional graduation of the scale.

Before that amendment is open for discussion I should like, Mr. President, with your permission, to state that it was anticipated that there might be a good deal of opposition to this amendment. It was first of all considered at a joint meeting of the Reception and Membership and Finance Committees, and while they were not unanimously in support of it, there was a sufficient number of them who looked favorably upon it to warrant that joint meeting in sending it on to Montreal for the purpose of obtaining the views of the Montreal members. The amendment was not so favorably regarded in Montreal as it was by the joint meeting of the Membership and Finance Committees. These Committees, however, had no desire to take an arbitrary stand, or to force their views upon this meeting, but they did feel that some increase in the revenue of the Association was necessary in order to enable the Executive to carry out the progressive programme upon which they are now working. It was felt that that increase should be sufficient to net the Association something like \$5,000 a year at least. In order that there might be no ill-feeling, no suspicion that the fees were increased as the result of a snap verdict, I personally wrote to a very large number, or, in fact, to all of those who I thought would be affected by the proposed increase, all of those at least in the territory from Manitoba east. I did not write to those in the West because I thought that they would be represented at this Convention after having received notice of the proposed increase. I have here the replies that have been received; I could read any of

these that you would care to have read, but I might just summarize the returns by stating that the majority of them are quite willing that the proposed increase should go into effect. A minority, a fairly large minority perhaps I should state, are opposed to the increase, at least in the form in which it is stated in this amendment. Some of them carry their objections so far as to state that if these changes go into effect they will ask us to accept their resignation as members of the Association, to take effect at the expiration of their year. There are other large companies who object to the proposed increase because of the fact that they claim, and I think with some degree of justice, that as their companies expand they have to provide themselves with specialists and experts to look after the interests of their companies just as our Association is providing experts and specialists in transportation, customs, insurance, and so on; that it is the smaller firms that benefit by this expert advice rather than the larger firms, because the volume of work to be done by such experts for the larger firms is sufficiently large to justify them in employing such men and retaining them exclusively in their own employ. The spirit, however, with which most of the larger members have approached this subject has been one of generosity, and there are only a very few of them who carry their objections so far as to state that their resignation would follow any adoption by this meeting of an increase of the magnitude at least suggested in this amendment.

I would be very glad, Mr. President, as I stated before, to read the views of any of those who have taken the trouble to acquaint me by letter with their views on the subject, but I take it for granted that the discussion which will follow this amendment in this meeting will clear the air, and enable you to form an adequate idea as to how the majority of the members feel upon it.

The President.—I think, gentlemen, that something has to be done to increase our finances. When I came into office last year I thought of it considerably, but the matter is now brought before us in this amendment. I thought that probably at that time it should be increased by 20 per cent. all round, but I am willing, as one of the larger manufacturers, to accept it in this way, though I think as the increases go forward that we will probably a year hence have to put on about 20 per cent. on top of all this. If this Association is going to go forward and do the work which is to be done, we have got to have some more funds in some way, and as one of the large manufacturers I am quite willing to take it in this shape, but that is subject, of course, to the views of the members of the Association. It would be very unfortunate if any member of the Association should have to retire on account of increased dues. I hope those gentlemen who think of retiring will take this into consideration, that although a man is a large manufacturer and he has got to pay more than a small manufacturer, he is getting the advantage of all the work he does at home. As I said before, I should be very sorry if any member of this Association should retire on account of this, but we must have more funds in some way. Perhaps some member can suggest some other means of doing it, or we might leave it as it stands, and go on in the way we are doing. I think we can do a great deal more good with more funds. Under our new President I expect the work will be continued this year, and probably we will have to appoint some expert officials to carry out the work.

#### Objection to Increase.

Alderman Sadler.—As a member of the Montreal Executive I might say that the matter was freely discussed in the limited time placed at our disposal. I might say that the Executive feel disposed to encourage an increase of the funds if the expenses of the organization warrant it, provided that

the expenses are incurred for the benefit of the whole, without too great a share of the expenditure being placed on the special departments; and I would like to read the resolution as it was passed; it is brief, and then I will speak on the lines of it: "It was resolved, in view of the radical change proposed, and in consideration of the opinions advanced by many of our members who would be affected by such change, that it would be undesirable in the opinion of this Executive to increase the fees along the line proposed in the notice of amendment." I might say that the Secretary of the Montreal Branch pursued the same course as Mr. Murray stated the Executive in Toronto did, in sending out notices and asking opinions from various members, and as he did not read any he had received, I will refrain from reading any, and just merely say in passing that the sense of the most of them was on the same lines, that the larger concerns felt the increase would be an injustice to them inasmuch as they were not receiving, and would not receive any greater benefit, and in many cases the smaller concerns probably would receive more benefit, and were constantly using the various departments more than the larger ones were doing. That seemed to be the opinion. In fact, some of them went so far as to say, as Mr. Murray has stated, that they would be perhaps inclined to withdraw rather than submit; they thought it was too large an increase.

I might read one or two letters, which are very short, from two of our past presidents. Mr. George E. Drummond says: "The change is entirely too radical. The Association would be better to demand the support of the larger manufacturers by taking a firmer stand on matters of public policy, such as our numbers warrant rather than devoting their whole time to the formation of special departments."

Mr. Ballantyne, a past president of the Association, manager of the Sherwin, Williams Company, objects to the increase on the larger manufacturers on the ground that it would be taxing them with the expenses of special departments, the services of which were called on more frequently by the smaller concerns, and he declared that if the Association were taking a firmer stand on the fiscal interests and keeping alive the many interests of the manufacturers before the people, that the larger manufacturers would appreciate more the advantages of the Association and be more ready to pay larger fees.

I think the fee for many of the smaller concerns, which is at present \$10, would not be objected to if it was increased a small amount. I really believe the smaller concerns get a great deal more service for the \$10 than the larger concerns would get for \$100. I don't altogether agree with the statement that the larger concerns are not benefited by the special departments, although they have perhaps in their own administration means of getting at matters that will help them out, such as this Association has been rendering. I might say with regard to the Transportation Department, I think that the larger concerns, no matter what their facilities are, cannot reach or bring about the advantages that our Transportation Department can do, with a man who has been thoroughly trained along those lines. Sometimes it is a very complex question when you come to discuss it, and unless a man is a specialist in that line he does not get at it in the right way. Therefore, I think that it is a big advantage to the large corporation because their freight transportation is very much in excess of the smaller ones.

In this connection I might say, that after we formed our Transportation Department the Montreal Board of Trade conceived the idea of organizing the same thing; they thought it was a good thing, and they instituted one, and they went around and canvassed and got many subscriptions of \$25 a year over and above the annual fees of the membership of the Montreal Board of Trade to support that department. This

Association gives to one and all, all the information, and is keeping well posted in any changes that may take place, and advising the members of those changes, and I think when we look at the large number of the smaller concerns that a dollar or two on the fee would not be objected to.

#### Increase Low Fees.

At the same time, of course, during the last year or two in Montreal, I presume, as well as in Toronto, by the reports, we have solicited—I use the word, because we have to go out and solicit new concerns that are not aware of what benefit this organization is to them—and asked them to join, and by that means we have increased our membership until today in Montreal we have a membership of 500, and I am glad to know the other branches are doing the same. Therefore, I think that if the smaller concerns that have joined the Association have made any attempt to find out the advantages to them, which are many, of this Association, they would not object to a small increase in the fee. I think there would be no objection to an increase of \$2 on the number of firms paying \$10. I am taking the figures from the list here. I don't know whether the \$10 includes the extra membership from a concern, or whether it is the individual members who pay the \$10. If that is the case, there are 1916 members paying \$10. If you increase them a paltry \$2 you will get \$3,832 of an increase, which is a very large proportion of the \$5,000 you are looking for.

Now, with respect to the larger firms, if the Association determines to increase the fees in the proportion of \$5 on 100—and I must say I have grave doubts about the advisability of it—there are many of them that have only perhaps one additional member, and they may cut that additional membership off. I would suggest, if it meets with your view—I would even go so far as to move, that a large concern paying \$75 or \$100 be permitted to have two or three representatives. I think it would be to the advantage of the organization to have them in. Otherwise they might be inclined to withdraw, and they might only have registration of, perhaps, the head of the concern, and we may never see or hear from them. Whereas, if they are allowed two other members besides the head of the firm or corporation, we would always have the advantage of having the President at some of the meetings, and having his advice on any questions that were up for discussion.

Before offering any amendment I would rather wait to hear the other members express their views. But whether they obtain the \$75 or \$100 I would be disposed, before the discussion is over, to move an amendment along the lines that the \$10 fee be raised to \$12.

The President.—We will have the general discussion, and have you move the amendment later.

#### Analysis of Revenues.

Mr. Firstbrook.—Mr. President, every point that Mr. Sadler mentioned was thoroughly discussed by the Committee when they had this matter under advisement. I was Chairman of the Committee, and as Chairman I could not express any very decided views with reference to the matter. There is one thing, however, that the Committee were unanimous on. After discussing the matter most thoroughly, and going into it in every detail, and taking into account those who are employing the smaller number of hands, they decided that there should be no advance in the \$10 fee; that is, that what we would lose in membership from an advance from \$10 to \$12 would more than offset what we would gain from those who would remain in the Association. The Committee were unanimous on that point, that there should be no attempt to advance the fee from \$10 to \$12. The action of the com-

mittee was criticized from the standpoint of the statement which the Treasurer has presented to you, and that was this, we have cash in the bank, part of which has since been invested, of \$14,540.84, and we have invested funds of \$9,193.12, making a total of \$23,733.96. Offset against this are fees paid in advance of \$9,248.33, giving us a total surplus of \$14,485.63. This is represented almost to the dollar by the accumulated profits we have made from INDUSTRIAL CANADA. So that for the ordinary work of the Association the revenue has met the expenditure up to the end of this year practically, within a very few dollars at least.

Now, it has been stated several times that we have had an extra revenue during the past year from new members coming in on account of the canvasses that have been made by Mr. Scully particularly, through the country, and we cannot hope for an increase to that extent during the coming year. If we were to go on on the present basis, with expenditure at the rate of last year, it would show obviously that we would be \$2,000 behind in our ordinary expenditure, so that we must provide for that. Then we have our Departments that are growing, and the work has been becoming more extensive, and the experts in charge of these Departments we cannot expect to retain on the salaries they have been getting; there must be some increase from year to year.

Another matter, we have undertaken during the last few months to institute a Legal Department, and there must be provision made for maintaining that Department. Mr. Murray's estimate of \$5,000 of an increase in the annual expenses is, I think, a very reasonable one.

Now, in order to realize that increase the majority of the Committee thought the proposal before you was the most reasonable they could evolve, and it would perhaps realize, if all the present membership were retained as members of the Association, more than \$5,000; but this is a matter of education, and it is better to take the cherry, which you can take in one bite; when you come to take the apple or pear, or orange, it is better to take two bites, and possibly it would be better for us to take this thing in easy stages, or at least in two stages, and it occurred to me that it would be reasonable to go half way this year, and I have this proposal to make, that you, in the sixth line of the proposed amendment, substitute for "three," "five;" in the seventh line substitute for "three hundred," "five hundred," and for "five hundred," "one thousand," and in the eighth line "\$35" for "\$50," striking out the words after that in the eighth line and in the ninth line, and substituting in the eleventh line "\$50" for "\$100," so that the proposed amendment would read as follows:

#### "Dues and Privileges."

"The Annual Membership Fee in this Association shall be, for members employing under fifty employees, \$10; for members employing fifty and less than one hundred employees, \$15; for members employing one hundred and less than five hundred employees, \$25; for members employing five hundred and less than one thousand employees, \$35; for members employing one thousand or more employees, \$50; for each additional representative, after the first, from any firm, \$10. The first payment shall become due on the election of a member and each subsequent payment twelve months thereafter. If any member shall fail to pay his annual fee within three months after same has become due, registered notice to his last known address shall be sent him by the Secretary, and if the fee be not paid within thirty days after such notification, the defaulter may be struck off the roll of membership by resolution of the Executive Council."

It appears to me, Mr. President, this would be a reasonable increase, and one we could get along with for this coming year at least, and possibly for two years, and, with your

permission, I would move that as an amendment to the proposed motion.

Mr. Munro.—There is one point I would like not to have overlooked, that is in regard to the Montreal decision. I tried very hard to put the resolution through as it stood, but this point came up, and it bears very strongly on the case, that whereas Mr. Hendry, for instance, employs so many hundred men, and those men probably earn \$15 or \$20 a week, in our cotton spinning mills, where we employ seven or eight hundred girls, they only get from three to four dollars a week. That question in such a resolution as this would necessarily have to be considered because the relation of the number of employees does not bear always a fair relation to the amount paid in wages.

I must say we have been greatly helped by Mr. Murray's explanation, but we have been very much more helped by the statement of the Chairman of the Finance Committee, Mr. Firstbrook. I had a thought in my mind that if you could just stop at \$50, leaving the other two out, the Chairman of the Finance Committee would find that was sufficient. If he finds that would be sufficient I think it would give us great pleasure to adopt his amendment. I, for my part, would be sorry to differ from Alderman Sadler, but I would sooner the smaller manufacturers be left at \$10, and when we have the encouragement that Mr. Firstbrook has given us, I think it would help us out of the difficulty, and we can pass it unanimously. I will second, with your permission, Mr. Firstbrook's amendment.

The President.—Under the circumstances I think you won't ask for your amendment, Alderman Sadler?

Alderman Sadler.—I have no desire, whatever, to press it. I am like Mr. Munro; the explanation that Mr. Firstbrook has given has helped me very much. I must apologize for having spoken first, because I thought that at the last meeting it was simply discussion, and I thought it was open. Otherwise I would have been very pleased to have heard Mr. Firstbrook first. Still, with due regard to everything that has been said, I must say that as a very old member of this organization, away back to 1830, with the increase of manufacturing business even in small concerns, and when you take into consideration everything that is given to them to-day by this Association, such as the Tariff Department, the Transportation Department, and all the work that is done, it must be a very small concern indeed that would refuse to pay \$2 more. We have three of our younger men in as members, and we put them in purposely, we wanted to have them in, and we thought the fee was very small. There may be a few amongst the membership that a \$2 increase might affect, but there must be a great majority of the membership that one dollar a month for the advantages of being in this Association will not affect. I am sorry to see that there are some of the large concerns who are still outside of this organization, and who take all the advantage there is in it, and pay nothing. Still, the large proportion of those paying \$10 I don't think would object to paying \$2 extra, which would give us over \$3,000 annually, and would not be missed. However, I don't press my amendment. If you are satisfied I am perfectly satisfied. As Mr. Firstbrook says, we will take first one bite, and at the next Annual Meeting the views I have expressed will be taken up by the different Branches, and perhaps they will express themselves, and we may then add \$2 to the membership fee of the smaller concerns.

Mr. Rutherford.—Might I ask Mr. Murray about how many of the members in 1910 who are paying \$10 would be additional members?

The Secretary.—The number is somewhere between 200 and 300, I am not very sure what it is; it is over 200 and less than 300.

### Cost of Collection.

There is one point about this whole question that is very easily lost sight of by the members of the Association; because it is an administrative difficulty, rather than a question of the general policy. If you increase the \$10 fee to the extent of 20 per cent., that is, raise it from \$10 to \$12, there are a great number of these small manufacturers in the little country towns that will object to it, and in order to retain those people in the Association the Secretary is put to the trouble of writing perhaps a dozen letters to that man. What for? First, for the sake of retaining him in the Association but second, for the sake of getting that extra \$2 out of him. Now, the fees being increased, if it is the larger firms that are affected, and you are going to get \$25 or \$50 out of them, these firms can easily be visited; they are mostly situated in the larger centres where there is other business to take the Secretary or one of the Departmental Officers, and it is very, very seldom that we are unable to convince a larger firm of the unwisdom of their policy in resigning from the Association, once we have a chance of talking to the member. But, from an administrative standpoint, it will not pay us to send any of our staff and pay travelling expenses to some out of the way town for the purpose of getting another \$2 out of a man. That is one of the big difficulties I see in the proposed increase of 20 per cent. for the smaller members.

Mr. Rutherford.—My idea in asking that question was that I think a considerable amount could be raised by getting additional memberships from the larger manufacturers.

Mr. Phillips (Montreal).—I had figures drawn out about half way between Mr. Firstbrook's and our friend Mr. Sadler's figures, but I would like to ask this question, what are you going to do with the profits from INDUSTRIAL CANADA? Why should they not be used for the general expenses of the Association? There is a surplus from INDUSTRIAL CANADA. What are we going to do with that money? Invest it against the time we may want it?

The President.—I understand the Finance Committee will devise some means of dealing with that for the benefit of the Association.

Mr. Phillips.—What I want to say about it is this, that this is part of the business operations of this Association, and I don't see why the profits from that paper should not be used for the general expenses of the Association, or a portion of them. I think it would be wise, though, to increase the fees a little, and I thought of dividing it into three parts, 50 employees or under, and up to 100, \$10, as it is; over 100 and less than 500, \$25; and five hundred or over, \$50; and, if necessary, use some of the profits from INDUSTRIAL CANADA. I think we are making a mistake in even going as far as Mr. Firstbrook has gone.

Mr. Lachmond.—I don't want anybody to think that if this increase is made we are going to step out of the Association. I remember having the desire, some time before I had the good fortune of falling in with Mr. Rowley, of joining this Association, and when I met him I gave him my application, and I was perfectly astonished when I found that the membership fee for people employing 100 or more was only \$25. It seemed to be ridiculous for an Association of the prominence of the manufacturers of Canada to have any such small sum as that. I am free to tell you that if it were increased still more than the originally proposed change we would not think of stepping out of this Association. However, I heartily endorse, since hearing the remarks of the different gentlemen, the changes that are proposed by Mr. Firstbrook, and I think the fees ought not to be changed to anything less than that.



The Secretary stated the amendment as proposed by Mr. Firstbrook.

The President put the amendment, which, on a vote having been taken, was declared carried.

#### Formation of Reserve Fund.

Mr. Firstbrook.—May I have the privilege of introducing a motion? The question of what would be done with the profits of INDUSTRIAL CANADA and also involving in that the creation of a reserve fund of the Association, has been before your Finance Committee from time to time, and under consideration by them. I am going to take the responsibility personally of proposing a motion for your consideration along those lines, that the Executive Council be and is hereby authorized and instructed to create and maintain a reserve fund in amount at least equal to the accumulated and future profits realized from the publication of INDUSTRIAL CANADA, and other work of the Publication Committee.

I will move this as a motion, Mr. President, for consideration.

The President.—Had it not better go to the Executive Council?

Mr. Firstbrook.—It is an instruction to the Executive Council.

Mr. H. L. Frost (Hamilton).—I have a great deal of pleasure in seconding the motion submitted by Mr. Firstbrook. This Association requires funds to carry on its business. I think every man here, and every man who is properly approached and told, and who understands the benefits that are derived by the membership from this organization, feels that a fund should be created against the day of need, and that this motion will receive the hearty support of those men. So far as our company is concerned, I would have been glad to have seen the amendment carried as proposed originally. All I want to say is this, if our company were asked to pay \$500, and ours is one of the smaller companies, we would not resign from this Association, because we get so much benefit from it. (Applause.)

#### Opposes Tying Up Funds.

Alderman Sadler.—Mr. President, before the motion is put I would like to say that I don't wish to enter into any discussion of it; I thoroughly appreciate a reserve fund, be it ever so large, but it does at first sight appear to me that we are making a reserve fund without any definite object. I am perfectly satisfied to leave the question without a resolution in the hands of the Executive, and the Executive may deal with this surplus as contingencies or circumstances may arise and be discussed by the Executive. The way I take the resolution now, this fund would be reserved indefinitely, or without any object, and it seems to me that it would be wrong to do so. As the question has come up so suddenly I think we ought to let the money stand as it is.

The President.—I understand this is only a suggestion to the Committee to deal with it in that way.

Mr. Firstbrook.—We have discussed the matter; we have no definite authority with reference to the matter; we think that at least the profits from INDUSTRIAL CANADA should be maintained for the use of the Association in any emergency, but we have no authority. This would give authority, and it is not a matter that requires immediate attention. If you create a reserve fund it can come up at any annual meeting and be used in any way the Association may direct, but the reserve is there if it is required for any specific purpose at any time. The amount will be now about \$15,000, or in that neighborhood.

The question was called for.

The President put the motion, which, on a vote having been taken, was declared carried.

Alderman Sadler.—Seeing that this has passed, and affects the funds of this organization in some way, and as I have not got the By-laws before me, I would submit to the Executive whether the vote that has been given here to-day by this Association is binding? I would like the Secretary to make a note of that. I shall certainly bring the question up again. I do not wish to discuss my views on this fund, but I was under the impression that the fund raised by INDUSTRIAL CANADA was for the benefit of this Association, and creating a reserve fund in the manner in which it has been done to-day means that these moneys will be locked up. The question that has been voted on to-day will be looked into to see if we have the right to do that. I am doing it with all good intention; I want to have it done right.

Mr. Bertram.—I quite agree with Mr. Sadler's ideas. It is a matter affecting the finances of the Association. We ought to have had notice of motion before it was brought before the Association. We have had one or two experiences during the last year or two in reference to the expenditure of money that I don't believe were altogether agreeable to the majority of the members. I refer to some expenses in connection with labor disputes. It is very easy for the Council to use money in cases where it really ought not to be used. I think the Association ought to have had notice of a motion of this sort before it was carried.

Mr. Firstbrook.—May I claim your indulgence for a moment? I think the motion has just the opposite effect to what Mr. Bertram suggests. If you have the funds free to the credit of the Association in the bank, I suppose the Council can use them for any purpose really that it may decide within the scope of the Association's work. If you have them in a reserve fund, which has been created by resolution of the Association itself, then the Council has to comply with that resolution and create that reserve fund, and it cannot use that reserve fund until you vote here for it to do it. As Mr. Sadler says, you tie up the money, you tie it up for twelve months at a time. That motion is operative until next year, and if you want to change that next year and want to dispose of the money in any way, a resolution of this Association at your next Annual Meeting will do that. In the meantime it is tied up for that length of time, and it cannot be used for any such purpose as Colonel Bertram suggests.

Alderman Sadler.—I still submit my question. I hope note will be taken of it. I am not prepared to discuss it at the present time, because I haven't the By-laws.

Mr. P. W. Ellis.—Emergencies arise sometimes very quickly, and to have this money tied up even for twelve months might result in very serious consequences. The difficulty I saw in the motion was that it was rather too comprehensive. It would have been better if there had been some rider put to the motion that the majority of the Executive Council might vote those funds for the purpose of the Association, but to tie it up in a reserve fund seemed to me to be inadvisable. It is very advisable to create a reserve fund, as my good friend says, against the day of need. Before many years pass over we may have to take up the question of reciprocal relations with the United States, and we might find it necessary to send a representative in order that our membership throughout this Dominion may be kept in close touch with what is going on; we might want to use that fund for that purpose. This resolution would tie the fund up, and we would be helpless, and we would be called upon to go out and ask our members in addition to an annual fee to subscribe extra.

The President.—It is probably regrettable to have it tied up in that way.

Mr. Firstbrook.—I can change that.

## Re-consideration of Motion.

Alderman Sadler.—I think the best thing to do would be to move for a reconsideration at once, and I would move that.

Mr. Rolland.—I second the motion.

Mr. Stovel.—I am under the impression that to have reconsideration the motion must be made by two of those who have voted for the resolution.

Mr. Firstbrook.—I will move that it be reconsidered.

Mr. Frost.—I second the motion.

The President put the motion to reconsider, which, on a vote having been taken, was declared carried.

Mr. Firstbrook.—When I drew the resolution to authorize the Executive Council I had in mind, and I deliberately put in, an instruction which ties the matter up for the consideration of this Association. If it is desirable that that instruction should be taken out of the resolution it would read as follows: "That the Executive Council be and is hereby authorized to create and maintain a reserve fund in amount at least equal to the accumulated and future profits realized from the publication of INDUSTRIAL CANADA and other work of the Publication Committee." That leaves out the instruction. I would move the motion in that form.

The President.—I understand Mr. Ellis and those gentlemen wish it to go further.

Mr. Ellis.—I think that if a resolution were carried somewhat on these lines: "that this Convention expresses its opinion that it is advisable that the Executive Council should endeavor to create a reserve fund and hold it for a time of need," that would express our view that it is good policy to have a reserve fund, but it would give them no mandatory order at all.

Alderman Sadler.—If circumstances then arise, the Executive can bring the matter up and act upon it.

Mr. Ellis.—I remember during the last negotiations, with respect to reciprocity, we had the Hon. N. Clarke Wallace at Washington, and we were informed afterwards by the powers that be that his assistance was of the greatest importance, because he was in direct communication with the head officers of our Association. It was quite a costly undertaking, but most important and necessary.

Mr. Munro.—We have got this matter to consider, though, that Mr. Firstbrook brings this forward, not from his Committee, but through his personal responsibility, and it appears to me we might at this stage let the matter rest and let it come before the Association again. I know many reasons which were discussed in the earlier years of the Association why we should have a fund of this kind. Perhaps it would be well to let the matter be deferred, and the Committee will bring it before us at another session.

The President.—How would it do to withdraw the resolution altogether and let it go?

Mr. Firstbrook.—Excuse me, Mr. President, I have particular objection to that, as there is a majority in favor of this policy. It is only an authority to the Executive Council. Mr. Ellis may change the words, but it won't make any difference to the resolution. It is understood that Mr. Frost still seconds this resolution as changed.

Mr. Rolland.—I think it would be better to refer it to the Executive Committee for consideration.

Mr. Rowley.—Might I ask whether the Executive Committee requires any instructions to establish a reserve fund? It doesn't seem to me it does. It is a very nice thing to have it, but it seems to me that if the Executive Committee establishes a reserve fund there will be no objection, and if they were to do it, it could only be removed by a motion of the Association. Better have the thing harmonious and not interfere too much with the Executive.

Alderman Sadler.—Is there anything to prevent them using it now that they have it? They have got some money.

Mr. Rowley.—I don't think so. That is exactly the reason why I think it ought to be put safely away.

Mr. Firstbrook.—My motion as amended is this, "That the Executive Council be and is hereby authorized to create and maintain a reserve fund in amount at least equal to the accumulated and future profits realized from the publication of INDUSTRIAL CANADA and other work of the Publication Committee." It is only an authority, not an instruction.

The President.—That puts them in the position where they can't do anything else with it.

Mr. Ellis.—I think that resolution is all right. It simply suggests the amount that the reserve fund should consist of, and leaves the matter in the hands of the Executive. They have authority, if they should decide to do it.

Mr. Stovel.—It strikes me, from the resolution, that it defines the amount. I understood from Mr. Firstbrook's remarks that the amount was approximately \$15,000. Therefore the reserve fund must be \$15,000, and the future profits of the publication must be added to it.

Alderman Sadler.—At the present time we have this fund. Up to the present time I have not been able to find that it is anything more or less than a bank account. By this resolution you have created a fund, and you can't use it without coming before the Association. I know of nothing—if you can show it I will stop speaking—that will prevent the Executive from using that money, but if we to-day lock it up in a reserve fund, the Executive is without money.

## Advantages of Reserve Fund.

The Secretary.—Perhaps I can say something that will throw a little additional light, and perhaps clear the way for such action as you may see fit to take. As secretary of the Association for the past four years, I think I am pretty closely in touch with the feeling of the Finance Committee and the Executive Council. The feeling of the Finance Committee has always been that the Association should be able to finance its way out of the revenue derived from the membership fees. It has been felt that INDUSTRIAL CANADA is not designed for the purpose of making any profit for the Association, that INDUSTRIAL CANADA is simply a medium for keeping our members acquainted with the work we are carrying on, and a means of propagating the principles for which we stand. The feeling has always been that if INDUSTRIAL CANADA is able to make any profit out of its work, that that money, so far as may be desirable, should be turned back into the paper to improve it and give it a wider circulation. The revenue from INDUSTRIAL CANADA has always been looked upon by the Finance Committee as something which is not safe to be looked upon as a means of permanently financing the Association. It is not a part of our current revenue, and not properly creditable to the current revenue account. Now, so long as the accumulated profits from INDUSTRIAL CANADA are kept deposited to our credit in the bank, and we are reporting from month to month to the Executive Council that we have a bank balance sometimes as high as \$20,000, it is a constant invitation to members of the Executive Council who have some—I don't like to use the word hobby—but they have some little thing they would like to see advanced, to get up and say, I move we spend \$500 for such and such a purpose, and it is carried.

Now, some time within the past two years it was the presence of that large credit to the Association's account that led—I will not say without due consideration—to the expenditure of a considerable sum of money towards the support of a labor case in the courts, which, in the long run, involved an expenditure of nearly \$9,000. Once we put our hand to the plough we found we could not turn back. There has been more or less criticism of the action of the Executive Council in the expending of money, and the feeling has been expressed that

if we had put aside the profits from INDUSTRIAL CANADA in a reserve fund we would have had that money to-day. So, as I understand that, that is the feeling of the Finance Committee—I don't know that they have ever so expressed themselves—I thought I would offer those few suggestions to show you the underlying feeling that I think has prompted the suggestion on Mr. Firstbrook's part.

Mr. Firstbrook.—At Mr. Ellis's suggestion I would make it a little easier, and strike out two more words—strike out "and maintain." It will then read: "That the Executive Council be and is hereby authorized to create a reserve fund in amount at least equal to the accumulated and future profits realized from the publication of INDUSTRIAL CANADA, and other work of the Publication Committee."

While the Finance Committee have not taken any definite action along the lines Mr. Murray has spoken of, I think, perhaps, each member of the Committee has expressed these views to him personally.

On Mr. Firstbrook's seconder giving his consent to the motion as changed, the President put the same to the meeting, which, on a vote having been taken, was declared carried.

#### Thanks Officers and Committee.

The President.—As the business of the Convention is over, I wish to express my thanks to the Executive Council for the way in which they have acted during the past year, and to the Secretary and his Assistants, and to the Officers of the Association; they have done their work well and thoroughly, and I must thank them all for the great work they have done.

I again thank all the Committees and Secretaries and Officers of the Association for the efficient work they have done.

I will now call upon the Secretary to read the report of the Committee on Nominations.

#### Election of Officers and Committees.

The Secretary.—The Standing Committee on Nominations have pleasure in submitting their report, through me, as follows:

√ For President, Mr. W. H. Rowley, Hull. (Applause.)

On Mr. Rowley being declared elected as President for the ensuing year he took the chair and said:

Thank you, Mr. Hendry, and through you, if you please, I wish to thank the Nominating Committee, and let me also thank the members of the Canadian Manufacturers Association for having chosen me to succeed you as President of this important Association.

Let me also thank all of you present for the splendid greeting and reception you have just given me.

No man, however humble and unassuming he may be, can receive such an honour and meet with such a greeting as has been given me without feeling proud, but at the same time feeling humble and somewhat fearful.

As a member of our Association for many years I have often previously been honored with your kind attention; have held the high and responsible position of Vice-President; have often been elected on your various Committees and on the Executive Council, and have been your representative to other Bodies and Associations in which Canadian merchants and manufacturers have been interested in Canada, and in other parts of the Empire, and now you have chosen me as your President, and I shall try to live up to the dignity and importance of the position.

Having lately returned from a three months' visit to England,—that dear old country from which the forefathers of many of us sprang, and which we and all loyal Canadians love—a visit that was most enjoyable, instructive and profitable,

I am glad to be back again in Canada and among old friends and genial associates.

There are within the sound of my voice many old, old friends, acquaintances and associates, and I am glad to see so many of you here to-day, so you my fellow workers for the good of Canada may be sure of my very best work for, and my deepest interest in, all that concerns the strength and unity of the Empire, the welfare of Canada, and the best interests of its Manufacturers, Merchants, Farmers and Peoples of all classes in every walk of life amongst us.

My duty and my responsibility to you are clear, and are well understood by me. You also, every one of you, and every Committee of ours and every individual member of the C.M.A. have duties to perform to the Association and to me personally, while I remain your President; for although your selection of me as your President puts me under a debt of gratitude to you all for the honour and the compliment paid me, my work will not be effective as it should be, as you expect it to be, as it must be, unless you help me heartily and aid me greatly; you can do this, and I shall expect you to.

This is not the time nor the place to forecast the future, or to define a policy, but I am permitted to say to you, gentlemen, that fully conscious of the capabilities of those who have preceded me in the Chair of this Association, you may be sure that it will be my endeavor to emulate all good examples and to carry on wisely the work so well begun, so steadily done in the C.M.A. for nearly forty years past.

I wish now to thank Mr. Hendry personally on your behalf, as your newly-elected President, for the handsome way he has looked after the business of the Association, for the generous and princely way in which he has entertained its members whenever he has had the opportunity. Although I said "members" you will all be glad to know that Mr. Hendry does not confine his munificence and entertainment to the members; he looks after the staff as well. We have an excellent staff in this Association, and Mr. Hendry, like former Presidents, has recognized that. Also, if you please, let me, while I am on my feet, express my appreciation of Mrs. Hendry. Mr. Hendry, like many another man, wouldn't amount to much if he hadn't a good wife. Mrs. Hendry is deserving always of our regard, esteem and affection. Wherefor I ask you to join me in giving three cheers for Mr. and Mrs. Hendry.

Mr. Rowley's speech was greeted by hearty cheers.

The Secretary continued the reading of the report of the Committee on Nominations, as follows:

First Vice-President.—Mr. N. Curry, The Canada Car & Foundry Co., Montreal.

Ontario Vice-President.—Mr. W. B. Tindall, Parry Sound Lumber Co., Toronto.

Quebec Vice-President.—Mr. J. S. N. Dougan, The Dougan Varnish Co., Montreal.

British Columbia Vice-President.—Mr. B. T. Rogers, British Columbia Sugar Refining Co.

Manitoba Vice-President.—Mr. T. R. Deacon, Manitoba Iron Works, Winnipeg.

Nova Scotia Vice-President.—Mr. J. P. Edwards, Londonderry Iron Works, Londonderry.

Prince Edward Island Vice-President.—Hon. F. L. Hassard, Charlottetown Condensed Milk Co., Charlottetown.

Alberta and Saskatchewan Vice-President.—Mr. W. H. Clark, W. H. Clark & Co., Edmonton.

### Chairmen of Committees.

Parliamentary.—Mr. Atwell Fleming, The Atwell Fleming Printing Co., Toronto.

Commercial Intelligence.—S. H. Chapman, Ontario Wind Engine & Pump Co., Toronto.

Reception and Membership.—J. A. McMahon, Union Drawn Steel Co., Hamilton.

Technical Education.—G. W. Howell, Toronto.

Tariff.—T. A. Russell, Canada Cycle & Motor Co., West Toronto

Railway and Transportation.—Henry Bertram, John Bertram & Sons Co., Dundas.

Insurance.—To be elected.

INDUSTRIAL CANADA.—R. J. Younge, Canadian Rubber Co. of Montreal, Montreal.

Officers, the thanks of this Association for the satisfactory way in which the duties in connection with the Association have been performed.

Mr. Murray.—Mr. President and Gentlemen, I thank you from the bottom of my heart for the very cordial manner in which this motion has been received. In doing so I would like to say that I am speaking as much on behalf of the members of our Staff as I speak for myself, if not more, because I realize that the larger our Association becomes, and the further we branch out into specialized departments, the more dependent does your Secretary become upon the efficiency and good will of those with whom he is surrounded.

Speaking for myself, and I think in this respect I can also speak for the other members of the Staff, our greatest satisfaction, Mr. President, comes from just such expressions as this on your part. We are all willing to do what we can to help on the work of this organization, because we realize that



Lumbering Scene in British Columbia.

### A Vote of Thanks.

Mr. P. W. Ellis.—I think the members of this Association and those whom we represent will voice their appreciation of the Staff of this Association by way of a vote of thanks. We are greatly favored in having devoted employees, men loyal to the interests of the organization, and men who have shown particular capacity in the performance of their duties. I am sure this is no formal motion, it is a motion that we can all heartily agree to, and it is a duty which we owe to our employees that they should understand the very warm feeling every member of this organization has towards them.

Mr. Firstbrook.—I have pleasure in seconding the motion.

The President put the following motion, which, on a vote having been taken, was declared carried: "That the thanks of this Association are due and are hereby tendered to the Officers and Staff of the Association for their zeal and diligence in the performance of their duties in the year just closed."

The President.—Mr. Murray, I have pleasure on behalf of the Association, in expressing to you, and through you, if you please, to the other members of the Staff, and your

it is a great work, a very important work. But it is an additional source of satisfaction to us to have associated with us, and to be permitted to co-operate, shall I say, with so many men of such high standing in the industrial life of this country. It is from our associations with these men that we derive our greatest satisfaction, and I am sure that so long as we are privileged to work upon Committees with men of the calibre that you have seen fit to appoint to Committees in time past, we will always assume it a privilege, a very great privilege indeed to continue to hold the offices we do. (Applause.)

After the Secretary had made the announcements, the President, in closing the Convention, said: I don't know that there is any other business before the Association. If not, I will add my thanks as President to the thanks Mr. Hendry has given you for your attendance here. I hope you have all enjoyed yourselves as I have, and will continue to enjoy yourselves and have a safe journey home to your sweethearts, to your wives and families.

At one o'clock p.m. the meeting adjourned.

## THE CONVENTION BANQUET

The Annual Banquet was Brilliantly Successful in the Choiceness of the Menu and the Uniform Excellence of the Speeches. Notable Utterances on Important Canadian Problems by Public Men and Manufacturers.

**N**EVER have the members of the Association enjoyed a finer banquet than that which was held in Dominion Hall on the concluding evening of the Convention. The business session for that day had been held in the Board of Trade rooms, so as to give the decorators full time to work out their scheme of decoration. They did their work well. When the guests arrived in the evening the hall had been transformed. The tables were bright with flowers, the walls were draped with flags, streamers in gay profusion ran from corner to corner in a gaudy maze, the head table was arched over with a myriad of colored lights, adding to the glitter of glass and silver, and completing a picture of rare brilliancy.

After an excellent menu had been partaken of, Mr. W. H. Rowley, the President of the Canadian Manufacturers Association, proposed the toast to the King, which was enthusiastically received. The National Anthem was sung.

The next toast was to the Lieutenant-Governor of British Columbia, proposed by Mr. Rowley. The Lieutenant-Governor, Hon. Thomas W. Paterson, in replying, said:

Mr. Chairman, Ladies and Gentlemen.—It is my pleasure to respond to this toast, and I can assure you I am very much pleased to be here with you to-night, and I sincerely hope that the delegates of the Canadian Manufacturers Association who are visiting with us in this Province at the present time will have thoroughly enjoyed every minute of their stay in the city and in the Province of British Columbia. I see that there are quite a number of subjects on the paper before you to-night on which you will be addressed at considerable length. It is not my intention to take up any more of your time to-night, but to thank you sincerely for the way in which my name has been received this evening. (Applause.)

Mr. John Hendry, on rising to speak, was greeted with prolonged applause and cheers. Having thanked the members for the enthusiastic welcome, he introduced Mr. Rowley, who delivered his inaugural address, as follows:

### Inaugural Address of President.

Before proceeding with the other toasts of the evening, permit me to say a few words on my own account. In the first place, to thank all the members of the Canadian Manufacturers Association, whether present or absent, for the high honor done me in selecting me as their presiding officer for the ensuing year, and in the second place, let me assure them not only of my thorough appreciation of the compliment they have paid me, but of my determination to serve them as President to the best of my humble ability, for I recognize and am quick to acknowledge that to accomplish anything real or tangible for an organization so large, so widespread, and with such diversified interests as this Association, it is necessary to have the backing and support, practical as well as sentimental, of every individual member.

For this backing I appeal to you now and always, not as something you would give me personally, but as something which it is your duty to give the one you have appointed to an office of such responsibility. I have my duty to perform;

you also have yours, and it will only be by each of us fulfilling what is required of him, by each doing his part towards keeping the machinery in motion and the wheels well greased, that we can make good progress. Be patient with me. When I am in the wrong, tell me so, when in the right encourage me, remembering always that my sole desire will be to do what I believe to be in the best interests of the Association as a whole.

Next, on behalf of the manufacturers comprising this Association, I desire to express our hearty appreciation of the many kindnesses that have been shown us by the good people of this province; to thank His Honor the Lieutenant-Governor, the Honourable the Prime Minister and His Worship the Mayor for having favored us by their presence here this evening, and for having shown thereby their sympathy with some at least of the principles for which our Association stands. Let me also thank the citizens of Vancouver generally, but more particularly, of course, the manufacturers of this city, for their royal welcome and splendid hospitality. As you all know, Western hospitality has a ring of genuineness about it that is unique. That is one reason why we came so far to be among you, a reason why, God willing, we hope to come again in the not far distant future. Our visit here has been full of enjoyment; it has also been full of interest and instruction, and we will carry away with us nothing but the most pleasant recollections, unless it be a few regrets that our stay could not have been longer.

### A Great Province.

For the Province of British Columbia I have always had and always will have the highest regard and affection. We sometimes hear Nova Scotia, New Brunswick and Prince Edward Island referred to as the Maritime Provinces of Canada, but to my mind British Columbia is our greatest Maritime Province. And I say this without any desire to disparage the East, for am I not a bluenose and do I not know something of the wealth and of the charms of Nova Scotia? But British Columbia, with the immensity of its resources, the magnificence of its forests, the fertility of its valleys, the productivity of its fisheries, the wealth of its minerals, the grandeur of its water powers and waterways, the expanse of its harbor, the abundance of its skin and fur-bearing animals, and last, but by no means least, the delightful freshness of its invigorating climate, is to my mind destined easily to become the banner province of Confederation. You have here all the elements essential to true greatness, and when towards the development of the resources I have mentioned there is applied the brain and brawn that seem to be so characteristic of British Columbia in general, I cannot but feel that the future holds in store for you industrial prizes of the very richest kind.

And in the picture of this great Province which I have mentally painted for myself the city of Vancouver occupies the crowning position of all. For twenty years, at the call of business, I have travelled up and down, backwards and forwards, from one end of Canada to the other; have had ample opportunity to study and to become familiar with the resources of every part of the Dominion, and upon first-hand

knowledge to base an intelligent opinion as to the future possibilities of each section; and it is my firm belief that the time is rapidly coming when Vancouver will be one of the most populous cities of the Dominion, one of the most flourishing cities on the whole Pacific Coast of North America.

Here she stands at our Western portal, the gateway through which must move the traffic that keeps pouring back and forth between the hives of industry of the British Isles and the teeming millions of India and Asia; hither will come at no far distant date not one, but three transcontinental lines of railway, with connections North and South. Over these there should be diverted a large proportion of the grain that now finds an outlet by way of the Atlantic seaboard. And when the All-Red route becomes a solid, settled reality, as it will some day, Vancouver will cease to be looked upon as a terminus; it will be a pivotal point on the main highway of British Imperial commerce, one of the centres from which that mighty stream of traffic will be directed.

But I must hurry along to matters that more directly concern us as an Association. And just here let me congratulate our retiring President, Mr. John Hendry, upon the comprehensive and masterly address with which he favored us at the commencement of this Convention. If I have felt the pulse of the Association aright, it was a sound exposition of our views as regards the two great questions which confront us as business men to-day—Imperialism and Reciprocity.

We all concur in everything Mr. Hendry said with regard to Protection, and it is perhaps unnecessary, therefore, for me to take up much of your time in further argument upon this subject. In season and out of season, in favor and out of favor, liked or disliked, I have always believed in Protection, have always advocated it, and will always continue to do so. I have no politics other than Protection, and I hope none of you have. If you have them, I think you should sink them for the good of the Association, for Protection is the only politics the Association should recognize.

#### Practical Protection.

But there are different kinds of Protection, just as there are different degrees of Protection. The kind we believe in is *Practical Protection*. Practical Protection means more to Canada to-day than the National Policy meant to Canada thirty years ago. Practical Protection means more than the imposition of higher duties on what we make or can make, if such duties are necessary, and lower duties on what we do not or cannot make. Much of the prosperity we enjoy to-day is, of course, traceable to the Protection of the old National Policy, whereby we have encouraged the development of our natural resources. But we must not stop there. We must now protect ourselves against waste and extravagance in the utilization of those resources, so that we may conserve to future generations of Canadians the wealth of land, of forest, of the seas and of water power, in which they hold equal rights with ourselves.

Even Free Traders will agree with the policy which prevents saw logs and pulp wood from being exported until sawed into lumber or ground into pulp, and heartily approve of this as a first step towards Practical Protection, and as an encouragement to manufacture our wooden and paper wares in Canada. If Practical Protection is not maintained in Canada we cannot compete even in our own home markets, much less in foreign markets, against the commercial competitors, the mercantile marauders and the foreign foes who, with large markets of their own, are always ready to dump their surplus wares into Canada at any price they can get.

It should not be forgotten that industrial and manufacturing operations create a population, and inferentially a demand, that is of steady growth and of great value to our farmers. Further, they open up for the young men of this country a field of opportunity that will satisfy the most lofty ambitions for distinction in our own country. It should not be forgotten that if industrial progress and development in Canada is hampered we will surely rue it, for we will be given a set-back from which it may take us many years to recover. We do not want Canada to be landed in this sort of plight; so let us "stand pat," let us go our own pace in our own way. Let us promote our own trade among our own people, at home in Canada and also throughout the Empire. Let us keep free of entanglements at Washington, let us cease to listen to overtures from the United States; let them deal with their tariff in their own way and let us protect ourselves in our own way, on a broad, solid, sure and safe basis of Practical Protection. Let us stick to the British Preference and to Imperial Union; let us all work together to secure Practical Protection throughout the Empire, based on a substantial unity of tariff with a circumstantial variety of rates to be imposed.

And now as to the Association itself. I desire to offer my warmest congratulations upon the men whom it has chosen to act as its Vice-Presidents, as its Chairmen of Committees, as its Chairmen of Branches and as its representatives on the Executive Council. The selection throughout has, to my mind, been a splendid one, for they are men of high character and high positions, who will do both the Association and themselves credit.

I further desire to compliment the Association upon the staff by which it is served. In our Secretary and Assistant Secretary, in the Managers of our Transportation, Insurance and Tariff Departments, and in the Editor of *INDUSTRIAL CANADA* we have men of experience, of wide knowledge and of well seasoned judgment, men who are eminently capable of discharging the duties assigned them and who have always shown themselves to be possessed of the one desire to advance the Association's interests. I know them all personally and can vouch for them. More recently we have added to our staff a Legal Secretary, of whom we have had nothing but the best reports, and so have every confidence in his ability to render satisfactory service. I am glad also to be able to say as much for the general staff, the boys and the girls, upon whom the detail work most heavily falls. They are all deserving of your best thanks, for they are giving you the best that is in them.

Wherefore let us all look forward to a good and satisfactory year in 1910-11, which, please God, may close as well as this has happily begun.

Mr. Hendry.—Gentlemen, before proposing the next toast I wish to convey to you as an expression from Lord Strathcona, whom I met in London three weeks ago, his best wishes for this Association. Last year at Hamilton we had him with us, and he made a grand address on Canada, but on the western portion of Canada in particular, and he wished me to convey to the Association and Canada generally and British Columbia in particular his best wishes for the Association's success and for the success of Vancouver, British Columbia, and the Dominion generally. (Applause.)

#### Province of British Columbia.

The next toast is "The Province of British Columbia," to be responded to by the Premier, the Honorable Richard McBride. The toast was received with applause.

Hon. Mr. McBride, on rising to speak, was greeted with prolonged applause. He said:

Mr. President, Your Honor, Ladies and Gentlemen, and

in particular Members of the Canadian Manufacturers Association.—First let me acknowledge, and with much gratitude, too, the consideration of this Association in that I have been privileged to be one of the guests of the evening and to be given some part on the programme. I understand from what I am told that the Canadian Manufacturers Association make up a rather select and distinguished body, and when we consider that they come so far as they have done in this their present visit to British Columbia it is a mark of distinction indeed that one is given some part in their Association work.

#### Tribute to John Hendry.

Now, sir, I can recall about a year ago when the wires told us that John Hendry was President of the Canadian Manufacturers Association, with how much gratification the people of this country received that news. (Hear, hear.) We had long since discovered in John Hendry a great and efficient Captain of Industry, and we felt with every assurance that when the Canadian Manufacturers Association had made the self-same discovery they had made no mistake at all. There is no more striking illustration of the industrial growth of the Province of British Columbia than may be found in the career of Mr. John Hendry, the pioneer of pioneers so far as western commerce is concerned, and one who in every respect has carried out the highest and best traditions ever known to Canadian commercialism.

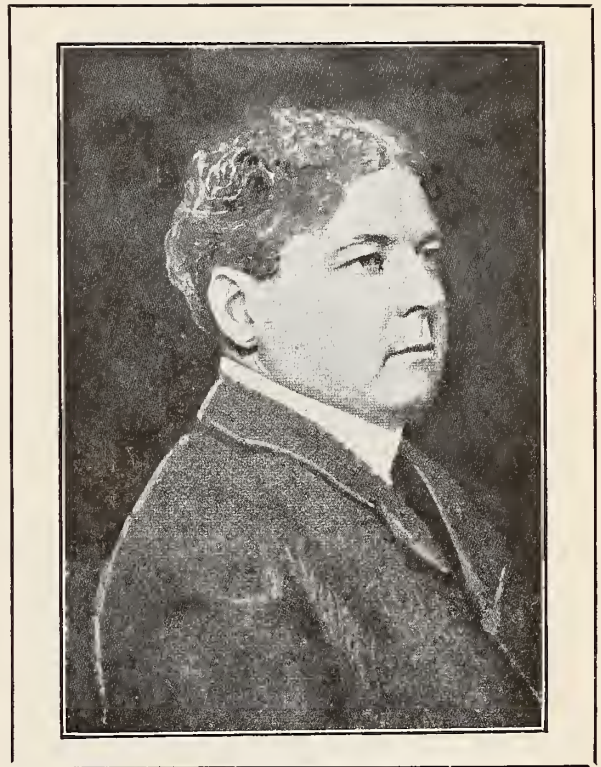
It occurred to me as I came here to-night that we frequently hear that when a missionary has found his way to a place, presently commerce appears on the scene, and I thought perhaps no more striking illustration of that story might be found than in the very happy coincidence that only a few days ago we had in our midst that very representative and influential body, the Wesleyan Conference of the Dominion of Canada, and on the heels of the Wesleyan Conference, a most distinguished and creditable body, we have the Manufacturers Association of Canada. (Laughter.) And certainly as a Western Canadian, I think that I join with every person in British Columbia in the endeavour to make you all welcome to this section of Canada. (Hear, hear.) We British Columbia Canadians feel at home wherever we go in Canada, whether it is Nova Scotia, New Brunswick, Prince Edward Island, Quebec, Ontario or Manitoba; we always speak the good old Canadian language and always feel we are at home, safe and sound, and in the very best of company and association. And am I not saying but the truth when I express to-night the sentiment of this Association that they must and do feel at home while they find themselves here within the boundaries and confines of the Province of British Columbia? (Applause.) The distance between the Atlantic and Pacific is gradually diminishing, at any rate, from the point of view of transportation. Aye, and one might go further and say that the very same observation applies to the distance between the Mother Land, and even this western section of the Dominion. Yesterday morning the press of Victoria told of an English mail that had left Liverpool and had been delivered and distributed from the post office in the City of Victoria in a little over nine days. (Applause.) I can remember, and I am not such a very old man, when it took pretty nearly 39 days to perform the self-same service.

#### Value British Connection.

The closing observations of the President, when he referred to the Imperial sentiment that is back in behind pretty nearly everything we try or attempt in this country is one that finds a very welcome place in this section of Canada, as it does throughout the entire length and breadth of the Dominion to the east of us. We are all great Canadians in this section of Canada, but we are still more intense Britishers.

(Hear, hear.) And I can say to Mr. President Rowley that he never more truly spoke the mind and heart of the people of Western Canada, in fact of the whole of the Dominion—and I make so bold as to go that length—than when he spoke of the ardent, keen and genuine sentiment and true Imperialism that is to be found from the Atlantic to the Pacific Ocean. (Hear, hear.)

Now, sir, you have asked me to-night to speak for the Province of British Columbia. It seems to me that morning, noon and night I am pretty well engaged on that mission. I shall not say that the subject is a hackneyed one, because British Columbia can never be a hackneyed theme. (Hear, hear.) I must remember that you are all busy men, that while your principal mission here has, perhaps, been the business of the Association to which you are connected, still at the same time, my good friends in British Columbia have not hesitated to tell you of a lot of things we have out here in this Western Province, because after all we have got so many, so big and so



HON. RICHARD McBRIDE  
Prime Minister British Columbia

varied resources in this country that he must be a bashful man indeed if, when you meet him on the train or steamboat or on the trail as the case may be, he hesitates to tell you about some of them. (Applause.) I do not think the story will suffer very much in the telling as I propose to attempt it this evening. I thought when I received the invitation from the Secretary to say a word or two on British Columbia that while the task at first blush might appear to be an easy one, still on consideration it might be rather arduous. Do you know, sir, and I speak under my breath, it is rather difficult, exactly difficult, from what I can read and hear to entertain in a very adequate fashion the Canadian Manufacturers Association in an after-dinner speech; while during the day you are essentially a busy body I understand that in the evening you like a little relaxation. (Laughter.)

We feel in British Columbia that there is nothing so delightful, nothing more attractive than a word or two about this wonderful section of the Dominion. I will try in a very

hurried fashion to give you, as my good friends of the press would say, a few headlines about British Columbia. You have heard a few things. Much as you have heard, I think I can safely say that you have not heard the story of a one hundredth part. I don't propose to-night to do anything but in a most humble fashion direct your eyes and hearts and minds to some of the distinctive features that would earmark British Columbia as a most important part of the Dominion of Canada.

### The Province's Resources.

Now, sir, the President spoke of the fisheries of the country. It is a fact that is of record that we account to-day for over 30 per cent. of the total catch of Canada. Pretty nearly one-third of the fisheries of the country may be credited to the Province of British Columbia. Is it not, too, a very striking fact that our mines have produced since their inception not very many years ago \$347,800,000 worth of metal, and there yet remains of unprospected ground in this country 300,000 square miles. Our timber, and in this respect the industry is in its earliest infancy, accounts to-day for revenue of about \$12,000,000 a year; and our agricultural and fruit lands, hardly scratched, something over \$8,000,000.

While our population is small, Mr. President, our accomplishments, so far as the records would show, are large indeed. We have created a trade totalling close to \$50,000,000 annually in the Province of British Columbia; we have established manufactures and industries yielding over \$80,000,000 a year, and we are still at the commencement of things. The size of the country is always a theme well worth investigating. The map makes it appear as a very large and extensive territory, and so it is. British Columbia to-day could contain within its borders Ontario, Manitoba, Nova Scotia, New Brunswick and Prince Edward Island, and then have a little balance left of 10,000 square miles. The coast line of the country is rather an extensive item, too; it covers over 7,000 miles.

(Voice: How many mountains?)

Well, my friend, a few years ago the question was asked me about the mountains of the country. A few years ago there was some question about the mountains in British Columbia, but they were looked upon as mountains then. To-day they are mines of wealth. (Hear, hear.) The mountain fastnesses of British Columbia hold to-day timber and mineral wealth without parallel in the whole of the civilized world, and the interstices or valleys lying between show such a productive soil as places British Columbia on a plane easily its own. The inland waters of the country are as yet very inefficiently explored; there has been no particular occasion until recently for any commercial development of, at any rate, an extraordinary character north of the southern belt or within the range of the coast line, but of late on account of the Canadian Northern and the Grand Trunk Pacific activities a great deal of attention has been drawn to the inland waters of British Columbia and a very crude examination discloses the very interesting fact to-day to the business people of Canada and Great Britain that we have at first blush the finest kind of inland navigable waters of at least 2,500 miles.

### The Fisheries.

Now, let me first say a word or two about the fisheries. It is very interesting to note that our fisheries employ approximately about 12,000 people. We stand first in the production of salmon. Nine-tenths of our output may be credited to this fish. While it is very interesting to note that our catch of halibut is ten times more than that of the Atlantic, yet halibut fishing as we all know is just about starting. Now, take the small item of herrings. In Nanaimo Harbour, where my good friend to my left, Mr. Smith, comes from, 22,500 tons of herring were caught last year—45,000,000 pounds. Deep-

sea fishing for cod and halibut, oyster culture, the manufacture of fish oils and fertilizers, the canning of crabs, clams and other shell fish, the exportation of fresh fish in cold storage, and the preserving of sardines, anchovies and other small fry are industries which might well attract the attention of capital.

### Timber Wealth.

A word or two about the timber. The timber of Vancouver Island and the coast—and I am sure Mr. Hendry has told you this story in a much more eloquent fashion than I could attempt—is not only remarkable for its size but as well for its unsurpassed quality. The Douglas fir grows to a height of 300 feet—perhaps Mr. Hendry could afford to put 100 feet on in telling it to the Canadian Manufacturers Association. (Laughter.) But, I must be careful of my company, and I say at any rate 300 feet. That is a good starter. The average length is from 125 to 150 feet. There is also cedar, pine and hemlock in abundance. I refer particularly to the Vancouver Island section and coast region. In the interior the size of the trees is smaller, but the product manufactured therefrom is of a most excellent quality. I know from friends of mine in the territories as well as lumbermen themselves, who have to do with the business, that it is quite true that while in size the interior cannot compete with the coast, yet in quality the product of the mills of the Kootenay and the inland district is of an A1 standard character. (Hear, hear.) Roughly, British Columbia's forest and woodland estate consists of 182,000,000 acres. Figures are not now available to show what quantity might be classed as merchantable timber. Various estimates have been made as to the quantity available. The less optimistic, however, agree that of this zone of 182,000,000 acres of timber at least 36,000,000 acres are first-class in variety, and make up the very highest standard. This would yield on the extremely modest basis of 10,000 feet to the acre, 360 billion feet annually for 100 years, or at the present rate of cutting, for four centuries.

### Pulp Industry.

I can't leave this question of timber without some reference to the pulp. I heard in a whisper the voice of the President, "Say something about pulp and paper industries of Canada and what protection meant for them." I can say that in the Province of British Columbia there are thousands of miles of pulp and paper-making woods which are still absolutely and entirely undisturbed. Those who are interested in the industry have already been convinced that there is substantial evidence of the fact of the wisdom of an investment in British Columbia in this business. I believe to-day that the Brooks-Scanlon concern up here at the river are employing upwards of 1,000 white men in the development of the pulp industry. Now the papermakers of the United States, from newspaper and other reliable sources, would appear to me clamouring for raw materials. What we say in British Columbia—and again, sir, as in my welcome, I feel I can speak for all of British Columbia—is that they can have our raw materials on one condition, and that is that they shall set up their plants within our borders. (Applause.) The Province, Mr. President, will supply the wood and the water power, too, for the manufacture of the finished product. (Hear, hear.)

May I say a word or two, gentlemen, in explanation of my reference to the item of agriculture. It is very hard to say, if we counted, as we have a right to do, the mountain slopes that interested my friend down there, just what the acreage of British Columbia is that affords fertile and productive soil. Roughly speaking, it is estimated at about 46,000,000 acres. For my own part I do not think that that estimate does credit at all to the legitimate extent of arable lands in British Columbia. We are finding them every day.



If you look at the *British Columbia Gazette* with notices from land-seekers you must come to the conclusion at once that every bit of ground in British Columbia is ready for the plow. I may not be so enthusiastic as the gentlemen to whom I have just referred, but I will say that from my limited experience with the business of the country it is a fact that the more we investigate local conditions north, south, east and west in the Province the more do we disclose to the man in search of arable land the alarming and interesting fact that we have much more acreage of tillable soil in British Columbia than the most sanguine agriculturist ten years ago ever looked for. (Hear, hear.)

#### Lucrative Fruit Industry.

Now, sir, we have, and I am very glad to say with much success, demonstrated to the world in the last few years that what was termed a few years ago a sea of mountains is to-day the most prominent fruit belt in the whole of the British Empire. Ten years ago the total orchard acreage of British Columbia was 7,460 acres. To-night the total orchard acreage measures over 100,000 acres. (Hear, hear.) And, Mr. President, we have not as yet made a decent commencement. You may ask, what is there behind such an alarming statement? I answer very readily, proof positive; the soil and atmosphere of British Columbia would appear to lend themselves to a fruit culture second to none. We have been in the last few years in competition with other sections of the Empire where the same fruits are produced about which British Columbia makes so much boast, and, sir, I am very glad to say to-night, and I know as brother Canadians you all join with me in the expression, that we have been successful in competitions in the Mother Land, where the whole Empire competed, in carrying off the very highest awards and premiums. (Applause.) We grow fruit in the Fraser Valley in abundance and excellence, and do you know, sir, as a matter of fact, 600 miles north in the Valley of the Skeena, fruit is growing to-night of equal quality. Experiments are under way in various sections in what is called the hinterland of the country which, from what I can hear, will readily prove at a not far distant date that that section of the Province to-day holds a large and valuable extent of fruit land. There is no more striking illustration of the fact that we are a fruit country than the circumstance that here in the next few days will be held the first National Canadian Apple Show held in the Dominion of Canada. I see down yonder my friend, Mr. Maxwell Smith, and I say as a Canadian and one who takes some interest in this business of fruit growing and its promotion, that there is a great deal of credit and honour due to that gentleman for his individual effort and exertion in bringing about this consummation, the first Canadian Apple Show in the City of Vancouver. (Applause.)

#### Room for Development.

There is no necessity to deal at any further length with this subject. I would not labor you with statistics, but may I impose upon your good nature, sir, for just one moment while I mention here the item of dairying. We imported last year three millions of dollars' worth of butter into British Columbia, and yet we have lands here that for dairying purposes are second to none. We do not want to take from the land of the Eastern Provinces the good Canadian live citizenship which now makes it fruitful and productive; no, sir, British Columbia has no design on the population of the Eastern Provinces, but we do say, without any hesitancy, that we appoint you all emigration agents for the Province of British Columbia (laughter), and if you find any chap on your travels who is thrifty and honest and who will make a good Britisher and who wants to embark in the busi-

ness of dairying you can tell him that there is a three million dollar order waiting for him in the Province of British Columbia. (Applause.)

Then there is the subject of poultry and eggs. I extend the very same invitation through the agency of this new emigration bureau to the poultry men. Tell the poultry man who is anxious to come west that there is a two million dollar order waiting for him out here. Last year British Columbia sent east, I hope for the main part, over two millions of dollars for poultry and eggs.

Now as to the mines, and I promise to be very brief, Mr. President. In 1909 our production of metals was worth 24½ millions of dollars, approximately. The coal fields of British Columbia are easily of the greatest magnitude. Dr. Henry Poule of Nova Scotia, in the employ of the Geological Survey of Canada, estimated in 1905, so far as Vancouver Island is



MR. M. F. CHRISTIE

(G. F. Stephens & Co.)

Chairman Manitoba Branch, 1910-1911

concerned, a quantity of coal exceeding two feet in thickness with a vertical depth of 4,000 feet, which would measure up to 600,000,000 tons at a conservative estimate; and so far as Kootenay is concerned that there is such a deposit there that at the rate of production which obtains at the present time it can keep up the supply for 15,000 years to come. You need not be at all alarmed about the fuel. We don't need it out here so much in this very warm climate, but sometimes you need a little away down east or in the prairie country in the winter time. Then, apart from the Kootenay and Vancouver Island coal fields, experts tell us that there is yet to be developed a field north of the Crow's Nest Pass that would easily excel in quantity the deposits there; and later reports, too, from the Grand Trunk Pacific zone say that the Peace River coal mines are away above and beyond anything yet discovered in the Province of British Columbia. I cannot leave the coal question, though, without again illustrating the advantages which a potential coal field holds in the industrial circles of the country by reference to my good old friend, Mr. Armstrong, who has done so much of late to develop the Nicola coal field. (Applause.)

### Mines and Mining.

Now, sir, I could go on to speak at some length with regard to the metaliferous mines of the country, but, perhaps, there is no more striking illustration of the advance we have made in lode mining than the very circumstance that within the confines of British Columbia we have the third largest smelter in the world working day and night and making good dividends for its owners. Lode mining is only in its infancy, a little over ten years. What has been incidental to every other mining country has been the experience of this Province; we have had our ups and downs, but nevertheless there yet remains in the Province such an extent of territory where lode mines can be developed and made profitable as is to-day attracting the attention, the most earnest attention, of the best experts the world over. The last word we have had in this direction comes from the Portland Canal. The newspapers very frequently have not the agency through which they can secure the best and latest news. Of course, I speak of the British Columbia newspapers, because we have not got the same service for all-round communication and transportation as you enjoy in the east. There was a report from Portland Canal with regard to certain discoveries there that I believe was more or less extravagant, but, sir, these reports are common to every mining community where the same crude means of securing news obtains as did in the case of Portland Canal. There is no telegraphic communication with Portland Canal. Despite this little circumstance, because out here that is only a little bit of a circumstance, the Portland Canal district promises well. It is the last word we have in British Columbia in respect to the lode mines of the country. I leave this question with the parting observation that the lode mine, as every other industry to which I have just referred, still remains in its earliest infancy, and the day is not far distant when the returns from British Columbia will be the surprise and admiration of the mining world.

### B. C. Varied Attractions.

Now, sir, a few words and I am done: One is very apt, in speaking of fish and timber and agriculture and mines to let the subject of British Columbia drop with the last item. It is a very unfair thing to the Province that this be done. Where is there a climate in the world like British Columbia? (Hear, hear.) And, Mr. President, where is there such scenery as we have in British Columbia? And where, tell me, tell me where, sir, is there the sport and game that we have in the Province of British Columbia? Why, they say that some States in the Union—I wouldn't be so venturesome as to say any Province in the Dominion—make their most substantial assets from the game of the country. Take the State of Maine, from which so much news comes about game conservation and from whence the story reaches us, too, of a tremendous revenue annually to the State because of the game revenues. Why, we could lose the State of Maine in one of our counties, in one of our hunting fields, and still have lots of game and the best of it to spare.

### Transportation Development.

I have spoken, sir, of these things, but before I resume my seat there is, after all, the complement that is essential to make and write a correct story of British Columbia. While we have these wonderful assets in volume and variety as I have tried to portray them, thank Providence, too, we have, in British Columbia, a splendid Canadian people (hear, hear); and, when I say that I must ask myself the question, and you have a right to an answer, What are these people about? I will try to tell you the story in a word or two. In the first place, there has been a reference to our natural transportation, our coast and inland waterways. You will say to

me, what about the artificial transportation, the railways of the country? What have the people of British Columbia, who have these wonderful gifts from nature, been doing with them from the point of view of transportation? I am very glad to tell you, Mr. President, and your company, that we have to-night under construction, if you count the Grand Trunk Pacific, the Canadian Northern, the Kettle Valley, Esquimault, Nanaimo and Kootenay Central Roads approximately 1,500 miles of standard line of railway. We realize this, that the configuration of this country demands, if we propose any great work of development, the construction of railways. We are trying to follow the problem up, in part at any rate, with the solution of the construction of these 1,500 standard gauge miles, and then we are only at the commencement. Now, apart from the standard gauge railways, you will be interested to know, Mr. President and gentlemen, that we, as a Province, are to-night maintaining 9,500 miles of trunk roads apart from municipal roads, 4,500 miles of trails and bridges, in value approximately \$6,000,000. This makes up one little item of what the Canadians of this part of the country are trying to do with the trust that they have in hand.

### Manufacturing in Progress.

Then you will ask me, after we pass the subject of transportation, something about the manufacturing part of the life of this Province. Well, I am scarcely at home, particularly in this audience, when I approach this portion of my address. We are a very young Province; we have had many conditions here, so far as manufacturing is concerned, almost prohibitive in extent to deal with; we have not had the population; we have not had the market; we have not had the transportation of the Eastern Canadians, and yet, despite these handicaps, I venture to say that after all, man to man, this part of Canada will size up very creditably with our brethren to the east of the mountains. In manufactures last year I think we produced in value about \$30,000,000 worth. That is only a commencement, too, Mr. President. I am only giving you commencements this evening. Now, sir, we feel that with more transportation and more population we can readily treble, aye, yes, make the record ten-fold of the statistics to which I have just treated you. It will take time, patience and hard work, but we are prepared to solve the problem in British Columbia. (Hear, hear.)

It would be very difficult for me to-night, because I must not abuse the patience of my audience, to enter into any detail with regard to this great big order, the industrial, the manufacturing life of the country, suffice it to say, however, that you, sir, who must be expert in business and in your knowledge of the Province, will presently come to the realization that British Columbia is destined to be the great big manufacturing zone of the Dominion of Canada. (Applause.) We have the raw material, we have the water power, and presently we will have the people. (Hear, hear.) Then I won't say that we will defy, but I will say that we will invite competition. Now, sir, the trade returns for 1909 credit us with a total trade of \$43,000,000 made up of \$21,000,000 of imports and \$22,000,000 of exports. We also have a weakness for banks out here in British Columbia, though I don't say that they have the same weakness for us. The bank clearings for 1909 aggregate a value of \$358,000,000. As an instance of the rapid growth of our business, the bank clearings for the first six months of 1910 exceeded those of the same period of 1909 by \$101,000,000. (Applause.) That seems pretty good for a starter, too, Mr. President.

Our merchant marine, and this is an item that we can scarcely afford to pass over, because there is so much of commercial vitality about it—our merchant marine is steadily increasing. The navigation returns for 1909 show that 5,000 sea-going vessels sailed from British Columbian ports in that

year, while there were 20,000 vessels engaged in the coasting trade, representing in all over 9,000,000 tons of shipping—a most astounding, nevertheless truthful statement.

#### Province Only Commencing.

Now, Mr. President and Gentlemen, while the different items to which I have just referred may be aptly and properly termed the commencement items, we pause to look into the future, and wonder what it must mean to the Province of British Columbia. For my part I feel satisfied that we have already had in the development of the last few years a sufficient evidence of what we are entitled to expect in the future to justify the prophecy that the population of British Columbia in the days not far distant will be counted by the millions and not by the thousands. (Applause.) And, sir, with that population will come the development in the superlative degree of the different industries to which I have just referred. With that population will come manufacturing industries, will come and must come transportation, if that does not come before, as it ought to do; and, sir, the cultivation of our fields, the working of our mines, the manufacturing of our timber and the establishment of our horticultural products in extent and variety beyond anything at any rate that Canada up to date has attempted.

I said a little ago, and would repeat, that in a statement of this kind British Columbia means no vain boasting; we have nothing that would entitle us to say that we are a bit better than our brethren to the East. We out in British Columbia say, while you come from Ontario or from Quebec, while you take pride in Toronto or Quebec, we Western Canadians have just as much right to be proud of Toronto and Quebec as you have. (Hear, hear.) When we say this we mean to invite you to feel the same towards the Province of British Columbia. We feel that when we Canadians who are trustees of this wealth in Western Canada, speak of the mines and timber and climate and scenery and all of these other wonderful things, we speak of them as your possessions as much as ours. (Applause.)

#### A United Canada.

Sir, I am grateful to you, to you, Mr. Past President, and your Honor and Gentlemen, for the patience with which you have listened to these observations. I say again that he would be a very recreant man, indeed, especially as a Canadian, to his first duty of citizenship, who knew British Columbia and who hesitated to tell his fellow-man of the wonders of this mighty country. We in this country are essentially a Canadian people; we have great love and affection for Canada, and with you, sir, from the East and from the middle West we join in the strongest affection for "One King, One Flag, and One Empire." (Applause.)

#### Canada and the Empire.

Mr. Hendry.—I will now propose the toast of "Canada and the Empire," to be responded to by Mr. C. R. McCullough of Hamilton.

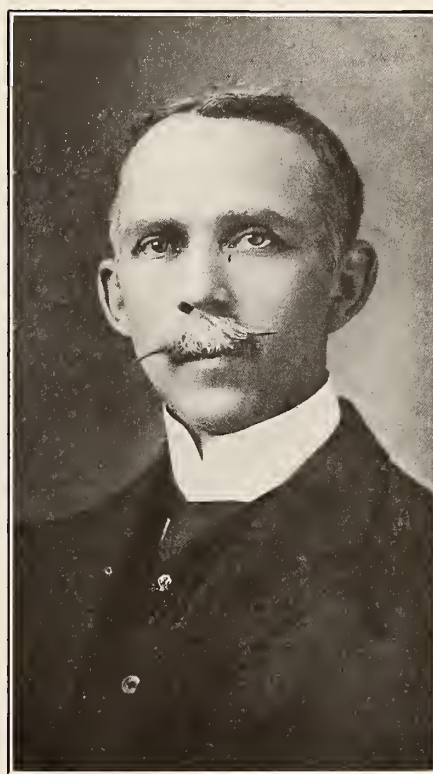
The toast was drunk, the company singing "O! Canada."

Mr. C. R. McCullough (Hamilton), in responding to the toast, "Canada and the Empire," said:

Mr. President, Mr. Toastmaster, your Honor, Honorable Premier of the Province, Gentlemen of the Canadian Manufacturers Association, and Ladies in the gallery:—

I am sure that all who are here to-night will agree with me that the Honorable the Premier of this great Province has very adequately, indeed, replied to the toast that I am set down to reply to this evening. For no one could more eloquently reply to the toast of Canada and the Empire than the

distinguished gentleman who is the Premier of this Province. (Applause). And, sir, during his commencement exercises I was carried away, as I am sure my friend, Mr. McNeill, who will reply shortly to this toast, and Mr. Younge, were carried away, forgetting that we were to be called upon to speak to this large and representative audience this evening. I am persuaded with regard to this great Imperial Province of British Columbia of the truth of that statement set down in Holy Writ of the man who had a taste for pearls, that finding the pearl of great price he forthwith sold all he possessed and purchased that pearl. It would seem that the pearl of great price in the Confederation of Canada is this wonderfully rich Province of British Columbia. (Applause.) And, Mr. President, also, I heard from a personal friend of mine to-day of an incident that may be of interest to you of the City of Vancouver, and it was this: that a New York lady came into the gateway of this great city and so impressed was she with the wonderful opportunities you have here to live and enjoy



MR. C. M. McCULLOUGH

(The Ontario Engraving Co.)

Hamilton

life that she went back to New York, sold all her possessions and came to reside in this great City of Vancouver, because, as she put it, she had one life to live, and there was only one city to live it in, and that was Vancouver. (Applause.)

Someone here to-night has referred to the sea of mountains. Now, I come from a city where there is only one mountain (laughter), and that mountain, sir, is a flat mountain; some people call it an escarpment, and my friends of Toronto call it a hill. But, sir, in that same City of Toronto I heard a very eloquent British Columbian, who has been referred to to-night by the Premier of the Province, Mr. Smith, at the convention of Canadian Clubs held in Toronto a short time ago, who painted these mountains, I thought, with such glowing grandeur that the sun itself would not display such beauties as my eyes met as we came through them the other day, but I found the eloquence of Mr. Smith, who painted and repainted these mountains with such glory and beauty, was more than equalled

by the ever-changing glories that the sun painted upon the mountains of British Columbia as we came within the gateway.

### Canada's Beginnings.

I also, sir, am interested very much in the very liberal and generous way in which the Premier of this Province has referred to the place that British Columbia occupies and to the fact that Canadians from every part of Canada are the owners of British Columbia just as much as you who reside in this premier Province. (Applause.) That takes indeed a very large part of what I had intended to say with regard to the unity of this great Dominion. Away down there on the coasts 400 years ago the famous Spanish adventurer, Balboa, marched his men into the surf of the Pacific and in the name of his Sovereign the King of Spain claimed all the waters of the Pacific north and south without contradiction for all time for the country that had sent him forth. This claim to the waters of the mighty Pacific and to two continents was not conceded readily by those of our blood, and so in process of time came along the great and memorable



The Gap

Drake, one of the founders of that great navy which is to-day the mistress that gives us the sovereignty of the world and preserves to us and all those that come after us the peace of our country.

And then, sir, came another very distinguished sailor, a man who afterwards navigated the globe, a man who, I believe I am correct in saying, was with the British Forces at Quebec in the old days. I refer to the great sailor Captain Cook. And, sir, this Captain Cook takes me to a very historical point, Island of Vancouver, I refer to that very celebrated historic point known as Nootka Sound. A great name in our history. We who are from the East do not know this name as we ought. We who are in the East have been thinking of the history of Louisburg and Quebec and various other places. Nootka has just as great a lesson for us as these places have on our eastern shores. At Nootka came the British sea captain Meares and made the first, I presume, land purchase in this great Province of British Columbia; and I take it, sir, that there are a great many land purchases in this city and in this Province of British Columbia. We who come from the older cities and from the older Provinces have looked with a great deal of respect upon the figures set out upon land that is situated in this great city of Vancouver, and we have decided, some of us at least, that we will go back to our own cities and, perhaps, buy some land there in the meantime. (Laughter.)

### A Deserved Honor.

Well, sir, I have mentioned Nootka Sound. A great name is connected with the Island of Vancouver that lies like a great Leviathan on your coasts: Vancouver, the greatest name in your history and in the history of this Province; a great name in the history of the Empire; a great name for you who have named this city after this great British sailor, Vancouver. All honor be to him who led the way toward this Island that you have named after him on the coast. (Applause). And, sir, this Vancouver and Quadra, the Spaniard, when the Spaniards took possession of Nootka Post, were sent as the commissioners of their nations to endeavour to arrive at some compromise with reference to the ownership of that settlement, and these men, although their countries were at enmity, and although they both were fighting hard for the interests of their respective countries, were the best of friends; they respected each other so much that Vancouver in naming that great island on your shores named it Vancouver and Quadra's Island.

### One People.

This brings me to the idea of amity, of concord and of good-will; and, sir, in Canada we should be, above all, friends, whether we come from the east or from the west or from the middle portions of this great country we should be each for all and all for each; and it is a satisfaction to go back to my home in the east bearing, as I do, the splendid statements, the words spoken from his heart, I believe, by the Premier, with regard to the concord and amity that should exist between us. And, sir, this same Nootka Sound has given one of our poets the chief theme for one of his phrases. You who remember the Maple Leaf played so well by the orchestra in the gallery, perhaps do not know that the most significant, the best phrase written by my old friend, Alexander Muir, now gone to his reward, is the phrase which has not usually been sung by the Canadian people, and so may I venture, sir, and gentlemen, to quote it to you:

Our fair Dominion now extends  
From Cape Race to Nootka Sound;  
May Peace forever be our lot  
And plenteous store abound!  
And may those ties of Love be ours  
Which Discord cannot sever,  
And flourish green o'er Freedom's home—  
The Maple Leaf Forever!

The idea, then, is unity. Shall we, in this the year that is within striking distance of the semi-centennial of Canadian Confederation—and by the way, gentlemen of Canada, we should fittingly celebrate that great event in our history seven years from now—shall we then within striking distance of the semi-centennial of this Confederation give the lie to those who, in 1867 and before that labored for the unity of the Canadian people? Can you forget? Do you remember that there was a time when there was no Canadian Confederation? Do you know that in the lives of many of us here there was a time when the Provinces of Canada were not bound together? Do you know that on the floors of the Eighth Parliament of Canada of those days of the combination, the amalgamation of Ontario and Quebec, at the time when our shores were threatened by a foreign foe, at the time of the threatened Fenian Invasion, D'Arcy McGee rose in the House, that great patriot and martyr of the Canadian people, and said, "You want a principle to guard your young men, and thus only can you guard your frontiers. When I hear the young men of this country saying, as proudly as the young men of other countries, in speaking of their own 'my country,

my kingdom, my Dominion,' then I shall have little fear of the future, whatever trials may be in store for us."

#### Confederation the Guiding Principle.

Now, what was that principle? That principle was Confederation. A common country for the Canadian boy and for the Canadian girl, so that they might have that unity of purpose and effort which would in due course bring their country into the fields of greatness. Sir, we must not forget that no province lives unto itself alone (hear! hear!), that we have here a common country, a nation within an Empire (hear! hear!), and that it should be the aim of every Canadian to make Canada the very apex of the Imperial fabric (applause), and I submit that if Canada is brought to that very proud position, Canada will be doing its share in the cementing, the upbuilding, and glorifying of that great imperial fabric.

Colonel Rankin also rose in his place in the House in those early days preceding Confederation, and he said, with regard to Confederation, that it is the only great statesmanlike idea which has ever been brought under the consideration of the Canadian Parliament. I hope that the Premier of every Province, that the Cabinet of every Province, that all the members of the various Houses in the various Provinces, will take it unto themselves to realize what was realized in those great days before Confederation, that the one great idea is the Confederation of this country. (Applause.)

Now, sir, I must bring my remarks to a close, because it would, indeed, be unfair for me to trespass upon the ground of the gentlemen who are to follow, but may I quote in closing, that which has often appealed to me, and which some of my friends may hear for the second or third time. Away back in the clearing days, and I am reminded of the clearing days of the Provinces of Ontario and Quebec, by the great clearing that is going on in your Province, when I see magnificent residences and polished homes alongside of ground with immense stumps in it. In the early days in the clearings of Canada, Susannah Moodie, a member of a very distinguished family, said:

#### A Prophecy Fulfilled.

"The time is not far distant when she shall be the theme of many tongues, and the old nations of the world will speak of her progress with respect and admiration. Her infancy is past, she begins to feel her feet and to see her way clearly through the wilderness. Child, as you deem her, she has already battled for her rights and obtained control of her own affairs.

"There is no 'if' in her case. She possesses within her territory all the elements of future prosperity, and she must be great."

Gentlemen, we who have seen this great Province of British Columbia, we who have seen the Provinces of Saskatchewan, Alberta and Manitoba, as we have come along, are indeed convinced that this woman, writing back in the clearings, was truly a prophetess, and she, when men had lost faith in 1849 or thereabouts, in their country, foresaw the glory, as women only seem to see it, of future things; she prophesied that greatness which is to-day displayed before you in this great Province of British Columbia. (Applause.)

#### Our Manufacturing Industries.

Mr. Hendry.—Gentlemen, I have another toast to propose, "Our Manufacturing Industries," to be responded to by Mr. William McNeill, Vancouver, and Mr. R. J. Younge, Montreal.

#### Another Cook.

Mr. McNeill.—Mr. President and Gentlemen, before I begin to respond to the toast with which my name has been coupled,

I would like to make just one word of explanation in regard to a remark of the previous speaker. British Columbia is proud of our Captain Cook, but for the benefit of the easterner I want to say our Captain Cook has no relationship whatever with that other son of a sea-cook (laughter) about whom we have heard so much recently—that other Cook. To quote one of the old songs, "He was the worst that ever burst into that polar sea."

I am at once both proud and humble to-night in rising to respond to this toast, proud because of the honor which my fellow members of the Vancouver Branch have reposed in me, humble because the aristocracy which surrounds me makes me feel that the mountain heights of attainment and success to which you have achieved may be almost insurmountable to one such as I am, standing only on the low, level ground of every-day endeavor. I have looked upon and



MR. T. J. DILLON

(Canada Foundry Co.)

Chairman Niagara District Branch, 1910-1911

seen in your faces since you came here that subtle, but sure, distinguishing quality which marks the man of business and commercial success, the man who has seen the creations of his brain materialize into work accomplished and fulfilled. Perhaps the only reason that my fellow members had for choosing me as one of the responders to this toast lay in that old adage or proverb "Seest thou a man diligent in his business, he shall stand before kings, he shall not stand before mean men." You will notice that the adage that I took works in its flattery both ways, and have we not kings here to-night? There sits the King of British Columbia, and it is the Prime Minister; here sits the King of Vancouver, there the King of Westminster; we have lumber kings, both east and west, and in front of me we have a representative of the Ottawa Government, I refer to the sublime poet. Kings to the right of us, kings to the left of us, and your majesties behold your queens (laughter), and the only thing, your majesties, that places me in somewhat of a dilemma is the idea that somewhere I obtained that in withdrawing from royalty I have to go out backwards. I am not Samson, because my locks are shorn, and I can't take the pillars of this place with me.

### Vancouver's Welcome.

The Vancouver Branch has felt honor indeed in having the Canadian Manufacturers Association and we trust what you have seen of Vancouver and its surroundings has produced in some of you some heart searchings that perhaps you were not doing all of your duty, either to Canada or to your Association, by being manufacturers only in Eastern Canada. Here in Vancouver we have manufacturing sites in plenty, and we have a people behind the sites that are ready to welcome you with both hands if you can find from Vancouver a market in British Columbia and in the great Northwest. Since some of you were here in 1906, Vancouver then with a population of only some 75,000, now has reached a population of 125,000; Westminster has doubled itself in the same time, and the district between the two cities is rapidly filling up with population almost beyond the bounds of belief. North Vancouver, across the Inlet, with 5,000 souls, and with a waterfront miles in extent, and heaped to its very doors, is crying out that her sylvan stillness should be broken by the roar of trade and commerce. (Applause.) The largest need that we have, and the thing that you can supply at least in part,



Glacier

is for an increased pay roll. Your stay with us has been altogether too short, but we trust that in the time in which the East has met the West there has, at least, been this accomplished, there has been a reciprocity treaty framed up between the East and the West that no legislative enactment will be needed to enforce and make effective. (Hear! hear!) As to the amount of progress and prosperity this Canada of ours in its manufacturing has seen in the last few years, all over Canada, the same story is told of progress and prosperity. Montreal, with its docks and large railway facilities; Ottawa, with its splendid lumber yards and its power plants; Toronto, that great educational centre; Hamilton, with its factories and its foundries; Brantford, with its agricultural implements; Paris, with its woollen factories; Galt, with its iron products; Peterboro, with its electrical devices; Owen Sound, with its ship building; Berlin, with its buttons; Guelph, the musical centre of Canada, if not of the world, booms out with every organ she manufactures the praises of Canada. And yet has there not just recently arisen over the horizon of this prosperous sky the little cloud, no larger than a man's hand, mutterings of free trade thunder have been heard from the Provinces, and certain of the influential newspapers of Great Britain have been told by their correspondents on this side of the Atlantic that Western Canada is heartily in favor of free trade, and the inference to be drawn from these correspondents' statements—and the story lost nothing in the telling by being transported to the other side via the Associated

Press—the inference was plain that Canada was seriously divided on this question, and that the Government of Canada was seriously considering the reduction of the tariff, and a reciprocity treaty with the United States.

### No Division of Opinion.

Now, let it be said frankly and at once that Canada is not seriously divided on this question (hear! hear!), and that the overwhelming sentiment of Canada to-day, and the overwhelming majority of Canada to-day would say, if a vote were taken as to a reduction in the tariff, "No." As to the other question of reciprocity with the United States the same answer would be returned. (Applause.) Canada is virtually committed to the doctrine of protection, and there is no great difference in the tariff policy as between the two great parties composing the politics of Canada. It is quite true that on other questions of policy and of politics there are great, and wide, and divergent views, so that the party or the people not now in power, when you talk to them of the other party that is in power, steadily shake their heads and tell you that judgment is delayed and the day of divine retribution tarries. But to the ordinary business man, the man of ordinary affairs, I think it can be stated as a truism that as between the two great political parties the tariff question is one that both of them are committed to.

There are two great factors in the making of any nation, one is agriculture, the other is manufactures. The one is the complement of the other, and both of them depend upon that other great factor in the making of a nation, namely, the consumer. What is the position of Canada to-day? This country that is the best of the nations of the earth, for whom the 20th century has reserved its chiefest favor? We are a nation, but we are a nation in the making, large in our resources, large in the extent of our territory, tremendous in our assets, but weak in our population, and to remedy this defect in weakness of population we are proclaiming to the nations of every world, we are proclaiming to every clime the greatness and prosperity of Canada; we are inviting from every nation all who care to come to participate in all the good things, and they are coming, coming by the thousands and by the tens of thousands. All the kingdoms and all the princes of the earth flock to this side. The glory of other lands flows into her, unbounded is her wealth, and endless her increase. (Applause.)

### Causes of Prosperity.

What is the cause of all this prosperity? Two things, the one agriculture and the other manufactures. Surely the one will not become jealous of the other; and if there is any jealousy it ought all to be on the part of the manufacturer, because the product of the farmer has increased in price by leaps and bounds, whereas most of the manufacturing products have not increased with all other things. It is only natural that the American farmer, whom we have welcomed in the past year or two in his thousands, and whom we will continue, I trust, to welcome into Canada, I say it is only natural that he should wish to buy his implements from those from whom he has been buying, but it would be a sad mistake both for him as well as for the nation if he were allowed to do this. If Canada is ever to be a great manufacturing country, then Canada needs protection for her industries. (Applause.) Even now we have to compete with the great manufacturing interests and the powerful trusts of the middle West, as well as with a population of one hundred million as against the poor few, paltry millions that are now within the confines of Canada. Give us what Roosevelt would call the square deal; give us the square deal and we will

show the Canadian farmer that it is better to buy in Canada than out of it. We will make the phrase "Made-in-Canada" the proudest boast of this Empire. (Applause.)

### Canada's Destiny.

There are three ways in which the destiny of Canada from a manufacturing point of view might be worked out, and there are three ways in which the problem of her future might be solved. There are some who say that if a reciprocity treaty were made with the United States it would lead also to political union. It might not come soon, but it would seem as if that might be the ultimate result of such an alliance. Surely the destiny of Canada lies not that way. There is the other point of view, the point of view of national independence, and there are signs which would go to show that Canada might be drifting towards that end and goal. Because if there is one thing to-day which is an overwhelming sentiment in Canada, it is this, to be left alone. We have no desire for entanglements of any kind. But, there is the third way, the way that lies in a closer relationship to the Empire of which we form a part, and in that Empire surely we can find our highest destiny and our greatest aim. I trust progress will continue, for Progress is a King, and long live the King. (Applause.)

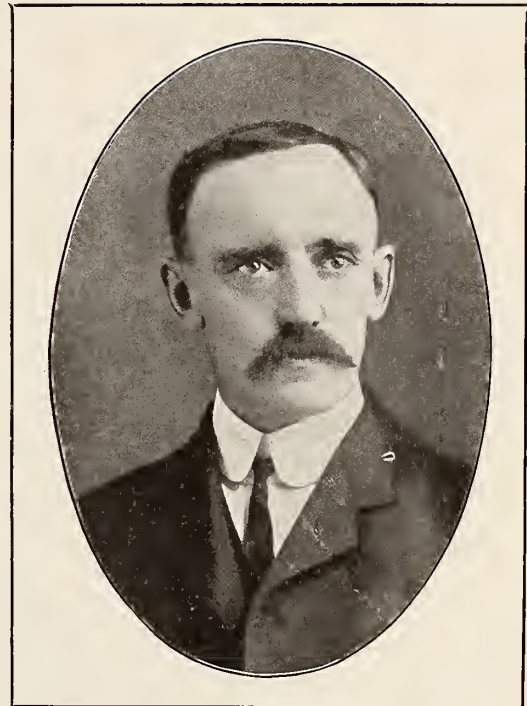
Mr. R. J. Younge (Montreal).—Mr. President, your Honor the Lieutenant-Governor, the Prime Minister of British Columbia, Ladies and Gentlemen: After the very eloquent speeches which have been heard to-night, I am sure that there lacks little or nothing to the feast which we have enjoyed. But, before responding, in conjunction with my colleague, to the toast, I wish to say again how much we have enjoyed our meeting in Vancouver. (Applause.) A short time ago it was considered a long trip to come to British Columbia. I feel that we have never been so close to you as we are to-night (applause), and you have never been so close to us; in the words of your eloquent Premier, when he said that you are ours and we are yours, I can hear the echo resounding from the Atlantic Coast in response to those eloquent words, and saying, "We *are* yours and you *are* ours." (Applause.)

I like to think, Mr. President, of the Provinces of this Dominion as one great family; I like to think of Ontario and Quebec, as the older brothers—Ontario resembling his father, John Bull, and Quebec resembling his mother with her dark eyes and her patient industry—these two older provinces hand in hand; and then the two older sister Provinces of Nova Scotia and New Brunswick, robed in green and with the mist of the Atlantic upon their faces, holding by the hand between them the baby Province, Prince Edward Island; and then further west the three stalwart young giants of Manitoba, Saskatchewan and Alberta, whose names are already ringing around the world as the three great wheat-makers of the globe; and further west, to where our younger sister lives, British Columbia. What a beautiful woman she has grown to be, and how she has stepped from her queenly throne on the Pacific Coast with her warm sunshine and her beautiful spirit to welcome us in her midst! (Applause.) We reciprocate that welcome; I say to you, British Columbians, we reciprocate that welcome from the bottom of our hearts, and if you will organize an excursion and come to the east 100, 200, 300 strong, we will be there to welcome you with the same hearty Canadian spirit, and we will endeavor to give you the same good time that you have given us here. (Applause.)

### A Nation of Manufacturers.

And now I must not keep you long, for the hour is late. (Voices: Go on.) I would like to say a word or two in

response to this important toast. It has been said again and again that Canada is not a manufacturing nation, but in reply to that I have simply to make one statement, and that is, that there is no other country in the world of the same population which makes half as many lines of manufactured goods as the Canadian people. The manufacturing industries of Canada, what do they mean? 20,000 smoking chimneys, 500,000 busy work people, and more than 500 million dollars of invested capital. It is interesting to know, and I am not going to worry you with figures, that the value of the manufactured products of Canada at the time of the last census amounted to \$613,000,000, greater in value than the combined products of our farms, our forests, our mines, our fisheries and our furs. (Applause.) And then it is worthy of note also that there is no other country in the world of the same population which produces so high a standard of



MR. R. P. McLELLAN

(McLellan & McSeeley & Co.)

A Member of the Entertainment Committee

manufactured goods. Gentlemen of the Canadian Manufacturers Association, let us never get away from the word "quality." (Applause.) If we are to hold this market, if we are to reach out after other markets, the word "quality" will be the key note to our success. (Applause.)

We sometimes forget, and even our ladies sometimes forget, that there is an important national principle involved in the smallest purchase that we make. There is more, gentlemen, than material and process in the manufactured article; there is the finer human element, there is the indescribable something which belongs to the maker of that article, there is the brain, the sinew, the conscience, the moral fibre, the heart, if I might so put it, of the man who has stamped his very being upon it; and we Canadians in our purchases should not forget that we owe a duty to the workmen in our employ (hear! hear!), and that we owe a duty to the workmen in the employ of our fellow manufacturers, for we are all interested in the development of the same great country.

Pauline Johnston, an Indian girl, of one of the Aboriginal Tribes of our Dominion, with the marks of the Indian upon

her, the curling smoke of the wigwam still fresh in her mind, seemed to have caught the spirit of the new Canada when she wrote:

"We don't need the Marts of Europe,  
Or the trade of the Eastern Isles,  
We don't need the Yankees' corn and wine,  
Or the Asiatics' smiles;  
For what so good as our home-made cloth?  
And under the wide blue dome,  
Will you tell me where you have tasted bread  
Like the bread that is baked at home?"

"We'll defend our own; no need to feel  
A fear for the days to be;  
With our arms of steel, and our iron heel,  
And our hearts like the oaken tree;  
For we are the home-made, home-fed men,  
The pride of a princely land,  
And the goods that are made in Canada  
Are the goods that her sons demand."

Now, Mr. Chairman, may I close by saying just a few words with regard to what I believe to be the greatest danger to the manufacturing industries of this country at the present time. Even to-night the wires between Washington and Ottawa may be busy with messages which may mean reciprocity between Canada and the United States. This is a subject, gentlemen, for statesmen and for business men (hear! hear!), a subject for statesmen, because our whole future may be wrapped up within it, a subject for business men because the commercial age in which we live calls for business in statesmanship. The address which you have heard to-night from the Premier of this Province was a business address, and when he spoke to us of the development that is waiting here for labor and capital, he delivered one of the finest advertisements for British Columbia which has ever been given to the public. (Applause.)

#### Reciprocity With the United States Not Needed.

Let me say, first, with regard to reciprocity with the United States, that we don't need it. Our present tariff has laid the foundation for national industries of our own; it has given us busy factories, well paid workmen, and it has given us an attractive field for the investment of foreign capital. Do you know that 168 of the largest manufacturing firms in the United States have come to Canada and erected branch factories here? That they have invested in our country more than \$225,000,000? Do you know that in the last five years the British people have invested in this country more than \$600,000,000? Gentlemen, if we had no tariff in Canada, if we did not give protection to the dollars that are invested in our plants, and to the workmen employed in those plants, we would not have the industrial respect of the United States or of Great Britain which we enjoy to-day. (Applause.) In the second place, the channels of our development have been laid in another direction. For thirty years we sought for reciprocity at Washington, and we sought in vain; refused and repulsed we looked to ourselves, to the great natural resources which we have within our own borders; instead of building our railways from north to south we built them east and west; we have stretched across our continent three great transcontinental systems; we have deepened our canals and waterways; we have subsidized steamships to carry our products across the seas; we have opened up our Great West; we have erected our own tariff wall and have given a preference to the Mother Country. (Applause.) In short, we have bent all our energies to

develop ourselves as an important part of the great Empire to which we belong. It is too late, gentlemen, at this hour, and with the great future now before us—too late to listen to the siren song which comes to us from our great neighbor to the south. (Applause.) In the third place, the conditions existing in the United States and in Canada are too unequal to permit of a treaty, a reciprocity treaty, which if put in force on all the lines and products manufactured and grown in both countries would be effective for the benefit of Canada. The Canadian farmer can easily compete with the United States farmer because his land yields 50 per cent. more bushels to the acre, and it is a better quality of wheat. But, when we come to compare the manufacturing industries we find that those in the United States are much larger, that they are highly specialized, and that many of the Canadian industries are still in their infancy. It might be true that a few of our larger firms could compete in the United States market, but there are hundreds, there are thousands, gentlemen, of struggling factories in this country which would be closed up if we had reciprocity in manufactured goods with the United States to-day. (Hear! hear!) Again, our tariffs are unequal. The average rate on dutiable and free goods imported into the United States is 24 per cent., imported into Canada 16 per cent.; the average rate on dutiable goods only imported into the United States is 42 per cent., imported into Canada 27 per cent.; the duty on agricultural products imported into the United States is from 33 1-3 to 100 per cent. higher than the duties on the same products imported into Canada, and on manufactured goods fully 40 per cent. higher than the same lines brought into this country. Let the United States reduce their tariff to a point where the protection afforded their industries is actually, not theoretically, equal to the protection which we have, and we will sit down at the table together and discuss the question of reciprocity with them. (Applause.)

#### An Unequal Trade.

And, lastly, Mr. Chairman, the purchases of the two countries are unequal. Though our population is less than eight millions, our purchases from the United States in the last ten years amounted to \$1,600,000,000; though their population is nearly 90 millions, their purchases from us in the last ten years amounted to only about one half of that amount, or, to illustrate this fact in another way, the people of Canada bought last year per capita \$30 worth of goods from the people of the United States; the people of the United States bought per capita from the people of Canada \$1.10 worth of goods. Again, I say, Mr. President, if the United States is sincere, if they wish reciprocity with Canada, let them give evidence to us of their good-will to purchase from us, and let them know at once, that remembering the past, we are like the people who come from Missouri—they must show us before we are ready to accept their word. (Applause.)

All these points considered, gentlemen, and I have not touched upon the question of British connection, because my colleague has referred to that in very able terms, but all these points considered, shall we to-night agree to surrender our position of self-reliance? Shall we hold ourselves for sale to a foreign power? Shall we lose or jeopardize for one moment the control which we have of the magnificent resources which are ours, or shall we take the first single step, I care not how short it may be, towards the dismemberment or even the disturbing of the great Empire to which we belong? (Voices: Never.) I believe the Canadian people will say, "No."

The eyes of the world are upon Canada to-day; the Mother Country watches us, and if I might plead in parting for one



great safeguard from every danger which we have to meet, it would be that Canadians from Coast to Coast, should stand together. There is no greater national crime committed in this country than that which is committed by the man or by the newspaper who would put the East against the West, who would put the English speaking people against the French, who would put labor against capital, who would put the working man against his employer. Let us be one; let there be no East, and let there be no West, but let it be said that Canada, once described as a frigid clime, developed from coast to coast a race of people with warm hearts and noble ideals who stood together in moments when the crisis had come, who stood together not only for the Mother Land, but for the development of their own resources and the building up of a great British nation in this North American Continent. (Applause.)

In the words of our own Dr. Drummond let me say:

"Our fathers came to win us  
This land beyond recall;  
And the same blood flows within us  
As Briton, Celt and Gaul.  
Keep alive each glowing ember  
Of our Sireland, but remember  
That our country is Canadian  
Whatever may befall.

"Who can blame them, who can blame us  
If we tell ourselves with pride,  
How a thousand years to tame us  
The foe has often tried?  
And should e'er the Empire need us  
She'll require no chains to lead us  
For we are Empire's children,  
And Canadian over all.

"Then line up and try us,  
Whoever would deny us  
The freedom of our birthright,  
And they'll find us like a wall;  
For we are Canadian, Canadian forever,  
Canadian forever—Canadian over all."

At 12 o'clock p.m. the banquet closed, with the singing of:  
"Auld Lang Syne."

## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.*

### 947 Agricultural Implements, Hardware, Furniture, Desks, etc.

—One of the best known firms of export forwarding agents, with world-wide connections, desires to get in touch with Canadian manufacturers of agricultural implements, hardware, furniture, desks, etc., who are interested in the Australasian, South African and South American markets. Is also interested in paper, wood pulp, woodenware, etc. The firm has a representative in Montreal, who will visit Canadian manufacturers interested.

948 Agencies.—An Australian is seeking absolute sole agencies; travelling regularly through all capital cities of the Commonwealth.

949 Birch Chair Seats and Squares.—A firm of wholesale importers in London, Eng., desires quotations on the above commodities. Large orders in sight.

950 Bacon and Hams.—A firm of general merchants in Antigua invites correspondence from Canadian exporters of hams and bacon.

951 Boots and Shoes.—A merchant in Montserrat, British West Indies, is desirous of hearing from Canadian manufacturers of boots and shoes; also exporters of sole leather.

952 Beans and Peas.—A South African firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of beans and peas.

953 Bacon and Hams.—A South African firm of general merchants and commission agents desires to be placed in communication with Canadian manufacturers and exporters of bacon and hams.

954 Business Connections.—An English gentleman now in Canada, and seeking to establish business connections between the Dominion and the South American Republics, desires to hear from Canadian firms requiring such information as he has at his disposal concerning those markets and the conditions prevailing there, with which he is stated to be well acquainted.

955 Birch Logs.—A Manchester firm wishes to correspond with Canadian exporters of birch logs.

956 Butter Boxes.—A South African butter manufacturer desires to be placed in communication with Canadian manufacturers and exporters of butter boxes, to hold 57 lbs. of butter in bulk, or 50 1-lb. pats, and must be free from smell.

957 Chairs and Desks.—Commission agent in Havana, Cuba, is anxious to get in touch with manufacturers of cheap lines of the above goods. Can place large orders.

958 Canned Goods, Rolled Oats.—An Antigua firm asks for particulars in regard to green peas and other canned goods and rolled oats for export by Canadian firms.

959 Cornice Ends, Rings and Brackets.—A Lancashire firm asks for prices of cornice ends, rings and brackets from Canadian manufacturers.

960 Canned Apples.—A Manchester firm asks for prices of canned apples from Canadian exporters.

961 Chair Seats.—A Manchester firm asks for prices of chair seats from Canadian manufacturers of same.

962 Centrifugal Pump.—A firm of South African machinery merchants desires to obtain the exclusive selling rights for a first-class centrifugal pump.

963 Dried Green Peas.—A Manchester firm asks for prices and samples of dried green peas from Canadian exporters.

964 Egg Transit Cases.—A firm in South Africa desires to enter into communication with Canadian firms, with a view to importing egg transit cases for use on inland railways only, sizes ranging from three to thirty dozen, with hasps and staples, and hinge lids. Prices to be quoted f.o.b. steamer, Montreal and St. John, inclusive of all charges. Samples necessary where possible.

965 Flour, Condensed Milk, Sugar, Fish, Cheese, Butter, and Chocolates, etc.—A prominent manufacturers' agent, with extensive showrooms in Cape Town, South Africa, desires to obtain sole agencies of firms in the above lines. References on application.

966 Flour.—A firm in Montserrat, British West Indies, wishes to correspond with Canadian milling concerns, with a view to representation in that island.

967 Flour.—A general merchant in Montserrat, British West Indies, is desirous of getting in touch with Canadian flour mills.

968 Feldspar.—A Liverpool firm desires to correspond with Canadian exporters of feldspar.

969 Grain, Lard, Codfish.—Selling representative in Palermo, Italy, has extensive connections for the sale of the above commodities, and is anxious to make arrangements with Canadian exporters to handle their goods.

- 970 **Hard Wheat and Wheat Flour.**—A South African firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of hard wheat and wheat flour.
- 971 **Hubs, Spokes, Wheel Rims and Carriage Trimmings.**—A South African firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of hubs, spokes, wheel rims and carriage trimmings.
- 972 **Lumber.**—A South African firm of timber merchants and manufacturers of joinery desires to be placed in communication with Canadian manufacturers and exporters of red Canadian pine, or fir, and white spruce, of the following dimensions: 3 x 11, 3 x 9, 3 x 6, 3 x 5 and 4 x 4½, in 17 feet to 18 feet average lengths, 6 feet and up. Also spruce deal ends 3 feet and up in above sizes. Quotations f.o.b. Montreal and St. John, N.B., or c.i.f. Port Elizabeth and Durban. Definitions of grading and terms of payment requested.
- 973 **Manufacturers' Agent.**—Prominent importers' agent in Johannesburg, South Africa, is anxious to get in touch with Canadian manufacturers interested in South African trade.
- 974 **Maple Logs, Hardwood, etc.**—A firm of wholesale timber dealers in Germany desires to get in touch with hardwood lumber shippers in Canada from whom they can buy.
- 975 **Mineral Products.**—Wholesale dealer in Hamburg, Germany, is anxious to get in touch with Canadian shippers of feldspar and other minerals.
- 976 **Mica.**—A German firm is desirous of hearing from actual miners of mica in Canada.
- 977 **Mica.**—A Glasgow firm which is in an advantageous position for selling mica to electrical manufacturers, invites quotations from Canadian exporters.
- 978 **Mica.**—A London firm asks to be placed in communication with Canadian shippers of mica.
- 979 **Oak Hubs.**—A Manchester firm asks for prices of oak hubs from Canadian manufacturers.
- 980 **Produce, Canned Fruits, Vegetables, etc.**—Well-known firm of wholesale importers in London, England, is anxious to get in touch with Canadian manufacturers of the above and other produce lines.
- 981 **Produce, Flour, etc.**—Importers' agent in Liverpool, England, with extensive connections and excellent Canadian references, is open to represent a few first-class Canadian firms.
- 982 **Paper, News-print, Writing, Coated, etc.**—Paper merchant and wholesale stationer in Melbourne, Australia, with Canadian bank references, is anxious to get quotations on a variety of papers, samples of which may be had on application to this office. Good orders in sight.
- 983 **Pressed Steel Plough Seats.**—A London company wishes to get into communication with Canadian manufacturers of pressed steel plough seats, for which they have enquiries.
- 984 **Phosphate of Lime.**—A Scottish firm invites samples and quotations from Canadian producers and shippers of phosphate of lime.
- 985 **Pine Doors.**—A Manchester firm asks for prices and dimensions of pine doors from Canadian manufacturers.
- 986 **Paste Boards.**—A Manchester firm asks for prices of paste boards from Canadian manufacturers.
- 987 **Safety Fuse.**—Particulars of a new device, to be used as a safety fuse, may be obtained on application to the Secretary. Inventor wishes to make arrangements for the manufacture of this fuse in Canada.
- 988 **Vehicles, Ploughs, etc.**—A British commercial bureau in Turkey reports a good market in that country for Canadian vehicles, ploughs, etc., and requests catalogues and quotations.
- 989 **Western Canada Representative.**—A manufacturers' agent in Vancouver desires to get in touch with additional eastern manufacturers whom he can represent in the West. Excellent connections.
- 990 **Western Canada Representative.**—Commercial traveller in Vancouver desires to secure the representation of eastern firms in British Columbia. Will handle any lines.
- 991 **Commercial traveller in Vancouver** desires to secure the representation of eastern firms in British Columbia. Will handle any lines.
- 992 **Wire Nails, Builders' Hardware, Tools, Shovels, Rubber Shoes, Carriages.**—Dealer in Cook Islands, South Pacific, wishes quotations on one and three-quarter inch wire nails, in fifty-keg lots. Further particulars on application.
- 993 **Wood Screws.**—A firm of wholesale dealers in Dudley, England, desires quotations on wood screws of various dimensions.
- 994 **Woollen Yarns.**—A firm of wholesale wool merchants in Belgium is prepared to sell foreign wools in Canada and buy Canadian wools for shipment to Belgium.
- 995 **Wood Pulp.**—A Manchester firm asks for samples and prices of wood pulp from Canadian exporters of same.

#### LABOR ENQUIRIES.

- 1 **Business Opportunity.**—English university graduate, with many years' commercial experience with a prominent British firm in the woollen business, is coming to Canada. Has several thousand dollars capital to invest in some business in which he can obtain a position. Further particulars on application to the Secretary.
- 2 **Silver Plate Worker.**—Englishman who has had fourteen years' experience in a firm manufacturing bar utensils and pewter ware is anxious to obtain a position with a firm in Canada.
- 3 **Foreign Correspondent.**—Englishman with several years' experience in the foreign department of a large British firm is anxious to come to Canada and secure a similar position. Is well posted in Russian and other foreign languages.
- 4 **Fire Brick Worker.**—Englishman with a thorough knowledge of the sanitary drain pipe and fire brick trade is anxious to come to Canada and secure a position with manufacturers of the above goods.

#### Position Wanted.

An experienced catalogue and advertising man desires to engage with a few manufacturers who have not sufficient work individually to keep a good man. Would write advertisements, prepare catalogues, obtain cuts, buy stationery and printing for each firm. An interview would show advantages and economy of this plan. Address "Catalogues," care of INDUSTRIAL CANADA.

# INDUSTRIAL CANADA

ISSUED BY

*The* CANADIAN MANUFACTURERS ASSOCIATION.

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## INDUSTRIAL CANADA

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### COMMENT OF THE MONTH.

#### Sir George Ross on Reciprocity.

ELSEWHERE in this issue appears the address on Reciprocity recently delivered by Sir Geo. W. Ross before the Toronto Board of Trade. Attention is specially called to it because it contains the most complete and effective argument against a reciprocity treaty which has yet appeared in this country. Sir George has treated the subject with the utmost comprehensiveness. He examines it with the keen analytical skill of a surgeon, dissecting out the various threads which run through the whole body of our national life. Under his treatment it becomes evident that a treaty of reciprocity will have an effect far beyond the injury it might cause to individual industries. The continued prosperity of our transportation systems, representing the investment of immense sums and the em-

ployment of many men, our position within the British Empire, the preference to Great Britain and other British states, the development of our national life, the very institutions under which we live, all these Sir George shows would be influenced by a measure which would tie us up to the United States for a term of years, during which time the whole course of our commerce would be turned from its present channels running East and West to those running North and South. The lucid, illuminating and brilliant argument will stand as a statement of Canada's reasons for declining reciprocity. We recommend a close study of it.

#### Who Gets the Profit?

LAST year we shipped to the United States pulpwood to the value of \$6,076,628. It was delivered to the mills of United States paper manufacturers and turned into paper, some of which later found its way back to this country at many times its original value. As a result of the transaction Canada was denuded of about a million cords of timber, in return for which we got the price of the timber and the wages of the lumbermen, with the local portion of the transportation charges. The big profit, as it was represented in national wealth, the cost of the skilled labor, in turning rough timber into finished paper, went to the United States. In the United States the big mills were established, there the thousands of workmen resided, there the wages were earned and spent. Of what value was that timber to us? Did the farmers of Canada get any benefit from the thousands of workmen who were engaged in the United States in turning it into paper? Did the trade which such a number of men develop help us to build our railways and support our schools? Wherein did we profit except for the menial wages of hewers of wood for our enterprising neighbors? Paper-making is an industry which more than almost any other is native to this country. Here are the forests, here are the water-powers. The United States, whose newspapers eat up acres of timber areas a day, are beginning to feel the pinch of short supplies. They must go beyond their own borders for the raw materials to feed their mills. The question for Canada to decide is whether she will continue to supply foreign mills with pulpwood at six dollars a cord or paper at thirty or forty dollars a ton. Newspapers must be sup-

plied. If the United States paper-makers cannot get the raw material for their home mills they will have to move them across the line where the timber is available. So long as we allow them to carry our timber out of the country, however, the United States will get the benefit of the investment and production. It rests with us to say how long this shall last. To secure the utmost profit from the resources with which we have been blessed, the processes of manufacture should be advanced to the highest possible degree.

#### A New Act Respecting Factory Working Hours in Quebec.

THE attention of manufacturers in the Province of Quebec is drawn to the new Act respecting the working hours of women and children in certain factories, which was passed at the last session of the Legislature, and which will be effective on January 1st, 1911.

The first clause of this Act reads as follows:

"No employer shall employ in an industrial establishment any boy or girl, less than sixteen years of age, who is unable to read or write easily and fluently. An inspector, when he thinks proper, may require children less than sixteen years of age to undergo an examination upon their education, and may dismiss them if they cannot read and write fluently and he may also require a birth certificate from the children to prove their age."

Special regulations are also contained in the same Act in regard to the number of working hours in cotton or woollen factories, the essential clause of which reads as follows:

"In cotton or woollen factories no boy less than eighteen years old, and no child, girl or woman, shall be employed more than ten hours in one day, or for more than fifty-eight hours in any one week.

"Any employer may, however, apportion the hours of labor for the sole purpose of giving a shorter day's work on Saturday.

"One hour shall be allowed at noon each day for meals, but such hour shall not be counted as part of the hours of labor hereinabove mentioned.

"The day mentioned in this article shall not begin before half-past six o'clock in the morning, nor end after half-past six o'clock in the evening; and shall not exceed ten hours and a half."

#### Western Freight Rates.

RAILWAY rates in Western Canada must be reduced. For a good many years after the C.P.R. was constructed, admiration for the courage and foresight of the promoters prevented the public from becoming too critical of the returns which that courage and foresight, reinforced by ample subsidies from the Government, were earning for the shareholders. Some of that admiration has of late been transferred to the superb indifference exhibited by the company to demands for a reconstruction of rates based

on the greatly altered conditions which have developed. Western Canada is not what it was when the C.P.R. was built. It is not what it was ten years ago. A large urban population dots the line of the railway; what was formerly sparsely settled country is now comparatively densely settled; what was, only three or four years ago, open prairie is now rich farm lands. These changes have affected the revenues of the railway in a double manner. First of all they have added immensely to the value of the lands which were presented to the company, twenty-five million acres in all, and secondly, they have developed a huge freight traffic of a highly lucrative character. It is not our intention here to go into a detailed examination of the finances of that company to show that they have reached a position which calls for Government interference, although such an examination may be necessary later; we do say that public opinion has been aroused to the excessive charges as compared both with the cost of like service in the United States and with the actual cost of the service. For years shareholders have been the recipients of gratuities in the way of cheap stock and bonuses from the sale of lands. In spite of these devious schemes for concealing the distribution of profits, the company is finding it hard to keep the actual payments below the statutory limit. A huge surplus has been piled up which is even now calling for distribution. The people of Western Canada, who are the chief sufferers from the excessive freight rates, are showing signs of irritation. The company will be serving its own best interests if it gives heed to the very evident rumblings of discontent.

#### Improved News Service.

WITH the object of improving telegraphic news service in Canada, the daily newspaper publishers covering the entire field from the Atlantic to the Pacific have organized the Canadian Press, Limited, a co-operative company, which will do the news collecting work formerly done by the telegraph companies, only, it is hoped, more satisfactorily. It is a truism that a united Canada depends upon an intimate knowledge of the whole country by every citizen, wherever he may live. Unless the people of Ontario understand the conditions and the motives which dictate particular lines of conduct in the Maritime Provinces, they must fail utterly in their appreciation of or sympathy for the attitude of those provinces in critical moments. So, too, if British Columbia does not know Quebec there must be a distinct cleavage in sentiment between them. As the greatest hope of the Empire has been held to consist in a rapid mail service, cheap postage, lower cable rates, and everything which will bring the various parts into closer relationship with one another, so to a much greater degree does the hope of Canada as a nation within that Empire lie in the ability of every citizen to understand and to sympathize with his fellow citizen in whatever province he may be. Ontario and Quebec must know what the West is thinking and discussing and doing from day to day, and *vice versa*. An improved news ser-

vice, continent wide in its activities, will make for national union. It is sincerely to be hoped that the larger schemes which the promoters of the Canadian Press, Limited, have already in mind will be successfully consummated.

#### Give it a Chance.

**T**HERE is much virtue in the old proverb that what is worth doing is worth doing well. Canada is about to embark on the construction of a new railway. Some

there are who, in the past, have questioned the wisdom of building a railway from Western Canada into Hudson's Bay. Whatever may have been the strength of their criticisms, however, they did not succeed in gaining the support of the Government to their view, and, unless an unexpected *volte face* is executed within a few years Fort Churchill or Fort Nelson will rejoice in the shriek of locomotive whistles. The manner of construction is now open for discussion. Western Canada has suffered grievously from the oppressive freight rates with which it has been burdened since first the C. P. R. began to carry its grain to the Eastern markets and bring back in return the products of the East. The insistent demand of the West for an outlet through Hudson's Bay

is a result of those excessive rates. That demand is now about to be satisfied by the building of a railway. But what kind of a railway? That is the question the Manitoba Free Press asks, and we believe the journal expresses adequately Western feeling, and for that matter Eastern feeling as well, when it insists that the railway be given a chance; that it be well built, with a substantial roadbed, and equipped with up-to-date rolling stock. In a vigorous editorial that paper expresses dissatisfaction at the suggestion that the C. N. R. be granted a bonus for building the line. It points to the many lines which have already been built by that company, in which work has been skimped, and poorly laid tracks have been equipped with discarded rolling stock. Such a road and such equipment

will not do. At best the season for transportation by the northern route will be but short. During not more than four months will navigation be possible through the Straits. The salvation of the road will lie in its ability to move heavy freight trains with speed and surety. Every car of grain that goes over its tracks will be engaged in a race against the frost king, and the ice of the north must not be aided by the delays inherent in a badly built railway. There may be a wide diversity of opinion on the subject of how the line should be administered after it is built, but

assuming that the road is to be built, and at a considerable cost to the Government, either in direct cost of construction or in bonuses and guarantees, then it devolves on the Government to see that it is built well.

#### Also Opposes Reciprocity Treaty.

**A**NOTHER contribution to the discussion on the suggested reciprocity treaty was made by Hon. Wallace Nesbitt, in a speech before the Canadian Club of Toronto, on November 8th. Mr. Nesbitt examined reciprocity from every possible viewpoint, turning on it the searchlight of history, and subjecting it to a keen analysis in all its bearings. The opinion at which he finally arrived—an opinion which was the result of months

of study—was that Canada had better leave the reciprocity treaty alone. To use his own simile, it was better to live side by side with the United States as good neighbors than to stir up family troubles by an intermarriage. A number of points in Mr. Nesbitt's address are specially worthy of notice, although the entire speech was so excellent that we hope to reproduce it in full in the next issue of INDUSTRIAL CANADA. The speaker forecasted an early rearrangement of Imperial trade, whereby the colonies would receive a preference in the markets of Great Britain. With such a preference every interest of the Canadian farmer would point to a development of trade with the Mother Country rather than with the United States. The farmers of Canada had little cause



At His Door.

for complaint. In the last twenty years there had been practically no increase in the price of the articles which he bought, whereas in the products which he had to sell the increase had ranged from forty to one hundred and twenty-five per cent. Mr. Nesbitt refused to admit that the expansion of trade which synchronized with the duration of the last reciprocity treaty was the result of that treaty or could be expected to be repeated in the event of a like treaty being negotiated now. The progress of the Civil War, with the consequent suspension of production, was the greatest and chief factor in promoting that burst of prosperity for which reciprocity has been so frequently given the credit. Again the speaker referred to the hundreds of millions of dollars which the country had invested in railways and waterways running East and West. Was the country ready to scrap those railways, to lose that investment, for the at best problematical advantages of freer intercourse? With great sacrifices and cost to Canada transcontinental lines are being constructed. Of what value would they be if J. J. Hill's roads carried the produce of the West to United States markets and supplied the West with the output of Chicago's factories? Last year the railways of Canada, to look at only one aspect of the case, paid in wages over fifty millions of dollars. The employment of so much labor was not to be lightly shaken. Mr. Nesbitt made a telling plea for a larger policy, a policy that would embrace the whole empire within its scope, a policy that would turn the thin crimson line of sentiment into great red arteries of trade and commerce. Therein lies our greatest responsibility.

#### A Policy of Development.

CONSERVATION of natural resources does not mean the withdrawal of these resources from common use. That would be a standstill policy that would make little appeal to the intelligence of the public. The true policy of conservation, that for which the Commission of Conservation stands, is the sane and economic development of all the resources of the country, keeping in view always the perpetuation, if possible, of the supply. Forest and field and fishery should be developed, protected and worked, not as a short-sighted miner works his mine, with little thought for the future supply, but as the intelligent farmer works his fields, so that they will increase in productivity from year to year. Canada has great advantages over the older countries of the world. Besides the virgin soil, the immense, though not unlimited, forests, the rich fisheries and the untouched minerals, she has the precious advantage of the world's experience in entering upon their development. In parts of Europe what was formerly rich agricultural land has become a barren, fever-breeding swamp, such as is found in the southern parts of Italy. In other parts, an acre produces wealth beyond that of a dozen acres elsewhere. In Germany a vanishing timber supply has been nursed into a dividend-paying resource. Canada has these examples before her as she enters upon

the development of the vast territory to which she has fallen heir. If she falls into the errors which other nations committed through lack of experience or knowledge, if she does not excel the progress of those other nations which have carried the torch of progress far ahead of their ancestors, if the past is not a lesson and a warning, then Canadian education and intelligence are a mockery. Canada and its resources are not held in fee simple by the men of to-day. Canada of to-day is a trust which generations to come must receive in nowise diminished excellence. We who are the trustees of to-day must recognize the responsibilities of our trusteeship, the responsibility to hand on to those who come after us a country as strong, as fruitful, as rich as that which we received. Therein is the true ideal of conservation.

#### British Investors.

MR. H. V. F. JONES, Manager of the Canadian Bank of Commerce in London, England, has just returned to England after a trip through Canada, and his impressions have been published in an English paper. He points to a gratifying condition, which is becoming more prevalent year after year, that of the presence of British investors personally in Canada. This habit—that of prospective investors making a personal investigation of the projects which they are invited to participate in—has a two-fold advantage. First of all it ensures satisfactory returns on the money invested, satisfied investors, and a greater willingness to invest still further in Canadian securities. Then it brings our great undeveloped native resources to the attention of those who have it in their power to develop them. We need capital to build railways, to commercialize our mines, our forests and our fisheries, to manufacture the goods that Canada consumes. Great Britain has not been slow in the past to supply funds. They have not appeared to any great extent in the promotion of manufacturing industries, but they have been present, where their presence was absolutely essential if the country was to progress, in loans to railways, to Governments, and to municipalities. Industrials are now gaining the attention of British capitalists. Coal companies, steel companies, cotton companies, power development companies and many others are financed in no small measure by English funds. An extension of this movement will be heartily welcomed in Canada.

#### Quebec Bulk Sales Act.

ON the representations of the C. M. A., the Legislature of the Province of Quebec at its last session passed an Act to amend the Civil Code respecting the bulk sales of merchandise. Briefly, this legislation requires that any person who purchases any part of the dealer's stock in trade beyond that usual in an ordinary business transaction shall require to obtain from the seller a list of the persons who

sold him that stock and who have not been paid. The purchase shall not be valid until such creditors have been settled with. This Act is largely based on that which recently became effective in Manitoba and is aimed to prevent fraud on the part of insolvent dealers. It will be effective on January 1st, 1911.

The essential clauses of the Act are as follows:

"1569a. The words 'bulk sale' within the meaning of this chapter, include and mean any sale or transfer of a stock in trade or of merchandise, made, directly or indirectly, outside the ordinary course of the seller's business, whether the sale or transfer comprises the whole or nearly the whole of such stock in trade or merchandise or whether it relates only to an interest in in the affairs or business of the seller.

"1569b. Any person who, directly or indirectly, buys in bulk a stock in trade or merchandise, shall, before paying the purchase price, wholly or in part, and whether in cash or on time, obtain from the seller or his agent, or if the seller is a company or a partnership, from the president, secretary or manager of such company or partnership, an affidavit containing the names and addresses of the persons who have sold him the said stock in trade or merchandise and who have not been paid, and the amounts due or to become due to each of such persons as the price or part of the price thereof.

"The affidavit mentioned in this article shall, so far as possible, be in the form of the schedule annexed to this chapter, and the seller, or, if the seller is a company or a partnership, the president, the secretary or the manager thereof, shall be bound to make the same.

"1569c. Every sale made in contravention of article 1569b, if the buyer has not paid the price of the effects or merchandise to the *bona fide* creditors of the seller, mentioned in the affidavit referred to in the said article, shall, as regards every such creditor, be null and of no effect, until such creditor is paid or settled with.

"The sale shall nevertheless be valid if the buyer, after

having paid his seller, pays the amount of the purchase price to the *bona fide* creditors of his seller; and, in such case, he may recover from the latter the amount so paid.

"1569d. The buyer, after having received the affidavit hereinabove mentioned, shall pay to the creditors therein mentioned, out of the purchase price, rateably and in accordance with the contracts between them and the seller, the sums which are due them for such effects or merchandise.

"If one or more of such creditors is or are absent from the Province, or in case of contestation between them with respect to their claims, the buyer may, after having, in

"The Provincial Treasurer shall in such case pay the amount deposited, or part thereof, to any creditor or creditors who deposit with him an authentic copy or copies of a final judgment or judgments from which there is no appeal, authorizing him or them to receive such money.

"When he returns the deposit, or any part thereof, the Provincial Treasurer shall retain and remit to the consolidated revenue fund of the Province a commission of one per cent. upon the moneys so deposited and returned.

"1569e. The chapter does not apply:

"(a) To sellers whose creditors have renounced the right to take advantage thereof:

"(b) To the executors, administrators, liquidators, curators, for the benefit of creditors, or other public officers acting under the authority of the courts.

"But the same shall apply to persons who are commonly known to buy and sell effects or merchandise which are usually dealt with in commercial transactions, to commission merchants and in manufacturers."

### Three Hundred Millions of Foreign Capital.

**M**R. EUGENE FOSS, in a recent speech at Taunton, Mass., said that unless the tariff is reduced three hundred millions of dollars will be spent in Canada in the erection of branches of United States factories.

## Can Paddle His Own Canoe.



Uncle Sam: "Can I help you Johnnie?"  
Jack Canuck (who has safely run the rapids): "Not with that weapon, uncle."

## OUR YEAR'S TRADE.

AN inspection of Canada's trade figures for the past year is instructive. In view of the trade tendencies of recent years the suggestion to make the sale of United States goods more easy in this country seems quite unnecessary. Our purchases from the United States have advanced with a rush that must have filled the hearts of our friends across the line with joy and their pockets with money.

The following table will show where we did our shopping. The figures include dutiable and free goods, but refer only to goods entered for home consumption.

United States .....	\$223,501,809
United Kingdom .....	95,300,944
France .....	10,109,544
Germany .....	7,935,230
British West Indies .....	5,777,698
British East Indies .....	3,526,184
Belgium .....	3,239,888
British Guiana .....	2,980,238
Other countries .....	23,412,125

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\$375,783,660

We are no mean customers of the United States. The ratio of our purchases from the various countries is as follows:

United States .....	59.47 per cent.
United Kingdom .....	25.47 " "
France .....	2.69 " "
Germany .....	2.11 " "
British West Indies .....	1.53 " "
British East Indies .....	.93 " "
Belgium .....	.86 " "
British Guiana .....	.79 " "
Other countries .....	6.15 " "

We buy more than twice as much from the United States as we do from Great Britain. Of our \$223,501,809 of imports from the United States, \$133,026,137 were dutiable. The following are the principal articles we purchased from the United States:

Books .....	\$2,864,000
Breadstuffs .....	18,472,000
Carriages .....	3,455,000
Coal and coke .....	30,435,000
Cotton goods .....	9,884,000
Drugs and dyes .....	6,661,000
Electric apparatus .....	3,161,000
Fruits, green and dried .....	6,391,000
Rubber goods .....	5,149,000
Leather goods .....	3,188,000
Copper and manufactures .....	3,347,000
Agricultural implements .....	2,596,000
Iron and steel goods .....	46,614,000
Oils, various .....	4,941,000
Paper goods .....	3,224,000
Wood and manufactures .....	10,916,000

## Our Exports.

When we look at our sales sheets a somewhat different story is told. Here Great Britain plays the leading part, and supplies us with no small part of the funds wherewith to pay the United States for our purchases from them. Here are the figures; they include exports of Canadian and foreign goods from Canada:

## Canada's Exports to—

Great Britain .....	\$149,634,107
United States .....	113,145,727
Australia .....	3,583,397
West Indies .....	3,109,820
Belgium .....	2,895,002
Argentina .....	2,869,913
France .....	2,640,648
Germany .....	2,501,191
All other countries .....	20,978,724

Once more reducing these figures to percentages, for the sake of ready comparisons, we get the following table:

Great Britain .....	49.65 per cent.
United States .....	37.54 " "
Australia .....	1.18 " "
West Indies .....	1.03 " "
Belgium .....	.96 " "
Argentina .....	.95 " "
France .....	.87 " "
Germany .....	.84 " "

For the last fiscal year our exports of domestic products are represented in the following general groups:

The Mine .....	\$40,087,017
The Fisheries .....	15,627,148
The Forest .....	47,517,033
Animals and their produce .....	53,926,515
Agriculture .....	90,433,747
Manufactures .....	31,494,916
Miscellaneous .....	125,161
	<hr/>
	\$279,211,537

To this must be added exports of foreign products to a value of \$19,552,456, and of bullion amounting to \$2,594,536.

## SOUTH AFRICAN TRADE REVIVAL.

The statistical blue book for the month of July, issued by the South African Department of Commerce, shows that the trade revival continues. The imports of the Union amounted to \$19,727,940, which is exactly 50 per cent. greater than the total for the four component colonies in July, 1909. The imports of merchandise went up to a great extent, the July consignment being valued at over three millions sterling, or \$4,000,000 more than in July last year. Articles of food and drink were responsible for only some \$300,000 of the increase, which is due rather to clothing, machinery (mining and agricultural), and material for building and construction. The July exports of the Union were, perhaps, a trifle disappointing, in view of the rate of expansion maintained in recent months. The total for the month was \$21,510,190, that is \$1,885,000 more than in July, 1909.—*The African World*.

## DEATH OF MR. JOHN WATSON.

The death of Mr. John Watson, President of the firm of John Watson & Son, Montreal, occurred in that city on November 7th. Mr. Watson was well known in the manufacturing circles of Montreal, and was a valued member of the Canadian Manufacturers Association.



## STEAMSHIP SAILINGS

Montreal to Liverpool—  
C. P. R. Liners, Nov. 10, 18, 24.  
Allan Liners, Nov. 11, 18.  
White Star-Dominion Liners, Nov. 12, 19.

Montreal to Bristol—  
C. P. R. Liners, Nov. 5, 19.  
Dominion Liners, Nov. 5, 19.  
C. N. R. Liners, Nov. 10, 19.

Montreal to London—  
Allan Liners, Nov. 12, 19.  
Thomson Liners, Nov. 12, 19.  
C. P. R. Liners, Nov. 6, 13, 20.

Montreal to Antwerp—  
C. P. R. Liners, Nov. 6, 13, 20.

Montreal to Glasgow—  
Donaldson Liners, Nov. 3, 10, 17, 22.  
Allan Liners, Nov. 5, 12, 19.

Montreal to Havre—  
Allan Liners, Nov. 5, 19.

Montreal to Manchester—  
Manchester Liners, Nov. 5, 12, 19, 23.

Montreal to Rotterdam and Hamburg—  
Canada Liners, Nov. 5, 17.

Montreal to Dublin—  
Head Liners, about Nov. 13 and 22.

Montreal to Belfast—  
Head Liners, about Nov. 10 and 20.

Montreal to Australasian Ports—  
New Zealand Shipping Co., about Nov. 15.

Montreal to South Africa—  
Elder-Dempster Co., about Nov. 20.

Montreal to Cuba and Mexico—  
Elder-Dempster Co., about Nov. 20.

## NEW PATENTS ISSUED

The following is a list of Canadian patents, granted by the Canadian Patent Office, to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Canada, Russel S. Smart, President, from whom all information regarding same may be obtained.

- 128,787, Wm. W. Bower, Harmattan, Alta.—Pneumatic Stackers. The Indiana Mfg. Co.  
128,803, Wm. C. Gurney, Toronto, Ont.—Gas-heated Water Attachments for Range Boilers. The Gurney Foundry Co., Ltd.  
128,813, F. Moore and Jno. A. Hall, Victoria, B.C.—Acid Condensers.  
128,811, Jos. A. Jackson and C. A. Ryerson, Toronto, Ont.—Furnaces.  
128,822, Jos. Bradshaw, Saskatoon, Sask.—Methods of Retting Flax Straw.

- 128,835, R. H. Clark, Winnipeg, Man.—Mold Boxes.  
128,836, R. D. Cody, London, Ont.—Incandescent Lamps.  
128,842, Barrington Ferguson, Fernie, B.C.—Compressed Air Signals.  
128,840, Geo. Dynes, Verschoyle, Ont.—Molds for Building Concrete Walls.  
128,849, F. E. Hewitt, Toronto, Ont.—Electric Irons.  
128,856, Jas. M. Jones, Hamilton, Ont.—Safety Guards for Stamping Presses.  
128,869, Jas. Morrison, Medicine Hat, Alta.—Horseshoe Calks.  
128,873, D. A. McCloy, Stratford, Ont.—Baby Carriages.  
128,875, Jno. McLaughlin, Ottawa, Ont.—Lumber Kilns.  
128,877, Campbell Quinn, Newington, Que.—Starters for Internment Combustion Engines having Sparking Dynamos Geared Thereto.  
128,890, A. Seiling, Walkerton, Ont.—Clamps for Woodworkers.  
128,891, Geo. F. Douth, London, Ont.—Compound Systems of Levers for increasing the Braking Power of Loaded Cars and Locomotive Fenders.  
128,901, Jas. H. Vineberg, Halifax, N.S.—Shirts and the like.  
128,653, I. Pascal, Montreal, Que.—Car Fenders. I. Pascal, S. Rosenveesen, Meyer Dobrofsky, H. Astroff and H. Schleifer.  
128,658, Jas. Boydell, Sudbury, Ont.—Fenders and Brakes. Jas. Boydell and Wm. J. Montgomery.  
128,659, Thos. F. Miller, St. John, N.B.—Electric Lamp Fixtures. Thos. F. Miller, Wm. S. Miller.  
128,691, R. T. Galloway and Thos. Kaiser, Toronto, Ont.—Dough Dividers.  
128,708, O. Jno. Pitts, Crick, Toronto, Ont.—Forming Tools.  
128,720, A. Germain, Granby, Que.—Wood Planes.  
128,724, O. Higel, Toronto, Ont.—Combination Trackers for Pneumatic Piano Player Actions.  
128,749, F. Parry, Brightwater, B.C.—Hat Pin Guards.  
128,753, Geo. W. Rutherford, London, Ont.—Cold Air Exhaust Pipes.  
128,762, Wilton Telfer, Winnipeg, Man.—Automatic Steam Traps.  
128,764, Geo. R. Thurber, Kenora, Ont.—Amalgamators.

## CHANGES IN CLASSIFICATION

### CANADIAN FREIGHT CLASSIFICATION 15.

THIS CLASSIFICATION, superseding 14 and supplements, takes effect on November 15th. It contains 103 additions and 88 changes. Many of the additions represent reductions, from the fact that specific ratings are now provided on articles which were previously classified under the heading "N. O. S." As regards changes, none of them represent advances; in fact, many of them are reductions, due to modified shipping conditions.

In addition to the above, there are a number of straight reductions secured for members through the Association. A decided improvement has been made in Rule 6, to which attention was called in the October report of the Committee to the Council.

	Old.	New.
Globes, electric light, N.O.S., l.c.l.....	1	D-1
Gilsonite, c.l. ....	10	7
Motors and dynamos weighing 1,000 lbs. per piece, or over, l.c.l. ....	3	1

There are four advances, as follows:

A new rating of fourth class has been provided on mixed carloads of electrical parts; in fact, there has been a general revision of the electrical list, with 55 additions, 14 changes and other improvements, without any advanced ratings. The

carload rating on electrical power-producing machinery has been reduced from fifth to sixth class; so that on the whole there has been a decided improvement in the ratings on electrical appliances.

The other advance, if it may be so termed, is on shoddy and wool stock, although there is some doubt as to this, depending upon the method of packing. A new rating of second class, however, has been added, which means a reduction. The advance, if any, is in requiring that shipments must be machine pressed in order to get the fourth class l.c.l rating.

As already reported from time to time, a number of advances were proposed during the life of Classification 14, but were on representations of the Association through the Department disallowed by the Board of Railway Commissioners.

### UNIFORM LEGISLATION FOR PATENTS AND TRADE MARKS.

In no respect does a more typical opportunity of this kind occur than in regard to patents and trade marks, as we have so frequently demonstrated. If an Imperial Act, enabling one registration to cover the empire, must still be postponed, local uniformity is not merely possible, but essential, and the South African merchant houses are already demanding it. The Cape Town Chamber of Commerce, for example, is now in communication with the Minister of Justice, urging the earliest possible introduction of a Bill rendering legislation uniform throughout the Union. At present it costs to register a mark £14 in the Cape province, £12 in Natal, £15 in the Transvaal and Orange Free State province respectively, and £18 in Rhodesia, the protection thus purchased being perpetual in the former Boer republics, but for 14 years only in the other colonies. For complete protection throughout South Africa, therefore, a sum of £74 must be disbursed, as compared with £29 10s. in Australia, £18 in Hong Kong, £14 in Jamaica, £10 in Ceylon, £9 10s. (\$45) in Canada, £8 in Egypt, £5 in New Zealand, £5 10s. in Tasmania, and £5 in India. Clearly there is much room for reform here, and many anomalies to be cleared away, such as the absurd differences between Canada and Jamaica and India and Ceylon. South Africa, however, remains the most costly market in the empire in this respect, in addition to which the regulations, such as those referring to publication, etc., especially during the present stage of transition, are also the cause of much vagueness and uncertainty, and in this matter, as in regard to customs, trading and travellers' licenses, etc., early finality is essential to allow free scope for business enterprise. No doubt, however, the Minister of Commerce is alive to these facts, and may be trusted to act accordingly.—*British Export Gazette.*

### OPPOSE RECIPROCITY.

The attitude of the Toronto Board of Trade on the question of reciprocity with the United States is set forth in the following resolution, passed at a recent meeting of the Council of that body:

"whereas the prosperity of our farmers and the development of commercial and industrial resources were never so great as at the present time; and whereas the change in the tariff on imports from the United States would injure our established industries and adversely affect the inflow of United States capital now largely finding its way into Canada through the transfer of American industries established here with a view to securing a portion of the trade in this country;

and whereas the Board of Trade of Toronto believes it undesirable that Canada should become entangled in tariff arrangements with the United States which might create new and uncertain conditions and embarrass or destroy our established industries; and whereas Canada has already expended enormous sums on railways and canals, and is now expending large sums in the building of transcontinental railways for the purpose of more closely uniting distant portions of our vast Dominion, and developing a great and self-reliant nation; and whereas this Board of Trade believes that reciprocity would adversely influence our national system of transportation by directing trade southward to the United States, and believes that reciprocity would not only disturb the channels of trade by transferring to the United States merchants the exportation of a considerable portion of our natural and manufactured products, but would also withdraw ocean shipping from our Canadian ports, and, to a degree, destroy direct communication with the rest of the British Empire; and, further, this Board hails with unqualified approval Sir Wilfrid Laurier's pledge that nothing will be done to injure or prevent a policy of mutual preferential tariffs with Great Britain; be it resolved that in the opinion of the Board of Trade of Toronto reciprocity with the United States under present conditions would be inopportune and undesirable."

### APPLICATION FOR SUBSIDY.

C. C. Walton, of Grand Mere, P.Q., has submitted a proposal to the Dominion Government for the establishment of a direct steamship line between Montreal and St. John and Hong Kong, *via* the Suez Canal. Mr. Walton asks for a thirty-year agreement, whereby the Government will subsidize his vessels to the extent of \$20 a ton of freight carried, for the first ten years, \$15 a ton for the next ten years, and \$10 a ton for the last ten. It is scarcely probable that the Government will favor his suit.



A Big Slice This Time

—From the Witness.

## OPPOSES RECIPROCIDY TREATY

Sir Geo. W. Ross in Speech Before Toronto Board of Trade Urges Many Reasons Why Canada Should Not Sign a Trade Treaty with the United States.

**I**N a speech replete with historical examples and strong with the logic of experience, Sir Geo. W. Ross presented the case against reciprocity before the Toronto Board of Trade in that city recently. His arguments were strong and his reasoning clear. He examined reciprocity from many standpoints, considering its effect on Canadian national life, industrial development, and imperial sentiment, and in every case found it wanting. His address voiced a strong plea for a uniform national progress. He spoke as follows:

"The negotiation of a reciprocity treaty with the United States has been a somewhat familiar subject to Canadians for two generations. Ever since the repeal of the treaty of 1854, over forty years ago, it has been frequently discussed on both sides of the line.

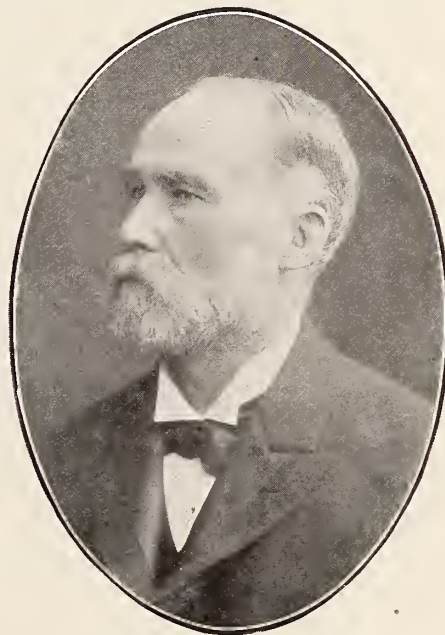
"More than once representatives from Canada have visited Washington in the hope that all trade barriers between the two countries could be removed and more profitable commercial relations established. These pilgrimages, as they were called, were very unsatisfactory, and Canada, at last, declared there should be no more of them. Now, conditions have changed, and Washington approaches Canada with the object of accomplishing that for which we so long labored in vain. And here I wish you to notice a peculiarity of the present movement for reciprocity. By the adoption of the Payne-Aldrich tariff bill the President of the United States was authorized to impose a duty of twenty-five per cent. on imports from any country that discriminated in its tariff against the United States. From reports made to him by officers of the Customs Department he evidently concluded that the Canadian tariff was at fault, and so communications were opened with Ottawa with a view to the removal of the alleged complaint. The Canadian Government very properly agreed, and the required amendments of the tariff were duly approved. Having settled the minor question of discrimination, the next step was to propose the larger question of reciprocity. The Republicans as a party were far from pleased with the new tariff bill. They had promised in the Presidential campaign that the tariff would be lowered. This was not done, and could not be done now that the Congress had adjourned. But if the President could negotiate a treaty for the reduction of duties on both sides of the line, then what the party failed to do in Congress would be done to a certain extent by treaty. We have, therefore, to consider reciprocity not as originating in a desire for better commercial relations with Canada, but as the outcome of the political exigencies of the Republican party, and we are met with this contingency at the outset; that any proposal that may be made to Canada may have regard to party exigencies quite as much as to the settlement of commercial difficulties.

### Question of Annexation.

"We have also to bear in mind another consideration: there still slumbers in the minds of leading Americans the idea that Canada will sooner or later, either from choice or necessity, become annexed to the United States. It is well known that the repeal of the treaty of 1854 was intended to so embarrass Canada commercially as to force us into annexation. This view was openly expressed by more than one American at the time. The Hon. G. S. Boutwell, Secretary of

the Treasury in President Grant's second Administration, and a member of Congress at the time of the repeal of the reciprocity treaty, said: 'The fact of the annexation of Canada to the United States, whether the event shall occur in a time near or remote, depends probably upon our action on reciprocity. Canada needs our markets and our facilities for ocean transportation, and as long as these advantages are denied to her she can never attain to a high degree of prosperity. The body of farmers, laborers and trading people will favor annexation ultimately should the policy of non-intercourse be adhered to on our part, and they will outnumber the office-holding class, and thus the union of the two countries will be secured.'

"Non-intercourse was the policy of 1866. Canada needs our markets and our ocean ports, and without these she cannot prosper, said Secretary Boutwell. The farmer and laborers will favor annexation, and so on. Never did Secretary make



SIR GEO. W. ROSS

Who Spoke in Opposition to Reciprocity Before the Toronto Board of Trade

a greater mistake. Canada did need markets and ocean ports and transportation in those days, but she has found all and more than she lost, notwithstanding the deliberate policy of non-intercourse, which was intended to make her a suppliant for annexation.

"Coercion having failed, annexation through commercial privileges is then announced. Mr. W. R. Hearst, proprietor of *The New York American*, said a few weeks ago: 'Let us have commercial union first, and political union afterwards.'

### Henry M. Whitney's Views.

"In the October number of *The Atlantic Monthly* there appears an able article on reciprocity with Canada by Harry M. Whitney, a rich Boston financier, in which he says: 'What

might ultimately be the political effect of the establishment of friendly relations between Canada and the United States is a problem that had best be left to work itself out in years to come. It is quite possible, I think indeed quite likely, considering the number of questions of domestic and foreign policy which might arise under such a condition, that the two nations would in the end become practically one, but that would be a long way in the future, if it ever came to pass at all.

"Non-intercourse failed; now the political effect of establishing friendly relations should be considered—the two nations would in the end become one; reciprocity would be the means to that end, though perhaps a long way in the future, and so on. Now, if there is one thing more than another that Canadians resent it is any imputation of their loyalty; and they would resent with equal force any advances for a treaty with the United States that openly or by implication suggested annexation. We want friendly relations with the United States as with a neighbor of great distinction and power, but I hope that this desire will not degenerate into subserviency on our part, nor into unwarrantable aggression on the part of the United States.

#### A Poor Bargain.

"**B**UT, assuming that bona fide proposals for reciprocity are to be submitted, let me mention a few considerations that require the most careful attention.

"We must not forget that the mere exchange of certain articles may involve a great deal more than appears on the surface. For example—to abolish the duty on wheat on both sides of the line looks fair, but to accept an offer of that kind pure and simple would, in my opinion, be a poor bargain for Canada. I believe that the longer the American tariff of 25 cents a bushel on Canadian wheat is maintained the better for us. Canadian wheat has now a distinct place in the British market. If the market of the United States were freely opened it would be impossible to maintain its identity in passing through American elevators, and Canada would be the loser to the extent of any reduction in price.

"A similar observation will apply to flour. Manitoba flour usually brings a higher price on Mark Lane than any American brand. Who could vouch for the genuineness of this brand if American wheat moved freely across the border? The poorer qualities on the south side of the line would be fortified by the products of Canadian mills, and the better qualities on the north side would be deteriorated by mixture from the south. Such an interchange would be throwing away all the advantages we possess from the great wheat belt of Manitoba and the west.

#### Canadian Cheese Pre-eminent.

"In the same way Canadian cheese, after years of experiment and large expenditure of money, has driven American cheese out of the British market. How could this pre-eminence be preserved if Canadian cheese passed through the hands of American shippers over the border? We have, therefore, to consider not the first profit, if profit there be, but the ultimate effect upon an industry which yields us annually about \$30,000,000. The advance of a few cents in price in exceptional conditions of the market should not dominate the general effect on the large aspect of the question and the business interests of all the cheese factories of Canada.

"The question of our lumbering industry has also its future aspect. No doubt the admission of lumber into the American market free of duty would enhance the value of lumber and probably the value of all standing marketable timber in Canada. But the personal interests of the lumbermen are not

to be alone considered. One of the greatest questions now before the people of Canada is how to conserve their forests. Mr. Clifford Sifton, Chairman of the Commission of Natural Resources, speaking before the Empire Club on the 20th of October, said: 'At the end of twenty years the United States would have no timber for sale in the ordinary way. In Canada the supply was large, but if the supply in the United States ran out, the supply in Canada would last the United States for only seven years. The time must come, however, when the people of Canada would demand legislation prohibiting the export of marketable timber.' This is the national view, and the only view which will do justice to Canadian interests. Can this view be maintained under a treaty?

#### Question of Transportation.

"**W**E must also consider whether the general advantage of reciprocity in natural products might not be more than counterbalanced by the loss to Canada in transportation. We should not lose sight of this important fact, that if our natural products are freely admitted to the American market the United States railways will do a large part of their transportation to the markets of the world. On this point hear H. M. Whitney in the article from which I have already quoted: 'If we were to admit Canadian grain free from tariff charges much of it would stay with us for home consumption; a portion of it would go through our ports to foreign lands—New York, Portland and Boston are the natural outlets for the foreign trade of eastern Canada. The elevators for storing and handling Canadian grain should be on this side of the line, and the steamers of the Canadian Pacific and Grand Trunk Pacific should in the winter time at least find their home port in Boston, New York and Portland.'

"This clearly means that the transportation of Canadian grain would be diverted from the great systems of trans-continental railways east and west, which Canada has built or is building at enormous expense, to American railways, and that the elevators at Chicago, Buffalo, New York and Boston would be substituted for the elevators at Winnipeg, Fort William, Midland, Port Colborne and Montreal. So says an astute American financier. Do we want this? Mr. Whitney says it would be one of the advantages to the United States of reciprocity. But the loss to our railways would only be part of the loss to Canada. What about the loss to the great shipping companies on our lakes and canals—the loss from the handling of grain at our elevators and railway terminals; the loss to ocean freighters at Montreal, Quebec and Halifax; the loss in harbor dues; the loss to the hundreds employed in handling freight; the loss to all importers of merchandise from the abandonment of Canadian ports by ocean steamers; the loss of national prestige by our becoming dependent upon the ports of the United States for an outlet to the markets of the world? What would British capitalists who invested their millions in these enterprises think of Canadians who for the petty advantage of an interchange of natural products would prejudice investments which have proved to be of untold advantage to Canada? These are not speculative dangers. We are told by a financier of Boston what will happen. Is this the fate which a sensible people should desire? Are Canadians prepared to accept all these consequences as a matter of course?

#### What Would Be Gained?

"Then, is there any object in Canada entering into a treaty just now? I am not here considering the entanglements or misunderstandings to which it might give rise. I

am not considering the possible changes in business which it might produce or the losses arising out of its possible repeal: What I desire to emphasize is the unquestionably prosperous condition of Canada without a treaty, and the freedom which we enjoy of adapting our own tariff from year to year as our circumstances may warrant. Now we are free as to the whole tariff from A to Z. If a treaty is made our power as well as our liberty to amend any article in the treaty will be lost till it expires, and no matter how irksome we must bear it. No statesmanship, however wise, can always forecast the future.

"In 1866, when the old treaty was repealed, we were poor in banking capital, in skilled labor, in agriculture and in manufactures. A treaty then would have afforded some relief. To-day conditions are different—different because the repeal of the treaty removed every prop on which we had formerly leaned, and the true temper of our Anglo-Saxon spirit was roused to action. I think no country in the world affords a better illustration of public spirit than Canada when the United States, in 1866, flung our poverty in our faces and told us our only choice was starvation or annexation. It is said that the fabled wrestler Anteaus, whom Hercules sought to crush, sprang to his feet whenever his shoulders touched the earth. We touched the earth in 1866, but, like Anteaus, we sprang to our feet, and by our unaided strength we have made the name of Canada great among the nations of the world, and so Hercules now wonders if it would not be better for him to pour a libation at our feet than wrestle with us in the commercial amphitheatre of this continent.

Progress of Canada.

"AS evidence that Canada has prospered without a treaty, I subjoin a few facts, all from official sources:—

GENERAL STATISTICS OF CANADIAN DEVELOPMENT.

	1868.	1879.	1909.
Population (1881)	3,371,594	4,324,816	7,184,000
Bank capital paid up	\$30,289,048	\$54,159,000	\$97,436,000
Total bank deposits	37,678,571	79,105,000	771,043,000
Savings banks	4,361,684	14,705,000	89,382,000
Fire insurance in force	188,359,809	407,357,000	1,883,459,000
Life insurance in force	35,680,082	86,273,000	780,370,000
Mineral production (1886)	No return	10,221,000	90,415,000
Copper (1886)	No return	385,000	7,018,000
Gold (1886)	No return	1,365,000	9,790,000
Lead (1887)	No return	9,216	1,959,000
Nickel (1888)	No return	498,286	9,461,000
Pig Iron (1900)	No return	583,158	2,223,000
Silver (1886)	No return	209,000	14,358,000
Letters sent P. O.	18,100,000	43,900,000	414,301,000
Coal (1886)	No return	3,739,000	24,431,000
Canal tonnage (1885)	No return	3,225,000	24,270,000

Railway mileage	2,270	6,858	24,104
Railway earnings	12,116,716	19,925,000	145,046,000
Tons freight carried	No return	8,348,000	66,824,000
Passengers	No return	6,523,000	32,683,000
Total imports	73,459,644	81,964,000	309,756,000
Total exports	57,567,888	71,491,000	301,358,000
Forest exports	18,742,625	13,261,000	47,517,000
Animal produce exports	6,893,167	14,100,000	51,349,000
Agricultural products exports	12,871,055	19,628,000	71,997,000
Manufacturers' exports	2,100,411	2,700,000	28,957,000
Cheese, pounds	4,503,370	46,414,000	164,907,000
Apples barrels, exports	No return	238,936	1,002,066
Wheat, bushels, exports	2,284,702	6,610,724	49,137,449
Flour, barrels, exports	375,219	574,927	1,738,038
Wood, pulp, exports (1890)	No return	1,168,100	4,306,929
Liabilities—Business failures (1879)	No return	29,347,000	13,982,000

Growth of Manufactures.

"Nor does it appear to me to be necessary that we should worry ourselves much over reciprocity in manufactures. The Secretary of the Manufacturers' Association said that only three per cent. of the imports of the United States from Canada consisted of manufactured goods. If the Americans want more of the excellent products of our factories let them reduce their tariff, and I have no doubt many of them will be glad to wear our cotton and our woollen goods. But even in spite of our exclusion from the United States our factories have prospered, as the following table shows:—

	1871.	1881.	1905.
Food production	\$56,689,227	\$75,137,755	\$173,359,431
Textiles	24,768,976	41,090,551	85,982,979
Iron and steel products	13,928,855	16,943,321	53,125,265
Timber and lumber	41,065,971	55,407,540	112,494,072
Leather and products of	27,913,809	36,455,776	42,123,007
Paper and printing	5,199,964	9,560,497	33,738,772
Liquors and beverages	6,459,443	7,054,050	14,394,319
Chemicals, etc	5,815,504	8,189,559	15,703,360
Clay, stone and glass	3,482,428	5,729,556	13,986,000
Metals and products	4,312,720	8,954,032	50,828,968
Tobacco and manufacture of	2,435,343	3,060,306	15,274,923
Vehicles for land	5,361,234	10,535,443	37,396,302
Vessels for water	5,410,109	4,317,670	1,343,195
Miscellaneous	9,483,637	15,866,759	66,291,869
Hand trades	9,250,534	11,379,250	1,698,195
Capital employed	77,964,020	165,302,623	833,916,155
Employees, number	187,942	254,935	383,920
Salaries and wages	40,851,009	59,400,700	162,175,578
Value of products	221,617,773	309,676,068	706,446,518

Canada	\$92.42
United States	35.59
Great Britain	105.25
Increase of Canadian trade in ten years, 1898-1909	88.14%
United States	55.19%
Great Britain	37.81%

"The only country in the world whose trade increased in a greater ratio than that of Canada was Argentina, with a percentage of 164.88 per cent.

A WORRIED NOAH



Noah Bull—None of the animals would come into the ark but the lion—now he wants to get hoff.  
—From the World.

ALL MOONSHINE



"Beware, sweet maid, he's fooling thee."  
—From the World.

HIS THANKSGIVING BIRD



—From the World.

### United States as a Market.

“BUT suppose the markets of the United States were thrown open to us, would that not greatly enhance our prosperity? The United States lie along our border for 4,000 miles, with a population of ninety millions. If we have anything to sell, there is an unlimited market for us—why not let us enjoy it? This is a fascinating picture, but there is another side to it. The boundary is just as long for the Americans as for the Canadians, and a reciprocity treaty that opened one side of the line would also open the other. While our seven millions were getting into the American markets with their merchandise the American ninety millions were getting into Canada, and the home market, always the best, where not glutted with goods, would be rendered practically valueless. The fruit-grower would find American fruit in the market before him, and everywhere so abundant that his trade would be ruined. The flour merchant, the seed merchant, the dealer in provisions, such as bacon, butter and cheese, would be similarly situated, and any occasional sale that he could make in the United States would be poor compensation for the losses incurred on account of the surfeit of the home market by American goods.

“But in a still larger sense Canadians would stand to lose from the opening of the American markets, and that is very clearly put by Senator Beveridge in a speech recently delivered on reciprocity. He says: ‘There must be reciprocity with Canada. Our tariff with the rest of the world does not apply to our northern neighbor. That policy already has driven American manufacturers across the Canadian borders, built vast plants with American capital on Canadian soil, employing Canadian workmen to supply trade. That capital should be kept at home to employ American workmen to supply Canadian demand.’

“Here we have another statement, this time from a distinguished Senator, as to the effect of our present commercial relations with the United States, which President Taft is so anxious to change. Senator Beveridge says: ‘The American tariff has driven American manufacturers across the Canadian border, built vast plants with American capital on Canadian soil,’ and so on. Well, suppose it has (and we are told that American capital to the extent of \$225,000,000 has been invested in Canada), is that a condition that we should seek to change? If the Americans change it of their own motion we cannot help it, but surely we should not encourage negotiations which would prevent the investment of capital from any quarter in Canada. If there is anything we need it is capital for our industries and farms and mines and factories. But notice another observation of the distinguished Senator. He says: ‘That capital should be kept at home to employ American workmen to supply Canadian demand.’ Well, let me tell Senator Beveridge that some time ago we allowed American workmen to supply Canadian demand, but if he ever hopes that this will happen again, then I very much mistake the Canadian sentiment of to-day. Americans now supply us with about \$80,000,000 of manufactured goods. Even that is too much, but to increase it as Senator Beveridge proposes would be treason to Canadian industries, the very thought of which makes one shrink from the consequences.

### Relations With Mother Country.

“Next let us consider the effect which reciprocity might have upon our business relations with the Mother Country. I leave out of consideration the presumption of many Americans that better trade relations with the United States might lead to political union. If the United States supplied the only market available for Canadians a treaty might have some political effect. But we are not dependent upon the United States in any sense for our markets, and if we make

a treaty it is to be assumed that we will give a quid pro quo for any favors we receive. Canadians surely would not be bribed by privileges for which they paid. But if trade and loyalty are to be considered together it is the Mother Country that has the first claims upon us. In the face of a duty of 25.7 per cent. on all the goods we sell to her she allows free access to her market, while the Americans exact a duty of forty-two per cent. for a similar privilege. The British market is also a steady market and not subjected to the fluctuations of the Chicago Corn Exchange or to the manipulation of speculators. It is not liable to be closed against us by the expiration of any treaty or by the manipulation of any trust. So long as the British Empire endures we may expect the British market to be accessible to us. If we have any favors to bestow that is the market with the strongest claim, or if we anticipate any favors, such as a preference over foreign traders, it is in the British market that these favors are most likely to be obtained; we certainly would not look for them in the markets of the United States. One thing is certain, we cannot have reciprocity in wheat and British preference at the same time.

### What British Capital is Doing.

“THEN, again, the British market has always been our base of supplies for every large national and industrial undertaking. It was with British capital that we built our railways and dug our canals. Nearly every large municipal work in Canada was carried out by loans in London. British capital is now building two transcontinental railways. It lights our streets, lays down our sewers, builds our waterworks and carries us from continent to continent. In the last five years, according to *The Monetary Times*, the sum of \$605,453,856 has been invested in Canada, of which \$97,500,000 has been invested in enterprises for the development of the country. Mr. Paish, an eminent London authority on finance, says that Canada has absorbed £300,000,000 of British capital.

“In considering further investments would the capitalists be more likely to decide for Canada if our trade were directed to the United States? for that is what reciprocity means. Just now the current is with us. If we proceed with the construction of the Georgian Bay Canal and the Hudson Bay Railway and the enlargement of the Welland Canal, not to say a variety of smaller enterprises, we will need two or three hundred millions in the next few years. Where are they to come from? Certainly not from the United States. Capital is sensitive. Let us not give to it a jolt in this important stage of national development.

### Effects on National Autonomy.

“Reciprocity would not help our national autonomy. A treaty means an obligation, and an obligation is subject to interpretations. The Washington Treaty contained several obligations. One was the free admission of fish into the United States. Interpreted, it still meant free fish, but not the packages in which they were put up. The Washington Treaty allowed the use of certain American canals in exchange for the free use of Canadian canals. Interpreted it meant that the vessels or barges could pass only if they were unloaded when they entered American territory. Under a reciprocity treaty the two countries will no doubt undertake certain obligations which, possibly, when they come to be interpreted may not mean what either party understood them to mean. But the obligation will continue during the life of the treaty, to the annoyance of one or both parties.

“For my part I do not want to see any act of the Canadian people subject to interpretation at Washington. Only once in one hundred years did we get full justice in the interpretation

of treaties affecting Canada, and that was before The Hague Tribunal a month ago. Our tariff act is now interpreted at Ottawa, and any complaint from the United States or anywhere else is settled by Canadian officers. Right or wrong, we are our own masters. This would not be the case under a treaty. If we differed from the United States authorities what redress had we? We might withdraw from the treaty, but that would mean irritation and possibly international ill-will.

"And now where does my argument lead? Evidently to this conclusion: that Canada does not stand in any great need of a reciprocity treaty with the United States. Let us remember the epitaph of the man who, having lived to a good old age, thought medicine might be of some use, and so consulted a physician. He wrote his epitaph for the benefit of his fellow-men: 'I was well, I wanted to be better, and here I lie.' We are prosperous. Reciprocity might furnish a better market for the minor products of the farm here and there, but that is a small matter.

**Leave Well Alone.**

"Let us not want to be better unless we are sure of the effects of the medicine. We are free from entanglements with the United States. We cannot be embarrassed by any amendments we make in our tariff, or if we are we can alter it ourselves. A treaty we cannot alter. We have taken the duty off binder twine and barbed wire and corn, and we have given the Americans a free list of goods under which they sold us last year \$79,471,000 worth of merchandise on which there was no duty. If they are anxious for better trade relations with Canada, let them negotiate through their own Congress at Washington, and reduce their tariff as it may suit them, and let us reciprocate, if we deem it expedient, through the Parliament of Canada.

"Theirs is the first move on the commercial chessboard. We gave Great Britain a preference without a treaty or even negotiations: why should we treat the Americans with greater formality. At the same time, let us receive their representatives with the utmost courtesy. They have proposals to make, we want to know what they are. They should be made as openly as if they were submitted to Parliament. Public opinion should be heard upon them, and there the matter should rest until the United States Congress had given its sanction and approval to the action of its representatives. It would then be the duty of the Parliament to take similar action if in the public interest so to do. Only in this way can we preserve perfect freedom from the possible entanglements of a treaty which, no matter how carefully drafted, is liable to be misunderstood and misinterpreted.

"An adjustment of the trade relations between the two countries by the independent legislation of both rather than by treaty is the only safe course, as it affords publicity in the first instance and admits of perfect freedom of action thereafter. In the meantime let Canada continue to sell her merchandise wherever she finds a market, and, trusting in that Providence which has always filled her barns with plenty and made her merchants princes in the land, let her not hazard her trade or her independence for expectations that may never be realized, nor place herself under obligations that might interfere with the fullest development of her industrial prosperity in the years to come."

**AUSTRALIAN IMPORT REQUIREMENTS.**

In the case of exports to Australia, subject to the collector's right to challenge at any time the accuracy of the values on which duty is paid, declarations in the following form on invoices from manufacturers may be accepted when so tendered as evidence of the proper basis of value for duty:—

I, the undersigned, do hereby certify as follows:

(1) That I am the (insert the word partner, manager, chief clerk, or principal official, giving rank as the case may be), exporter of the goods in the within invoice mentioned or described;

(2) That the said invoice is in all respects correct and true;

(3) That the said invoice contains a true and full statement, showing the price actually paid or to be paid for the said goods, the actual quantity thereof, and all charges thereon;

(4) That the said invoice also exhibits the fair market value of the said goods at the time and place of their direct exportation to Australia, and as when sold at the same time and place in like quantity and condition for home consumption, in the principal markets of the country whence exported directly to Australia, without any discount or deduction on account of any drawback or bounty, or on account of any royalty actually payable thereon or payable thereon when sold for home consumption but not payable when exported, or on account of the exportation thereof or for any special consideration whatever;

(5) That no different invoice of the goods mentioned in said invoice has been or will be furnished to anyone, and

(6) That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between the said exporter and purchaser or by anyone on behalf of either of them, either by way of discount, rebate, salary, compensation, or in any manner whatsoever other than as shown in the said invoice.

**WILFRID'S TREAT**



Mr. Taft: I can't let you touch Master Trusts' melon, Sammy, but you may cut into this one of Canada's.  
—From the World.

**BRIBERY AND CORRUPTION**



Mr. Taft: Teddy bears are no good. You stick to your Uncle Bill, my dear, and get a live Johnny Beaver.  
—From the World.

**BEGINNING TO DOUBT**



Wilf: De closer I gits to dat watermillion, de more dat watermillion looks like er punkin.  
—From the World.

THE WRONG AND THE RIGHT WAY OF MAKING OUT A BILL OF LADING

Form of Straight Bill of Lading approved by the Board of Railway Commissioners for Canada by Order No. 7512 of 16th July, 1909

**GRAND TRUNK RAILWAY SYSTEM**

STRAIGHT BILL OF LADING—ORIGINAL—NOT NEGOTIABLE

Shipper's No. \_\_\_\_\_  
Agent's No. \_\_\_\_\_

RECEIVED, subject to the classification and tariffs in effect on the date of issue of this Original Bill of Lading, at Toronto Canada Nov 10<sup>th</sup> 1910 from John Doe & Co the goods described below, in apparent good order, except as noted (contents and condition of contents of packages unknown), marked, consigned and destined as indicated below, which said Company agrees to carry to its usual place of delivery at said destination, if on its route otherwise to deliver to another carrier on the route to said destination. It is mutually agreed, as to each carrier of all or any of said goods over all or any portion of said route to destination, and as to each party on any time interested in all or any of said goods, that every service to be performed hereunder shall be subject to all the conditions, whether printed or written, herein contained (including conditions on back hereof) and which are agreed to by the shipper and accepted for himself and his assigns.

The Rate of Freight from \_\_\_\_\_ is in Cents per 100 Lbs. \_\_\_\_\_ If Special \_\_\_\_\_

Consigned to Wallace Grocery Co (Full Address—Not for purpose of Delivery.)  
Destination Wallace Province of N.B. County of \_\_\_\_\_  
Route \_\_\_\_\_ Car Initial \_\_\_\_\_ Car No. \_\_\_\_\_

No. Packages	DESCRIPTION OF ARTICLES AND SPECIAL MARKS.	WEIGHT (Subject to Connection)	CLASS OR RATE	CHECK COLUMN	If charges are to be prepaid, write or stamp here, "To be Prepaid."
1	Keq Staples				Received \$ _____ to apply in prepayment of the charges on the property described hereon.  Agent or Clerk, _____  Per _____ (The signature here acknowledges only the amount prepaid.)  Charges Advanced: \$ _____
1	Box Adisc				
6	Pumps				
1	Ball 6 Points				
2	Plows				
1	Ball - 2 Row Handles				
1	" " " Beams				
9	Plow Castings				

Per John Doe & Co Shipper. \_\_\_\_\_ Agent.  
Per John Brown \_\_\_\_\_ (The Bill of Lading is to be signed by the shipper and agent of the carrier in each case.)

How a Bill of Lading Should Not be Made Out.

Form of Straight Bill of Lading approved by the Board of Railway Commissioners for Canada by Order No. 7512 of 16th July, 1909

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Per John Doe & Co Shipper. \_\_\_\_\_ Agent.  
Per John Brown \_\_\_\_\_ (The Bill of Lading is to be signed by the shipper and agent of the carrier in each case.)

How a Bill of Lading Should be Made Out.

FREIGHT CLAIMS—HOW TO PREVENT THEM, HOW TO PRESENT THEM, AND HOW TO COLLECT THEM.

THE Bill of Lading prepared by shipper should be on standard form; and since freight is forwarded under way bill, which is a copy of bill of lading, shipper should use every degree of care in preparing the bill of lading, making same legible, and observing the following rules:

Name of shipper, consignee and destination must be shown in full.

Whenever there are two stations of the same name, shipper must designate the county and province in which station is located.

Bill of lading must be dated when shipment is delivered to carrier.

Articles must be carefully specified according to published classification of freight.

Care must be observed in comparing marks on packages with marks shown on bill of lading.

To insure the prompt and safe delivery of goods, it is necessary for the shippers to mark plainly each and every package, bundle or piece of a less than carload shipment, showing this information:

Consignee's name and bill of lading destination in full.

Province in which destination is located.

If there is more than one station of the same name in the province, full name of county should be shown.

All previous shipping marks must be obliterated.

If shipment is consigned to order of shipper's, notify con-

signee. The words "Order Notify" must also be shown on the package.

It is a great help to both shippers and carriers when shipper's name and location are also shown, with the word "From" preceding them.

Durable tags must be used when tags are necessary.

These requirements cannot be given too serious consideration by the shipping public.

Packing Freight.

The proper packing of freight is a form of insurance to which the consignee is entitled and which he should require at the hand of his shipper.

The proper preparation of shipments to enable them to withstand ordinary wear and tear of transportation is a duty which the shipper owes alike to himself, to the customer whom he is serving, and whose patronage may be assumed to be valuable to him, and to the carrier who is trying to serve both.

The failure to properly prepare shipments for transportation furnishes a large contribution to claim expense accounts of carriers, as well as delay, expense and dissatisfaction to the shipper and consignee. This would be greatly minimized, if not entirely eradicated, by the exercise of care to see that material of sufficient quality and strength is used in the con-



struction of bags, boxes, bales and other containers, and in the case of goods shipped in straps that the individual packages be securely held in place, having in view the weight of the contents which it is desired to protect.

Shippers should inspect cars to be loaded by them and see that they are placed in proper condition to safely transport the freight with which they are intended to be loaded.

#### How to Present Claims.

When claims do arise shippers should, in filing them, enumerate on the face of claim statement just what documents are transmitted to carriers in support thereof.

*For Overcharge Claims*—The following papers are necessary:

- (1) Original or copy of original bill of lading.
- (2) Original expense bill.
- (3) Reference to railway company's tariff, giving number of the particular tariff under which refund is claimed.
- (4) Claims for overcharges in weight should also be supported by certified invoices of articles shipped and statements of weights claimed on each different item and total weight claimed.

*For Loss and Damage Claims*—The following papers are necessary:

- (1) Original or copy of original bill of lading.
- (2) Original expense bill.
- (3) Certified copy of original invoice.
- (4) Bill of particulars showing in detail how the loss or damage is arrived at.
- (5) Any other documents pertaining to the matter that would assist the carrier in promptly determining liability.

Absence of any of the papers mentioned should be explained.

Claims should be made in conformity with condition of the bill of lading classification and tariff, it being the duty of the freight claim agents to observe such conditions in considering questions of carriers' liability.

#### How to Collect Claims.

Frank and hearty co-operation on the part of claimant in presenting claim with proper evidence does much to expedite settlement. The policy of carriers to-day is to establish the validity of a claim and not to avoid liability.

Any loss or damage, immediately on discovery, should be reported to the agent of the delivering line and every opportunity should be afforded him to inspect and verify the same and in no case should report of this loss or damage be delayed beyond forty-eight hours after receipt of goods.

Delay in making complete investigation is sometimes unavoidable on account of the numerous agencies involved. It must be borne in mind that every claim must undergo some investigation, since reports of loss or damage are not always at the finger tips of the Claim Department.

Delay in adjusting claims for damages often arises through the refusal of consignee to accept property which has been delayed or damaged in transit. It should be understood that the acceptance of such delayed or damaged property does not in any way jeopardize any proper claim which the owner may have against the carrier; in fact, the law expressly provides that a consignee must accept his own property and use all diligence in disposing of it, with a view of minimizing loss.

If a carrier fails to acknowledge receipt of a claim, it is an oversight. In acknowledging receipt of claims the official in charge of the Claim Department furnishes a claim number under which all correspondence pertaining to that claim is handled, and it would very much expedite the work in the freight claim office if reference was made to this claim number in any correspondence from claimant or on statements of account periodically sent

#### INCREASE IN SOUTH AFRICAN IMPORTS.

The annual statement of the Customs Statistical Bureau shows a considerable increase in the volume and value of the oversea imports into British South Africa for the fiscal year 1909. The figures, which indicate an appreciable advance in the import trade of the country for the period under review, are as follows:—

The imports of merchandise (including the imports for the several colonial governments, and specie) during the year ended December 31, 1909, were valued at £29,842,056, as compared with £26,202,855 for the corresponding period of 1908, or an increase of £3,639,201. This increase in the value of the imports is the natural effect of the large increase of £5,274,749 in the value of the exports during the last year which expanded the purchasing power of the country. An analysis of the trade returns discloses the fact that the importations of various manufactures, especially the classes supplied by the United Kingdom, were largely increased during the year 1909. The imports of apparel and slops were larger by £226,165; agricultural implements, £154,031; bags: coal, flour, grain and wool, £67,396; bicycles and tricycles, £57,728; cotton manufactures, £352,517; cyanide of sodium, £91,902; electrical cable, wire and fittings, £166,594; glycerine for manufacturing purposes, £103,996; haberdashery and millinery, £160,273; hardware and cutlery, £124,459; iron and steel manufactures, £417,388; mining machinery, £267,943; machinery (N.O.D.), £81,663; motor cars and parts, £88,929; railway rails, £169,596; railway sleepers, £80,921; and wood and timber, £103,054.

An examination of the trade returns for the year shows a gratifying advance in the importations of Canadian products, especially of the staple commodities of the country in which Canadian exporters and manufacturers are principally concerned. The imports of merchandise from Canada, during the twelve months ended December 31st, 1909, were valued at \$2,397,165, as compared with \$2,129,245 for the corresponding period of 1908, or an increase of \$267,920.

A marked increase is shown in several items of Canada's staple productions. The imports of living animals were larger by \$24,430; binding twine and harvest yarn, \$6,900; bacon and hams, \$9,175; condensed milk, \$71,740; carts and carriages, \$8,900; calcium carbide, \$7,705; flour, wheaten, \$164,385; preserved fish, \$14,230; hardware and cutlery, \$5,115; agricultural implements, \$84,625; musical instruments, \$8,185; agricultural machinery, \$9,935; motor cars and parts thereof, \$16,790; oatmeal, \$57,010; stationery and books, \$5,160; sausage casings, \$5,550; wood manufactured and unmanufactured, \$47,090. The imports of butter were smaller by \$27,020; cheese, \$9,010; fencing wire, \$28,480; and wheat, \$182,635.—Trade and Commerce Reports.

#### ON TO OTTAWA



"Hark, hark! the dogs to bark,  
The beggars are coming to town."

# BOOKS ON COMMERCE AND INDUSTRY

## TRANSPORTATION IN EUROPE.

**G**REATER satisfaction is secured by shippers where the railways are managed by private corporations than where they are owned by the Government, is the conclusion of Logan D. McPherson in his new book "Transportation in Europe," published as a result of a recent investigation into the railway systems of all the European countries. The problems which Europe has had to meet are in many cases present on this continent to-day. Some have been settled here more satisfactorily, Mr. McPherson thinks, than in the older continent. A good many pitfalls, however, may be escaped if we use the experience which European countries have paid heavily to acquire.

Conditions are not such as to admit of a general comparison between the railways of Europe and of Canada. Systems are of course national in extent, and as none of the western nations of the continent occupies a territory which exceeds the Province of Quebec in area, there are no long hauls such as constitute no small part of the traffic in this country. Population is, too, much denser in Europe, the waterways are more extensively developed, and some of the countries have much greater water competition than we have here. Nevertheless, the man who is interested in transportation questions in Canada, will read with the utmost interest and profit the book which we have before us.

Rate-making has constituted the rock upon which many a Government railway policy has split. Mr. McPherson is very positive in his statement that many trials have proven beyond the shadow of a doubt that the cost of the service is an impossible basis for freight rates. In Germany, when the Government assumed control of all roads, an effort was made to fix rates on the basis of cost of service. The inelasticity of the system was at once apparent. Commodity rates were necessary to make it possible for certain manufacturers to compete with foreign rivals. To secure a share of export trade it became necessary to grant special export rates. To draw business to German ports, special rates were granted on shipments across the country. In a word, the basis of cost gave way to that of commercial necessity. Austria-Hungary has had a like experience, and not only commodity rates, but rebates are tolerated.

In the past artificial waterways have had a considerable influence, not only on freight rates, but on Government policies towards railways. In France, Germany and England, immense sums have been spent in canalizing rivers, and in some countries the railways are prevented from reducing their rates to such a point as to take all the business from the waterways. Yet there has been no noticeable extension of these during the past generation, and according to Mr. McPherson, there is a growing sentiment against the Government encouraging them to the extent of paying the total cost of improvements. Prussia and France, both have passed Acts providing that the central Government shall not pay more than half the cost of canals. It remains for municipalities and counties directly benefited to provide the rest.

The recent uproar in France, instigated by the Socialist Deputies, against the Government for compelling the striking employees on the Government lines to return to work, points a criticism made by Mr. McPherson. He points out that with the exception of Germany, in every country in which the railways are administered by the Government, the cost has gone up and the efficiency down. Wages are raised under political compulsion, a particular section is favored by a lowering of

the rates, and the number of employees is increased. Such has been the experience of Belgium, Switzerland and France.

A surprising defect in the continental railways—the criticism does not hold in the case of England, because of peculiar local conditions—is the smallness of the cars. Even in Germany, where the Government is progressive in its transportation policy, the cars are far below the capacity of those employed on our roads.

In this brief review, we cannot pretend to touch on more than a few of the more important questions raised. The book will, however, repay a careful perusal. ("Transportation in Europe," by Logan D. McPherson. Published by Henry Holt & Co., New York.)

## THE TEXTILE INDUSTRY.

An interesting volume on textiles, edited by A. F. Barker, M.Sc., has just been issued by the Copp, Clark Co. Only a short introduction is given to the early or historical phases of the subject. The main discussion is on the present practice in factories devoted to the various kinds of textile weaving. The book, while it goes in detail into the woollen and cotton industries, is not so technical as to be uninteresting even to the man outside the trade. To those directly engaged in the industry it should prove both interesting and instructive. ("Textiles," by A. F. Barker, M.Sc. Published by the Copp, Clark Co., Toronto. Price, \$1.80.)

## BOOK ON FOUNDRY PRACTICE.

A book for foundrymen, which will meet with a ready welcome, has just been issued by the Copp, Clark Co., Toronto. "General Foundry Practice," by William Roxburgh, is a practical work including a number of special articles which appeared from time to time in *The Ironmonger*, revised and amplified in the present volume. To these have been added chapters on new subjects, making the book a satisfactory treatise on the general subjects of iron founding, pattern making and casting. ("General Foundry Practice," by William Roxburgh. Published by the Copp, Clark Co., Toronto. Price, \$3.15.)

## PRICE LISTS WANTED.

Mr. W. A. Beddoe, Canadian Trade Commissioner to New Zealand, has written stating that it would assist his work materially if manufacturers would supply him with price lists. Mr. Beddoe's address is Union Buildings, Customs Street, Auckland, New Zealand.



"Them Gol-Darned Canadians have been working too much on their 'Imperial Preference' Road, Taft."

—From the News.

## BEET SUGAR INDUSTRY IN CANADA

One Twentieth of Sugar Consumed in Canada is Produced from Home Grown Beets. Enormous Development Possible. A Market for 500,000,000 Pounds Annually. Profitable for Farmers. A Sketch of Industry in Canada.

**T**HE annual consumption of sugar in Canada amounts to the enormous total of 500,000,000 pounds, representing an expenditure of \$20,000,000.

About five per cent. of this amount is supplied by our own beet sugar industry. The remaining ninety-five per cent. represents the possible development of that industry in Canada.

The manufacture of sugar from beets has during the past hundred years marked an industrial revolution such as is seldom experienced. Before that time cane sugar was the staple, and the nations of the world were dependent upon the

to 1891, were worked on such an inadequate scale that nothing but failure was possible for them. During that earlier period factories were established at Coaticook, Berthier and Farnham; experts were brought from France to superintend the work, and farmers were induced to grow the roots. Lack of capital, ignorance of the local conditions of root-growing, and general inexperience brought upon them an inevitable failure.

In an industry, the conditions of the operations of which are so peculiar, where the margin of profit is low, where the season is short, and where the plant is expensive, large capital



Growing Sugar Beets

supply of tropical countries for their raw supply. With the introduction of the beet sugar industry, it became possible for the countries of Europe to supply their own demands. That is, the growth was enlarged from the tropical belt to include the temperate zone, and Europe became self-sufficient in this respect.

At present, through their development of the beet sugar industry, the following countries of Europe are producing enough sugar to satisfy their own requirements: Germany, Austria, France, Russia, Belgium, Holland, Spain, Italy, Norway, Sweden, Denmark, Roumania, Bulgaria and Servia. These countries produce annually nearly six million tons of sugar, of which they consume one-half and export the remainder.

### Ten Years' Experience.

The beet sugar industry has now reached its tenth year in Canada as a going business. Earlier experiments, from 1881

has to be invested, and a complete plant operated from the start. Experience has its value. In the revival of the industry ten years ago, the weaknesses of the earlier efforts were to some extent avoided, and although in some cases like conditions produced like results, sugar-making from beets is now an established Canadian industry. Factories are in operation at Wallaceburg and Berlin, owned and operated by the Dominion Sugar Co., and at Raymond, Alberta.

### Difficulties of Industry.

Sugar manufacturing in Canada requires extraordinary skill on account of the conditions imposed by the climate. It is difficult, except at large cost, to protect stores of beets against winter frosts; and if after they are frozen the roots are thawed before the sugar content is removed the value is lost. This confines the regular operation of the factory to the few months after the beets are delivered; a period not

exceeding one hundred days. The difficulty of organizing an expert staff of workmen each year, and of paying dividends on the investment by the operation of the factory for three months out of twelve, bid fair to wreck the industry again; and, as a matter of fact, two factories were compelled to cease operations, in view of the difficulties to which they were subjected.

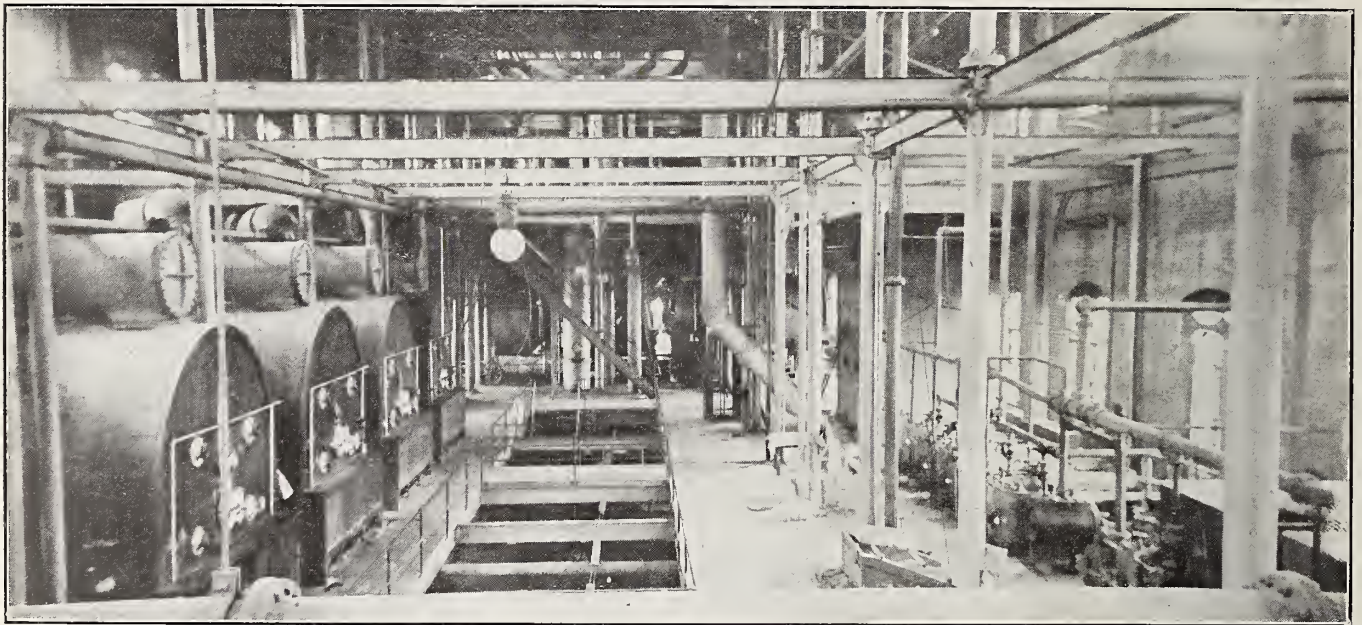
#### A Remedy Proposed.

Such was the condition when Mr. D. A. Gordon, President and General Manager of the Wallaceburg Sugar Co., now the Dominion Sugar Co., suggested a remedy, which has since been used with excellent results. The suggested remedy consisted of an arrangement whereby beet sugar manufacturers should be allowed to import a certain percentage of raw sugar at a special tariff rate, in order that their factories might be run steadily for the entire twelve months.

The regular rates provide for a duty of 31½ cents per 100 lbs. on sugar not above No. 16 Dutch standard imported under the British preference, 45 cents if under the intermediate tariff

#### Size of Sugar Market.

"Putting our present consumption of sugar at 500,000,000 pounds, with a value of \$20,000,000," says a Government commissioner after an investigation of the industry, "the share going to the growers of sugar cane and sugar beet and to the manufacturers of raw sugar in foreign countries, together with freight, insurance, commissions, duties, etc., is about ninety per cent. of the whole value, and the share to Canadian refiners about ten per cent., of which about six per cent. is paid for labor and the cost of management. This year we grew in Canada 366,000 acres of Indian corn, which had a market value of nearly \$12,000,000. On less than one-half of that area, or say 160,000 acres, we can grow all the beet roots required to produce 500,000,000 pounds of sugar, and at the price paid for beets in the Indian corn counties of Kent and Essex this year farmers would realize on a whole crop \$10,000,000—nearly all of it for the compensation of labor on the land, and leaving \$10,000,000 more to be divided among manufacturers, refiners and the trade."



Dominion Sugar Company's Plant in Wallaceburg. View of Third Floor.

and 52 cents if under the general tariff, and one cent per 100 lbs. for each additional degree above 75. But for a period ending December 31st, 1909 (and this original provision has been extended for a period of two years, and after that for a further period of three years, during which latter period only one-half the amount, or pound for pound, can be imported), raw sugar as here described may be imported to be refined in Canada to the extent of twice the quantity of sugar refined during the current three years from sugar produced in Canada from Canadian beet-root, under regulations and with the special permission of the Department of Customs at a uniform rate of 31½ cents per 100 lbs. testing not more than 75 degrees by the polariscope, and one cent for each additional degree. And to sugar so imported the special or dumping duty does not apply. The plan is working out very satisfactorily to the Canadian refiner. It keeps his capital and plant at steady earnings, and enables him to retain the service of his accounting staff, his experts and laborers without the loss or distraction inherent in a short campaign and a long vacation in any kind of human industry, and it maintains for him the conditions which establish a continuity of trade from year to year.

Few industries in Canada are able to show an annual market of such dimensions. What has been done throughout Europe in satisfying the needs of the people by local cultivation and manufacture can be done here.

Co-operation between farmer and refiner is necessary. The manufacturer must be assured in advance of getting a certain supply of beets. He accordingly enters into a contract with the farmers who are willing to engage in the work, to devote a specified number of acres to this crop. These contracts are closed not later than the first of the year. Having thus a fairly accurate idea of the crop to be handled the refiner can make his necessary preparations. In all cases he supplies the seed, at a low cost, to the farmers. Then he sends out experts to instruct them in the best methods of cultivation. This educational work is carried on throughout the growing season, with good results for both the grower and the refiner.

#### Increasing Values.

This is illustrated by a consideration of the difference in the yield of various beets. One farmer in Alberta, during the first year of his experience, grew 6 tons of beets to the acre. The next year this was raised to 7 tons, and the third to 9

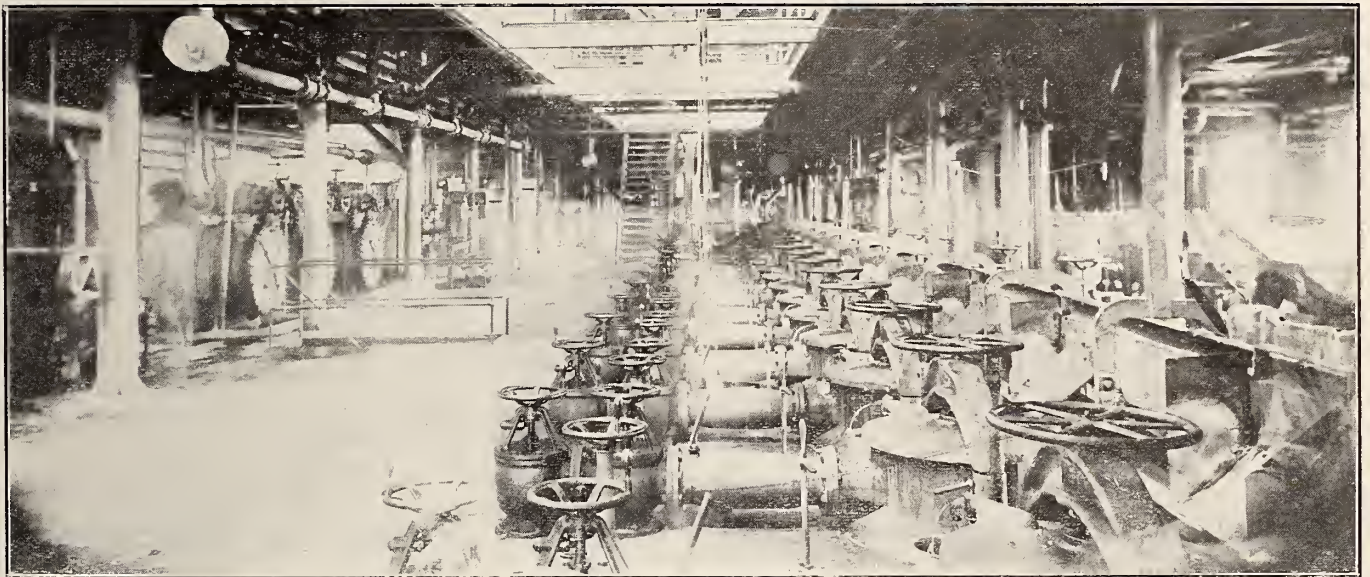
tons. In Ontario the average is 12 tons to the acre, while the percentage of sugar is over 13. In the State of Utah, which is far advanced in this class of agriculture, the crops run as high as 25 tons to the acre. In Europe, as a result of longer and better cultivation, the sugar content has risen to 21 per cent. As an inducement to greater care in cultivation the rate of payment is made on a basis of roots containing not more than 12 per cent. of sugar, and a bonus is paid for every tenth of one per cent. increase in the sugar content. On the basis of \$4.50 a ton for beets containing 12 per cent., the rate is \$4.83 1-3 for 13 per cent., \$5.16 2-3 for 14 per cent., \$5.50 for 15 per cent., and so on. In the year of 1909 the average price paid by the Dominion Sugar Co. was \$5.90, which shows a straight bonus of \$1.40 a ton over the contract price.

As an illustration of the value of the industry to the farmer, we take three or four examples from last year's growers, taken at random. One sowed 6 acres in beets, grew 100 tons, and received for them \$581.31. Another sowed 30 acres, grew 302 tons, and received \$1,747.30. A third sowed 18 acres, grew 220 tons, and received \$1,250.96. These are just

juice goes to the measuring tank and is tested for specific gravity.

The residue in the battery is called exhaust feed pulp, or pulp which is raised by a screw conveyor and the water squeezed out. Thence by means of a conveyor it is loaded on cars for shipment, or sent to the pulp pile to be taken away by farmers as a food for cattle.

The juice from the measuring tank is pumped through reheaters to the first carbonatation station, where from two to three per cent. of lime in the form of milk of lime is added for clarifying. Then the excess of lime is precipitated by means of carbonic acid gas. The lime is burnt in the company's own kilns, and the escaping gas is drawn off by means of pumps, washed, and forced back to the mixture of juice and lime. This mixture is treated with carbonic acid until a filtered sample shows 0.1 per cent. of lime still in solution. The juice is heated to 90 degrees C. and forced by a pressure pump through filter presses, where it is fully separated from all precipitated matter, and then runs by its own gravity to the second carbonatation station.



Interior View of Sugar Factory, showing Diffusion Battery.

an example of what many are doing. It has been estimated by Mr. D. A. Gordon that for the present year of 1910 the farmers around Wallaceburg will receive \$400,000 for their beet crop; those around Berlin will receive \$150,000, and those in Alberta about \$125,000. Figured out by the acre the revenue averages from \$50 to \$75. Considering the cost of seed and cultivation it has been held that an acre of sugar beets has the net value of an acre of fall wheat at 40 bushels to the acre, when wheat sells for a dollar a bushel.

#### Method of Manufacture.

The general method of manufacturing, after the roots are delivered to the storage sheds, is given briefly as follows:

From the sheds the beets are flumed by water into the factory, and on the way are separated as well as possible from weeds, gravel or stone and adhering soil. The roots are raised by a large wheel to the washer, where they are thoroughly cleaned, and are thence raised to automatic scales for weighing and dropped into the slicing machine. The richer the beets are in sugar the finer they are sliced. The sliced products, called cosettes, are carried through a movable chute to the diffusion battery, where the sugar juice is extracted by the action of warm water. From the battery the

In the second carbonatation a small amount of lime is added again, and carbonic acid gas is forced into the juice until a filtered sample of it shows 0.03 per cent. of lime. After this the juices are heated to the boiling point and pumped through another filter press station, when they are separated from all sediments, the clear juice collected in a special tank, and pumped from there to the sulphur station. In the latter the juice is treated with sulphurous acid obtained by burning rolled sulphur until a sample shows only a trace of free lime in solution. After heating up to the boiling point the juice is filtered for the third time through gravity filters. The clear juice collected goes into the evaporating station, where it is concentrated from a ten per cent. solution to a 50 per cent. one. It is now called "thick juice," and is filtered again and treated with sulphurous acid if found to contain too much free lime.

The thick juice is stored in special tanks and drawn into the vacuum pan. There it is concentrated until sugar crystals begin to appear. These crystals, small at first, grow by addition of fresh quantities of thick juice until the contents of the vacuum pan do not allow any fresh addition of juice.

From the pan the mass, consisting now of sugar crystals and syrup, is discharged into a mixer, where it is kept in

motion by a revolving shaft with arms. This is done to prevent hardening of the mass. From the mixer the charge goes into centrifugal machines and the crystals are separated from the surrounding syrup by centrifugal force. To remove, however, all the syrup from the crystals it is necessary to wash them with a sufficient quantity of water. After this operation the sugar is obtained in white crystals which contain yet about 2½ per cent. of water. This is removed in the granulation stage through which the sugar has to pass by means of steam heating and a big exhaust fan to draw off the moist air. After leaving the granulator the sugar is ready to be packed in barrels or bags and sent to the market.

The syrup separated in the centrifugal machines is concentrated in a special vacuum pan and put into crystallizers, which are large iron cylinders with a revolving shaft and arms



Delivering Beets to the Factory

to keep the mass always in motion. After two or three days in the crystallizers the contents are discharged into a mixer for the second mass, and thence into special centrifugal machines where the second or brown sugar is separated from the surrounding syrup, now called molasses. This brown sugar is dissolved in hot water or in hot sulphur juice to liquors of about 50 per cent. sugar, then filtered and united with the thick juice obtained in the former operation and sent to the first vacuum pan to be there boiled to sugar.

The molasses obtained in the second centrifugal machines is mostly so low that another concentration would not yield enough sugar in paying quantities, and it is shipped to distillers for manufacture into alcohol.

#### PROPOSAL TO HOLD EXHIBITION.

**M**R. THOS. BAGNALL, of Cape Town, South Africa, is endeavoring to organize an exhibition of manufactures and natural products of Canada in South Africa, to commence in January, 1911. Mr. Bagnall has had considerable experience in organizing similar exhibitions of South African products and manufactures, and feels that an exhibition of the kind he now proposes would go far in building up Canadian export trade with South Africa. It is his intention to open an exhibition in Cape Town, afterwards moving it to Johannesburg, Durban and other important trade centres in that country. He is endeavoring to make arrangements with the Elder Dempster Co. for special rates on exhibits to South Africa from Canadian ports, and it is probable that the latter company will arrange to carry such shipments free.

The following is a summary of the provisional prospectus as forwarded by Mr. Bagnall:

1. I propose that the Exhibition should visit the following principal centres, viz., Cape Town, Port Elizabeth, East London, King Williams Town, or Queenstown, Kimberley, Bloemfontein, Durban, Pietermaritzburg, Pretoria, Johannesburg.

2. Every effort would be made to secure the personal interest of merchants and buyers in each centre.

3. The cost to the Canadian manufacturer would be £100 for each firm exhibiting, this to cover all charges, such as 100 square feet of space, rent, lighting, carriage from town to town. Exhibits to be delivered *free of all charges at Cape Town.*

4. Commission to be allowed me on all goods exported to South Africa by firms exhibiting. Amount to be mutually agreed upon, according to character of goods.

5. One hundred square feet of exhibit means that the manufacturers are only paying two shillings per square foot for an exhibition in ten principal centres in South Africa, personal effort to be exerted to induce merchants and buyers to inspect and order.

6. Exhibits to be packed in strong wooden cases, lids fitted with bolts and screws for purpose of repacking. Exhibits should not exceed fifteen feet in height when set out.

7. Every line to bear a tag with prime cost of article f.o.b. Canada and c.i.f. Durban, East London, Port Elizabeth and Cape Town.

8. Exhibits would be sold for account of manufacturers, or returned, as may be desired.

9. Manufacturers would be supplied with a detailed account from each centre, with notes and suggestions, as found necessary from interviews with merchants and buyers.

10. To ensure success at least fifty to eighty firms must exhibit.

11. The Exhibition would be opened in each centre by some prominent gentleman, and every means adopted to boom Canadian articles.

12. The Exhibition would be open to the public in the evenings, and to be opened first in Cape Town early in January, 1911.

Mr. Bagnall writes: "It seems to me that, with the customs preference Canada has with South Africa, there should be great opportunities as against United States of America for their manufacturers. I should like to see at least one hundred firms in this Exhibition, as this would then enable me to well advertise and invite merchants to dinners, and have a public luncheon at each place on the opening. In the event of any firm requiring more than 100 square feet of space the charge would be in proportion, say, 150 square feet, £150, and so on.

"The following is somewhere about what I estimated the cost of running same would be:

Rent of Halls .....	£4,000
Advertising .....	1,000
Assistants .....	1,000
Carriage, Rail and Ship .....	1,000
Opening Luncheons .....	1,000
Personal Expenses .....	1,500
Insurance and Sundries .....	500
	<hr/>
	£10,000

"This would be proportionately reduced if less than one hundred firms came in; if more than one hundred, then it would be my profit."

The Office Specialty Manufacturing Company, Limited, have let the contract for new factory buildings at Newmarket, the work to be proceeded with at once. It is estimated that the new buildings will cost over \$75,000. The successful contractor for the work is Mr. John L. Youngs, Stratford, Ontario. The architect is Mr. O. E. Tench, of Newmarket, Ontario. This will give an additional floor space of 63,000 feet to the present plant.

# SUGGESTIONS FOR TECHNICAL EDUCATION

Statement by Technical Education Committee of Canadian Manufacturers Association before Commission at its Toronto Meeting. Urge the Necessity of Schools to Replace Training, Formerly given by Apprenticeship.

THE manufacturers of Canada are approaching the problem of Technical Education with open minds.

In a country whose physical conditions are so varied there must be considerable diversity of interest. It is therefore difficult, if not impossible, to make any recommendation regarding technical education which is applicable all over Canada. In this respect Canada differs greatly from Germany, France and England, where the best systems of technical education are to be found to-day. In these countries there are no vast areas similar to our prairie provinces, in which practically no manufacturing is carried on. It is possible in these countries to develop uniformity in the technical education systems. It is doubtful whether this will ever be possible in Canada. The situation is further complicated in Canada by the constitutional enactments placing the administration of the educational systems entirely in the hands of the provinces. No doubt your honorable body is fully seized with these basic considerations. Taking all these facts into consideration therefore, the committee before you would suggest that in addition to a general finding on the conditions throughout the whole of Canada, your report should include separate, detailed accounts of the conditions in each province, together with your recommendations based on these conditions, so that each province can proceed to carry out your suggestions without reference to the other provinces or to the Federal Government. By treating each province as a unit it is our opinion that the Commission will expedite the development of technical education very materially.

It is hardly necessary to remind you that in studying this question, the Manufacturers' Committee has been handicapped by the dearth of authoritative information of any kind on the subject in Canada. Technical education is still in its infancy in Canada. Not only is there a great lack of information regarding it, but those of our educationists who have made a study of it are not agreed as to how far it should be incorporated in our present school systems. In fact it may be truthfully said that there is considerable difference of opinion as to the fundamental meaning of technical education, industrial training and the other terms used in this connection. It would seem desirable that the Commission should clear the air by authoritatively defining some of these terms for the information of the Canadian people. We would respectfully direct the attention of the Commission to the following considerations:—

## 1. Decline of Apprentice System.

The widespread desire of manufacturers the world over for technical education during the past generation is due almost altogether to the decline—indeed one might say to the breakdown of the old apprentice system. Without fully tracing the causes, with which your body is already familiar, of the failure of the time-honored method of educating journeymen to meet the requirements of modern industrialism, it may be accepted as a fact. Even in those trades in which it still exists nominally, it is rendered useless by severe limitations placed on it. In the molding trade, for example, the regulations in this city demand that there shall be only one apprentice for every eight journeymen. As the period of apprentice-

ship is fixed at four years, this means that a full generation must elapse before there is a new journeyman to take the place of an old one. Admitting for the sake of argument that death was the only source of removal of a working journeyman in that period, the ratio is still out of all proportion. Actuarial tables show that a journeyman molder lasts much less than thirty-two years. But when we take into consideration the fact that many molders desert their trade for other occupations, develop into foremen or commence business for themselves, the result of the restrictions is apparent. Owing to the exceptional opportunities offered to all classes of Canadian citizens through the rapid development of Canada, particularly in the West during the past ten years, your Committee believe that the number of journeymen who desert their trades is higher in Canada than in any other country. This condition will in all probability prevail for another generation. Every year when the Homeseekers' Excursions are announced large numbers of employees in the factories of Eastern Canada desert their occupations to go West and become farmers or make their living in some other way. This makes the restrictions on the apprentice system even more onerous than they otherwise would be.

## 2. Need of Competently Trained Foremen, Superintendents, Etc.

Even were the apprentice system in good working order to-day, it is doubtful whether it would fully meet the demands of the highly specialized industries of this century. The greatest difficulty manufacturers have to face is the securing of competent well-trained mechanical experts to act as foremen, superintendents, managers, etc. Such men must not only be well up in actual trade practices, but must also know the theory of their work. The old apprentice system could meet the first requirement, but it would have to undergo important modifications to fulfil the second condition. It is probable that it could be developed so as to provide theoretical training if it were free from restrictions. This has been amply demonstrated by the splendid systems developed by several firms in the United States, notably the Brown & Sharpe Machine Co. of Providence, The General Electric Co. of Schenectady, The Baldwin Locomotive Works of Philadelphia, The Hoe Press Co. of New York City, and several others. We would request that the Commission devote special attention to those systems when visiting the United States. They show in a very practical manner how theoretical training can be co-related with shop practice.

It is the dearth of competent executive men for the shops that impairs the industrial efficiency of Canadian factories more than anything else. Very few of these men can be recruited from the mechanics of this country because of the lack of technical education facilities. It is true these facilities are supplied on a limited scale by a few Canadian firms, but the movement has not developed far enough to improve conditions to any extent. The result is that many of the factory executives, as well as many of the highest paid artisans, are recruited from the industries of Great Britain and the United States where technical education has been established for many years. The systems to be adopted in Canada should aim primarily at remedying this evil.

### 3.—Provide Technical Courses in Secondary Schools.

Your attention has already been directed to the fact that our educational systems are devoted almost entirely to preparing pupils for commercial or professional careers. Very little effort is made to interest the pupil, who, when a certain state in his education is reached, fails to respond to the effort of the teacher. This pupil is not to be condemned as an idler at once. Very probably his awakening mind is attracted by mental food other than that offered him in the rigid curriculum of our present system. He may desire to work with his hands and through a different system could easily be interested in studies which would tend to guide those hands in their work. This pupil should not be turned out of the schools in a dissatisfied frame of mind. He should be retained until definite convictions have been reached as to what purpose he shall devote his life.

Under our present educational system many pupils are driven by the system itself, or by their parents, into commercial and professional life, who would be much better suited for executive positions in our work shops. Too often parents do not realize the prizes that are available in industrial life and only in recent years have our educational authorities awakened to the fact that the educational system as at present devised tends to take the youth of the country away from industrial life.

The question presents itself: How can he be retained under the beneficent influence of discipline and study longer? We would suggest that some plan be adopted along the lines recommended recently by the Senior Principal of Toronto High Schools, to whose report we would respectfully suggest the Commission's attention. Preliminary courses in technical education to fit in with the practical work of the manual training schools, perhaps, might be provided in the higher classes of the Public Schools and in the lower forms of the High Schools. These courses should be arranged as far as possible to reach the pupils who are dissatisfied with the ordinary book-learning courses, and whose wish it is to learn a trade.

### 4.—Shop Practice.

In connection with these preliminary courses, advanced courses in technical training should be established in separate buildings. These schools should have the same standing as the present high school, and should contain shops where actual trade practices could be taught.

### 5.—Night Classes.

Night classes should be given in the advanced schools for the benefit of those who cannot afford to remain in schools in the day time beyond the time necessary to take the preliminary courses. These night classes should be continued over the entire year as far as possible.

### 6.—Provide for Individuality of Pupils if Possible.

In drawing up the curriculum for the preliminary and advanced courses, provision should be made, if possible, to give greater scope for the individuality of the pupils. This would tend to produce the type of men required to fill executive positions in our industries, probably more quickly than any other means that could be adopted. It is recognized, of course, that too much freedom in this direction might defeat the object in view. It is also recognized that the development of the system along these lines would prove expensive, but it is hoped that something may be done in this direction.

### 7.—Question of Cost.

The question of cost naturally looms up in considering the problem of technical education. It must be recognized that the development of technical education is going to cost a considerable amount, but we feel that it will be money well spent and hope that when the report of your honorable body is published, it will educate the citizens of Canada in this direction. In this connection it occurs to us that the larger cities and municipalities should not be expected to provide facilities for technical education for all the territory in their vicinity, as seems to be the case at present, unless provision is made for outside financial aid. It is recognized, of course, that the biggest schools will be situated in the big cities and that many of the pupils will come from outside the cities. We feel strongly, however, that Federal and Provincial aid should be provided. This method has been followed with great success in the United States, Germany, and other countries, and should be adopted here. Otherwise the bigger municipalities will shrink from providing the funds for the erection and equipment of proper schools.

### 8.—Native Canadian Industries.

There are few things which cannot be made in Canada to advantage, therefore every industry should be considered. Those now established will naturally have the first claim upon your attention, but you will doubtless take into special consideration the development or establishment of those industries whose raw material is a natural product of Canada.

### 9.—Alternating Classes—Shop and School.

In connection with the advanced schools provision should be made wherever feasible for the establishment of courses of study in which two divisions of the pupils alternate in shop and school work. In some industries local manufacturers can be found who will co-operate in arranging these courses, which have proven most beneficial and successful in certain United States cities. The pupils spend, say, two weeks in certain school and laboratory work, and then go to a factory for two weeks, where they see an exemplification of the processes they have just studied. Their place in the class-room is taken by another division who follow them again in the factory, and so on. This method lends itself admirably to the development of thoroughly trained mechanics, and is calculated to hold the interests of the pupils who have a special aptitude along mechanical lines.

### 10.—Local Conditions to be Considered.

As far as possible the technical education facilities in any section of the country should be developed along special lines to meet local requirements. There should be a certain amount of latitude allowed the educational boards of the different municipalities, so as to enable them to suit the courses they offer to the industrial requirements of their vicinity. The desire for uniformity should not be pushed to extremes.

In submitting the above summary of its views on the important subject into which it is the duty of your honorable body to enquire, the Committee represented before you desire to make it clear that the recommendations herein are not its last word on the subject. As your investigations proceed and new evidence is brought out at different centres in which sittings are held, the Committee may see some of the problems the country has to face in connection with technical education in a new light. In that event it may take the liberty of amending or adding to its suggestions.



## TECHNICAL EDUCATION AND APPRENTICES.

TO THE EDITOR:

The evidence at Galt before the Royal Commission on Technical Education educed the fact that the crux of the whole movement is the supply of apprentices. It suggests that a most abnormal understanding of requirements is held by organized labor, as their declared policy is a firm and determined limitation of apprentices.

These two sentences may be worth dwelling on for a little, and to facilitate, the term "employer" will cover every and all kinds who employ tradesmen, craftsmen, artisans and all skilled help, in any line of occupation. "Shops" will mean factories, yards, offices, workrooms and all places where skilled help is found in any occupation.

The most important consideration in any line of industry is efficient help, and workmen who have grown up in the shop make the most steady and reliable workmen. A shop becomes to such a one his alma mater, and it's a poor student who does not regard his alma mater with deep regard and loyalty. To meet this requirement every shop should have a full quota of apprentices, and as lads rarely know their own ability, adaptation to a vocation should govern, and they need proper guidance.

Then completeness in shop education is essential. This will be very greatly aided by the technical school, and very largely assisted by visits to other shops. Very good results will follow the acquirement of knowledge of other processes.

Apprentices should not be kept too long at a time at one class of work. They lose heart and do not think they are making progress. A change, for a while, excites an ambition, and if necessary to return to former work it will be better understood. It will be found advantageous to have advanced apprentices used as instructors for beginners. It renews their association with their earlier work.

Past experience has shown that, unless bound by articles, apprentices frequently leave employment in one shop to take work in another, for a small advance in pay, and the work may be of an entirely different class.

Therefore, apprentices must not be allowed to leave solely to get an increase in pay. Employers should not take apprentices from another shop without conferring with their superintendent or employer. Respect for a competitor or another employer regarding apprentices should be inviolate. The future value of an apprentice to the welfare of the country should be of more importance than the temporary needs of a foreman or shop, no matter how great its size or its product. During the term of apprenticeship, no organized labor regulations should be allowed to govern. There should be a system, a policy for the government, treatment and advancement of apprentices. This policy should be general, and not confined to a locality. Before long it would be the custom to have greater care in choosing an occupation, there would be greater stability of effort, shop regulations would be better respected and better workmen would be a result.

Nor should apprentices only be valued by what they earn. Judgment in pay is important. It should be sufficient to induce a permanency in employment, and so equalized that there will be a proper distribution of apprentices. The value and class of work done should govern. This would ensure an earnest effort.

Earnings in excess of apprenticeship pay would be credited to the account of the earner and a percentage would be debited against the losses in time and material of the earlier days of his apprenticeship; the balance to be paid to him on

completion of his term or, by the consent of his employer, to meet technical education requirements.

Discipline and courtesy should be enforced between workmen and apprentices, and between apprentices and workmen. Foremen should be patient with apprentices. An interest in their progress in the technical school, and an endeavor to develop their faculties, will go a long way to develop their faculties and bring out their best efforts.

Good apprentices make good workmen, good workmen make good foremen, good foremen make good superintendents, and good superintendents make good employers and citizens.

Employers should know about their apprentices, they should keep in touch with them in work, school and play. They should take an interest in the classes at which their apprentices attend.

If these ideas can find supporters and some united effort be made, many of the present objections will disappear. It is not expected that everyone will accept the propositions. Probably many shops cannot make them apply, but some movement forward will develop better ideas.

The object is to benefit the apprentice. The result will be a self-conscious appreciation of his own capability engendered, and a plentiful supply of skilled help from among our own people. They will earn better wages, and increase the output at reduced cost. This will call for more plant, more people employed, and a more prosperous and contented people.

JAS. P. MURRAY.

## AGRICULTURAL IMPLEMENTS IN TURKEY.

The undermentioned agricultural implements will be admitted into Turkey free of duty until August 14th, 1911:

All kinds of hand ploughs; steam ploughs; reapers and binders; mowers; rakes and hay tedders, drawn by animals; hay presses; manure spreaders; harrows and cultivators, drawn by animals; threshing machines driven by steam or water power, or by horse gear, also portable engines and horse gear for the threshing machines; rollers, plain and toothed; disc harrows; spiked tooth harrows; seed sowers; winnowing machines, seed dressing machines, Indian corn shellers, rice threshers, chaff cutters, corn crushers, root cutters, centrifugal cream separators, churns—all worked either by hand, horse gear, steam or water power; potato and beet diggers, drawn by animals; scythes with wooden handles; and sprayers.

Duty-free admission will also be accorded to the following articles during the same period, *provided that special application for duty-free admission be made when the articles are imported*:—

Cotton gins; water wheels; apparatus for well boring; small threshing machines worked by hand; fruit drying machines; bee hives; oil presses; and small machines used in agriculture.

It is understood that the question of admitting agricultural machines and implements duty-free after August 14th, 1911, will be considered by the Turkish authorities at a future date.

## DEATH OF MR. J. M. H. ROBERTSON.

After a brief illness Mr. J. M. H. Robertson, President of the James Robertson Co., Ltd., of Montreal, died in that city on November 8th. The deceased was a son of the founder of the company, upon the death of whom he assumed the management. Under his direction the company made great advances, opening branches in Toronto, Winnipeg, Vancouver and St. John, N.B. Mr. Robertson represented his company in the Canadian Manufacturers Association.

# CHANGES IN FREIGHT RATES DURING OCTOBER

List of Freight Schedules Filed with the Board of Railway Commissioners During month of October, 1910.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.							
E. 2160 Cancels E. 2111	C.D. 60 Cancels C.D. 58	Nov. 7, '10	Building material, c.l., between G. T. stations and to points on connecting lines.	Sup. 8 E. 1800	Sup. 8 C.M. 12	Oct. 3, '10	Castings, c.l., Welland, Ont., to Moncton, Halifax and New Glasgow.
E. 2162 Cancels E. 2048	C.A. 90 Cancels C.A. 88	Oct. 7, '10	Acetate of lime, wood alcohol and charcoal, c.l., between G. T. stations and to points on connecting lines.	Sup. 13 E. 1101	Sup. 13 C.R. 25	Oct. 4, '10	Reshipping, stop-off and special arrangements at G. T. stations.
E. 2163	C.I. 115	Oct. 8, '10	Canada plate, tin plate and steel (sheet, plain, galvanized or corrugated), Morrisburg, Ont., to points in Canada.	Sup. 31 E. 150	Sup. 31 G.B.Y. 5	Oct. 4, '10	Iron commodities between points in Canada.
E. 2163	C.I. 115	Oct. 8, '10	Canada plate, tin plate and steel (sheet, plain, galvanized or corrugated), Morrisburg, Ont., to points in Canada.	Sup. 3 E. 1907	Sup. 3 B. 14	Oct. 20, '10	Classes between stations in Canada and Buffalo, Black Rock and Susp. Bridge.
Sup. 6 E. 2029	Sup. 6 I. 97	Oct. 20, '10	Import. European ports to points in Canadian Northwest via New York, Boston and Portland.	Sup. 7 E. 1800	Sup. 7 C.M. 12	Sept. 27, '10	Commodities from G. T. stations to points in Maritime Provinces.
Sup. 6 E. 2029	Sup. 6 I. 97	Oct. 20, '10	Import. European ports to points in Canadian Northwest via New York, Boston and Portland.	E. 2130 Cancels E. 1181, 1236, 1237, 1589	N. 21 Cancels N. 7, 8, 9, 11	Sept. 26, '10	Class and commodity from points in Eastern Canada to points in the Northwest.
Sup. 15 E. 1314	Sup. 15 C.P. 27	Nov. 18, '10	Wood pulp and sulphite pulp, c.l., from Hawkesbury and Ottawa to points in the U. S.	E. 2132 Cancels E. 1570, 1606, 1700, 1703, 1965, 2015	C.U. 55 Cancels C.F. 145, C.I. 63, C.V. 40, C.U. 36, C.U. 38, C.U. 40, C.U. 41, C.U. 50	Oct. 17, '10	Commodities between G. T. stations, also to and from connecting lines.
Sup. 5 W. 222	Sup. 5 W. 303	Nov. 10, '10	Pig iron, billets, etc., c.l., from G. T. western lines to points in Canada.	Sup. 5 E. 1634	Sup. 5 A. 8	Sept. 6, '10	Class and commodity, arbitraries from Maritime Province junctions to points on connecting lines.
E. 2174	C.U. 56	Nov. 24, '10	Acetate of lime, c.l., Parry Sound to New York. Local and export.	E. 2101 Cancels E. 1089 F. 2121 Cancels E. 2056	C.G. 58 Cancels C.G. 35 C.U. 54 Cancels C.U. 52	Sept. 13, '10	Grain, c.l., for milling, clipping, malting and reshipment.
Sup. 5 E. 1880	Sup. 5 C.P. 53	Nov. 21, '10	Paper, c.l., Ottawa and Windsor Mills to points in the U. S.	E. 2122 Cancels E. 1241 Sup. 9 E. 542	C.R. 96 Cancels C.R. 36 Sup. 9 J. 1	Oct. 10, '10	Warehouse storage charges at G. T. stations in Canada.
Sup. 40 E. 499	Sup. 40 C.D. 60	Nov. 21, '10	Class and commodity, Montreal and west to New York, Philadelphia and Baltimore for export.	Sup. 9 E. 542	Sup. 9 J. 1	Sept. 12 '10	Classes from stations east and south of Montreal to points on I. C. Ry., C. P. and Temiscouata Railways.
Sup. 36 E. 225	Sup. 36 G.A.A. 3	Oct. 28, '10	Pig iron, c.l., Midland to Cobalt and New Liskeard, \$2.70 per gross ton.	Sup. 3 E. 421	Sup. 3 G.B.J. 20	Aug. 29, '10	Sugar beets, c.l., stations in Ontario to Chatham.
Sup. 1 E. 1817	Sup. 1 C.E. 10	Dec. 1, '10	Cancellation of exception to Official Classification on petroleum and products.	E. 2103 Cancels E. 1744 E. 1941 Sup. 3 E. 1633	C.V. 43 Cancels C.V. 35, C.V. 39 Sup. 3 A. 7	Sept. 30, '10	Sugar beets, c.l., from stations in Ontario to points in the U.S.
E. 2179 Cancels E. 1917	C.O. 79 Cancels C.O. 59	Nov. 26, '10	Iron ore, iron pyrites, etc., stations in Canada to points in the U. S.	Sup. 7 E. 1380	Sup. 7 S. 64	Sept. 6, '10	Arbitraries, class and commodity from Lower Province ports to ports of call.
E. 2177 Cancels 2156	C.I. 118 Cancels C.I. 114	Nov. 1, '10	Iron commodities, from stations in Eastern Canada to Vancouver, Victoria, Nanaimo and Westminster, B.C.	Sup. 7 E. 1380	Sup. 7 S. 64	Sept. 30, '10	Inter-switching service at G. T. R. stations in Canada.
				E. 2108	C.F. 187	Oct. 17, '10	Lumber, c.l., between stations in Quebec and to points in the U. S.

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Grand Trunk Railway.</b>				<b>Canadian Pacific Railway.</b>			
E. 2140 Cancels	C.Y. 14 Cancels	Oct. 3, '10	Oils, paints and iron commodities, Montreal and Montreal points to G. T. stations in Canada.	E. 1916 Cancels	E. 1507 Cancels	Nov. 1, '10	Warehouse storage charges at points on C. P. Ry.
Sup. 4 E. 421	Sup. 4 G.B.J. 20	Sept. 26, '10	Sugar beets, c.l., Galt to Berlin, 2 cents per 100 lbs.	E. 1056 Sup. 8 E. 1593	E. 644 Sup. 8 E. 1180	Nov. 8, '10	Paper, c.l., shipping points in Canada to stations in the United States.
Sup. 3 E. 1432	Sup. 3 C.A. 66	Oct. 3, '10	Chemicals, etc., Montreal and Montreal points to stations in Canada.	Sup. 12 E. 1083	Sup. 12 E. 650	Oct. 15, '10	Special commodities from points in Eastern Canada to points in the Northwest.
Sup. 23 E. 1799	Sup. 23 C.Y. 10	Oct. 4, '10	Commodities between points in Canada.	E. 1915 Cancels	E. 1506 Cancels	Nov. 10, '10	Lumber and forest products, c.l.; C. P. stations to points in the U. S.
Sup. 14 E. 1314	Sup. 14 C.P. 27	Oct. 27, '10	Woodpulp and sulphite of pulp, c.l., Ottawa and Hawkesbury to points in U. S.	E. 1657	E. 1506	Oct. 14, '10	Building material between C. P. stations.
Sup. 39 E. 499	Sup. 39 G.D. 60	Oct. 20, '10	Class and commodity, Montreal and west to New York, Philadelphia and Baltimore for export.	Sup. 35 E. 1499	Sup. 35 E. 1084	Nov. 15, '10	Commodities between various points.
Sup. 12 E. 1691	Sup. 12 C.U. 39	Oct. 17, '10	Commodities between Buffalo, Black Rock and Susp. Bridge and points in Canada.	Sup. 7 E. 1684	Sup. 7 E. 1271	Oct. 29, '10	Grain and grain products between eastern Lake Superior and Ontario divisions to and from connecting lines and to Maritime Provinces.
<b>Canadian Pacific Railway.</b>				E. 1929 Cancels	E. 1520 Cancels	Oct. 24, '10	Absorption of switching charges.
Sup. 3 E. 1128	Sup. 3 E. 1445	Nov. 28, '10	Commodities, C. P. stations to points in the U. S.	E. 1302 E. 1534	E. 884 E. 1119	Oct. 22, '10	Commodities, from Ontario points to St. John, W. St. John and Halifax, for export.
Sup. 11 E. 1537	Sup. 11 E. 1122	Nov. 7, '10	Absorption of switching charges.	Sup. 12 E. 1537	Sup. 12 E. 1122	Oct. 27, '10	Class and commodity from European ports to Winnipeg, Brandon, etc.
Sup. 5 E. 1692	Sup. 5 E. 1279	Oct. 28, '10	Commodities, from C. P. stations to St. John, W. St. John and Halifax, for export.	Sup. 3 E. 1692	Sup. 3 E. 1279	Oct. 24, '10	Classes between Montreal and stations east and south thereof.
Sup. 10 E. 1589	Sup. 10 E. 1176	Oct. 28, '10	Commodities, C. P. R. stations to points in Maritime Provinces.	Sup. 5 E. 1748	Sup. 5 E. 1336	Oct. 23, '10	Commodities, European ports to Vancouver, Victoria, Nanaimo and New Westminster.
Sup. 36 E. 1132	Sup. 36 E. 714	Oct. 28, '10	Commodities, C. P. stations to Montreal and Quebec for export.	Sup. 16 E. 1216	Sup. 16 E. 797	Oct. 24, '10	Commodities, C. P. R. stations to St. John, W. St. John and Halifax, for export.
E. 1941 Cancels	E. 1533 Cancels	Nov. 1, '10	Commodities from stations in Eastern Canada to Vancouver, Victoria, Nanaimo and Westminster, B.C.	Sup. 4 E. 1692	Sup. 4 E. 1279	Nov. 20, '10	Classes, from C. P. R. stations to points on Wabash R.R. in the U. S.
E. 1920	E. 1511			Sup. 19 E. 18	Sup. 19 C. 7	Nov. 22, '10	Classes, C. P. R. stations to points on the New York Central R.R.
Sup. 36 E. 1538	Sup. 36 E. 1175	Oct. 28, '10	Commodities between points in Canada.	Sup. 58 E. 162	Sup. 58 E. 145	Oct. 20, '10	Commodities, C.P. stations to New York, Philadelphia and Baltimore for export.
Sup. 9 E. 1538	Sup. 9 E. 1123	Oct. 27, '10	Local switching charges at Montreal terminals.	Sup. 1 E. 1688	Sup. 1 E. 1275	Oct. 20, '10	Commodities, C.P. stations to Boston and Mystic Wharf for export.
Sup. 2 E. 1855	Sup. 2 E. 1445	Oct. 17, '10	Commodities, stations in Canada to points in the U. S.	Sup. 2 E. 1666	Sup. 2 E. 1253	Sept. 20, '10	Commodities, C.P. stations to Montreal and Quebec for export.
E. 1890 Cancels	E. 1480 Cancels	Oct. 5, '10	Iceing charges on perishable freight loaded in refrigerator cars.	Sup. 34 E. 1132	Sup. 34 E. 714	Oct. 8, '10	Commodities, Eastern Canada to points on G. T. P. and C. N. Railways.
E. 1738	E. 1326			E. 1861	E. 1451	Oct. 19, '10	Class and commodity, stations in Canada to Detroit, Mich.
Sup. 10 E. 1537	Sup. 10 E. 1132	Oct. 3, '10	Absorption of switching charges.	Sup. 30 E. 17	Sup. 33 C. 5		
E. 1900 Cancels	E. 1490 Cancels	Oct. 3, '10	Paper commodities between stations on C. P. R., also to points on connecting lines.				
E. 1810	E. 1400						
E. 1897 Cancels	E. 1487 Cancels	Oct. 17, '10	Commodities from stations in Quebec to Eastern U. S. points.				
E. 1694 E. 1860	E. 1281 E. 1450	Oct. 8, '10	Class and commodity, stations in Eastern Canada to points in the Northwest on Canadian Northern Ry.				
E. 1896 Cancels	E. 1486 Cancels	Oct. 17, '10	Commodities from stations in Quebec to Eastern U. S. points.				
E. 1619	E. 1206						

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Canadian Pacific Railway.</b>				<b>Toronto, Hamilton &amp; Buffalo Railway.</b>			
Sup. 1 E. 1613	Sup. 1 E. 1200	Nov. 1, '10	Withdrawal of exception to Official Classification prohibiting the application of classification on petroleum and products.	733	186	Oct. 10, '10	Commodities from Hamilton and Brantford to Vancouver, Victoria, Nanaimo and Westminster, B. C.
Sup. 2 E. 1786	Sup. 2 E. 1374	Oct. 3, '10	Reshipping, stop-over and special arrangements at C. P. R. stations.	<b>New York Central and Hudson River Railroad.</b>			
Sup. 2 E. 1841	Sup. 2 E. 1431	Oct. 8, '10	Pig iron, c.l., between points in Canada.	1765	A.-18217	Nov. 1, '10	Matches from Oswego, N.Y., to Montreal, c.l., 18c. per 100 lbs.
Sup. 35 E. 1132	Sup. 35 E. 714	Oct. 3, '10	Export traffic from C. P. stations to Montreal and Quebec.	1136	A.-10361		
E. 1894	E. 1484	Oct. 10, '10	Demurrage rules and regulations at C. P. stations in Vermont and Maine.	1774	A. 18204	Nov. 1, '10	Classes between stations on the Adirondack Div. and the St. Lawrence & Adirondack Ry.
Sup. 4 E. 1655	Sup. 4 E. 1242	Oct. 17, '10	Commodities from C. P. stations to Buffalo, Black Rock and Suspension Bridge.	1499	A. 14802		
Sup. 2 E. 1616	Sup. 2 E. 1203	Oct. 12, '10	Classes, C. P. R. stations to points in New England.	1788	A-18494	Nov. 7, '10	Cast iron pipe, c.l., from Medina, N.Y., to Quebec, Montreal and St. John.
Sup. 1 E. 1593	Sup. 1 E. 1180	Oct. 2, '10	Paper, c.l., C.P.R. stations to points in the U. S.	<b>Chicago, Burlington and Quincy Railroad.</b>			
Sup. 3 E. 1286	Sup. 3 E. 868	Oct. 3, '10	Chemicals, oils, etc., Montreal to C. P. R. stations.	253	1753-H	Nov. 1, '10	Class and commodity, C., B. & Q. stations to points in Canada.
E. 1901 Cancels E. 1373	E. 1491 Cancels E. 905	Oct. 19, '10	Binder twine, c.l., from Montreal, Peterboro' and Toronto to U. S. points.	232	1753-F.		
E. 1904	E. 1494	Oct. 19, '10	Lumber and forest products, c.l., C. P. stations to B. M. railroads.	Sup. 7 226	Sup. 7 1403-G.	Oct. 1, '10	Cotton seed oil, corn oil, etc., from C., B. & Q. stations to points in Canada.
E. 1905	E. 1495	Oct. 19, '10	Woodpulp, c.l., Ottawa and Hull to U. S. points.	<b>Central Railroad of New Jersey.</b>			
<b>Michigan Central Railroad.</b>				438			
Sup. 2 1573	Sup. 2 8318	Oct. 25, '10	Classes and commodities, points in Canada to Boston, New York, Philadelphia, Baltimore and Portland, for export.	Cancels 240		Oct. 31, '10	Iron and steel, from C. R.R. of N. J. stations to G. T. R. points in Canada.
Sup. 3 1573	Sup. 3 8318	Oct. 29, '10	Class and commodity, M. C. stations in Canada to New York, Boston, Philadelphia and Portland, for export.	<b>Pittsburg, Cincinnati, Chicago and St. Louis Railway.</b>			
1713 Cancels 530	8640 Cancels 5773	Oct. 22, '10	Classes, from M. C. stations to points on Manistee & Northeastern R.R.	Sup. 13 P. 21		Sept. 26, '10	Class and commodity, P., C., C. & St. L. stations to points in Canada.
Sup. 13 1531	Sup. 13 7766	Oct. 31, '10	Iron and steel between stations in Canada.	<b>Delaware and Hudson Company.</b>			
Sup. 8 1511	Sup. 8 8148	Nov. 25, '10	Class and commodity, stations in Canada to Boston, New York, etc.	Sup. 5 838	Sup. 5 5022	Sept. 29, '10	Commodities from D. & H. stations to points on the C.P.R.
Sup. 6 1549	Sup. 6 8264	Oct. 25, '10	Inter-switching.	<b>Lake Shore and Michigan Southern Railway.</b>			
Sup. 1 1573	Sup. 1 8318	Sept. 7, '10	Class and commodity, from stations in Canada to New York, Boston, etc., for export.	Sup. 13 181		Oct. 1, '10	Iron and steel, from L. S. & M. S. stations to points in Canada.
1701 Cancels 1690	8595 Cancels 8549	Sept. 26, '10	Sugar beets, c.l., from stations in Canada to points in the U. S.	<b>Baltimore and Ohio Railroad.</b>			
Sup. 6 1511	Sup. 6 8148	Oct. 6, '10	Class and commodity from stations in Canada to points in Eastern States.	Sup. 11 483		Oct. 1, '10	Pig iron, billets, etc., B. & O. stations to points in Canada.
				Sup. 1 701		Nov. 15, '10	Paving brick and blocks, c.l., B. & O. stations to points in Canada.
				<b>Illinois Central R.R.</b>			
				Sup. 9 A.-99	Sup. 9 1769-C.	Sept. 26, '10	Commodities from Ill. Cent. stations to points in Canada.
				<b>Pittsburg and Lake Erie Railroad.</b>			
				Sup. 26 102	Sup. 26 B-1050	Nov. 20, '10	Class and commodity, P. & L. E. stations to points in Canada.
				<b>Norfolk and Western Railway.</b>			
				122	2319 B.	Oct. 1, '10	Lumber, c.l., N. & W. stations to points in Canada.
				Cancels 112	Cancels 2319 A.		
				<b>Western Trunk Lines.</b>			
				Sup. 10 A-57	Sup. 10 58	Nov. 10, '10	Commodities, Illinois, Iowa, Wisconsin, and Missouri to points in Canada.
				<b>Pere Marquette R.R.</b>			
				1281	3209	Sept. 4, '10	Wrought iron pipe, c.l., Port Stanley to local stations.
				Sup. 16 1027	Sup. 16 2643	Oct. 3, '10	Glass bottles, c.l., Wallaceburg to Simcoe, Ont.

## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.*

996. **Asbestos-Cement Sheets.**—A firm of wholesale hardware merchants in Cape Town, South Africa, are in the market for sheets of the above nature in large quantities. Wish samples and price lists. Dimensions on application to the Secretary.
997. **Agricultural Implements.**—An English-speaking firm of dealers in agricultural implements suitable for animal and hand power, wish to get in touch with Canadian shippers of the above and other products, to India.
998. **Automobile Proposition.**—A designing engineer in Detroit is anxious to get in touch with Canadian manufacturers or gentlemen who have a small capital to invest with whom he could arrange for the manufacture of an automobile in this country. Owns all designs and plans, and is satisfied that he can show a good investment to parties interested. Further particulars on application to the Secretary.
999. **Agency Abroad.**—A Wellington firm, acting as agents for trading, shipping and commission merchants, would like to act as agents for manufacturers of Canadian machinery.
1000. **Acetic Acid, Formaldehyde and Acetate of Soda.**—A Yorkshire firm who are large buyers of acetic acid, formaldehyde and acetate of soda wishes to get into touch with Canadian manufacturers of these chemicals.
1001. **Asbestos-Cement Sheets.**—A firm in Cape Town, South Africa, invites quotations from Canadian manufacturers of asbestos-cement sheets.
1002. **Agricultural Machinery and Implements.**—A Mexican wholesale importing firm wishes to communicate with exporters of agricultural machinery and implements.
1003. **Axes, Edge Tools, etc.**—A Newfoundland firm wishes to purchase axes, edge tools, circular and other saws.
1004. **Agricultural Implements, Machinery and Hardware.**—A firm of Auckland, N.Z., importers, doing a large business direct with farmers, enquires for catalogues of above; would like to act as agents.
1005. **British Columbia Representative.**—Well-known commercial man, with many years' experience in the West, is anxious to get in touch with Eastern firms seeking representatives in British Columbia.
1006. **British Representative.**—Former Canadian, with several years' experience in Great Britain, wishes to get in touch with a few exclusive lines of Canadian goods which he can handle in the British market. Excellent references, Canadian and British. This is an excellent opportunity for a Canadian house to get a capable representative.
1007. **British Representative.**—A member of a prominent firm of importers and exporters in Liverpool, Eng., will be in Canada shortly, with a view to establishing connections with a few first-class Canadian houses. Is interested chiefly in produce lines, but will handle others also. Canadian address on application.
1008. **British Representative.**—Well-known English business man, with many years' experience as traveling representative in this country, desires to act as agent for a few first-class Canadian firms.
1009. **Birch for Chair and Cabinet Work.**—A Bristol furniture manufacturer wishes to get into communication with Canadian firms able to furnish birch cut to sizes suitable for chair and cabinet work. Patterns can be supplied.
1010. **Boots and Shoes.**—A New Zealand firm doing business in all the cities of New Zealand desires to have samples of men's and women's boots and shoes.
1011. **Boots and Shoes (all grades).**—A Christchurch, N.Z., importer would like quotations from a reliable firm of manufacturers.
1012. **Chairs and Desks.**—A prominent manufacturers' agent in Havana, Cuba, has excellent opportunities of selling Canadian desks and chairs. Will welcome catalogues and price lists.
1013. **Canadian Representative in Mexico.**—A Canadian, now established in Mexico as a representative of Canadian firms, is anxious to arrange for a syndicate of Canadian exporters to that country for whom he could open showrooms, and in this way push their business on a broader scale. Further particulars on application to the Secretary.
1014. **Canadian Goods.**—A Dunedin firm of exporters desires to open up an import trade with Canadian firms doing business with New Zealand.
1015. **Canned Peaches and Apricots.**—A Wellington firm enquires as to the possibility of introducing these articles in competition with California, in two-pound cans.
1016. **Cereal Food.**—A Liverpool firm wishes to get into touch with parties in Canada open to represent them for the sale of new cereal food.
1017. **Canned Tongues.**—A Manchester firm asks for prices of canned tongues from Canadian exporters.
1018. **Cardboards.**—A Manchester firm asks for samples and prices of cardboards from Canadian exporters of same.
1019. **Canned Salmon.**—A Manchester firm wishes to correspond with Canadian exporters of canned salmon.
1020. **Chemicals.**—A Mexican wholesale importing firm wishes to get into communication with exporters of chemicals.
1021. **Cotton Duck.**—An Auckland, N.Z., indenter wants names of manufacturers of this article; references given.

1022. **Doors, Sashes, Frames and Builders' Supplies.**—An Auckland, N.Z., firm of contractors and builders would like to negotiate with Canadian firms supplying doors, sashes, frames and builders' supplies.
1023. **Denim, 9-oz.**—A firm of Auckland, N.Z., importers would like to get in touch with a reliable Canadian firm manufacturing this article. Orders would never be less than 10,000 yards at a time.
1024. **Essences and Confectionery.**—A firm in Newfoundland desires to be put in communication with Canadian exporters of essences and confectionery.
1025. **Felspar and Fluorspar, Oxide of Tin.**—A prominent firm of wholesale dealers in chemical products, minerals, etc., are in the market to purchase considerable quantities of ground felspar, fluorspar, and other minerals.
1026. **Furniture.**—A Mexican wholesale importing firm wishes to communicate with exporters of furniture, principally chairs and roll-top desks.
1027. **Flour.**—A large Newfoundland firm is open to receive quotations on flour.
1028. **Felt and Tins.**—Exporters of felt and tins are sought by a Newfoundland firm who are prepared to import.
1029. **Furs and Caps.**—A firm in Newfoundland would like to get into communication with manufacturers of furs and caps.
1030. **Hog Hair.**—Importers' agent here wishes to get in touch with Canadian exporters of hog hair.
1031. **Hay Rakes and Farmers' Utensils.**—Exporters of hay rakes and farmers' utensils are enquired for by a large Newfoundland importing firm.
1032. **Hickory Axe Handles, Axe Heads, Buggy Wheels.**—An Auckland, N.Z., firm would like to negotiate for the purchase of these articles from Canadian firms. References given.
1033. **Jamaica Representative.**—A well-known manufacturers' agent and commission merchant in Kingston, Jamaica, is open to represent Canadian firms. Has large showrooms, and is in an excellent position to push the sale of Canadian goods.
1034. **Kaolin Proposition.**—A firm of real estate dealers in Cape Town, South Africa, have a large kaolin proposition which they wish to arrange for the sale of. They think this high-grade clay could be shipped to advantage to Canada for use in potteries here. Firms interested can obtain full particulars on applying to the Secretary.
1035. **Knitted Goods.**—A Newfoundland firm is open to receive quotations on knitted goods.
1036. **Ladies' Dress Goods, Collars and Cuffs, etc.**—A Newfoundland firm is in the market for ladies' dress goods, cuffs and collars, ribbons, and all kinds of fancy wares.

1037. **Mexican and West Indies Agent.**—A firm of exporters in New York City are anxious to get in touch with Canadian manufacturers who seek to develop trade in the above markets. Excellent connections and references.

#### LABOR ENQUIRIES.

1. **Laborer.**—Native of London, England, is anxious to come to Canada to secure work. Will repay his passage money from wages to anyone advancing same.
2. **Engraver and Enameler.**—Experienced worker in the jewelry trade who has worked for the best houses in the west end of London, is anxious to come to Canada and secure position. Claims to have a thorough knowledge of the trade and can do designing.
3. **Chocolate Worker.**—Englishman who has had many years' experience in the chocolate business in Great Britain is anxious to come to Canada and secure position with a good firm of chocolate manufacturers. Claims to be well versed in all branches of the trade and is prepared to pay his own way to this country.
4. **Foreign Correspondent.**—Englishman thoroughly versed in the principal languages of the world, desires position with Canadian firm as foreign correspondent. Is also capable office man, and will be prepared to take work in that capacity in this country.
5. **Engineer and Draughtsman.**—Englishman with many years' experience with first-class English machinery manufacturers desires position as draughtsman or in shop. Has been earning \$1,000 per year. Has a little capital and is prepared to invest in the concern he secures employment with, if desired. References.

## Desirable Factory Site

FOR SALE

Factory site of about 132,000 feet on Canal Bank, Montreal, just west of Canada Car Works, with brick factory building thereon 132 feet by 123 feet, stone foundation, with machinery contained therein, consisting of two Babcock & Wilcox boilers 150 horse power each, Laurie engines 35 horse power, feed and pressure pumps and two steel cylinders, one, 100 feet and one 104 feet long by 6 feet 4 inches in diameter. Connection with Grand Trunk and C. P. Railways by private siding. Can be purchased with or without machinery.

For further particulars, price, etc., apply to

**R. WILSON-SMITH & CO.**

160 St. James Street

MONTREAL

## AMONG THE INDUSTRIES

The Ironclad Company, the Canadian branch of a New York company of that name, will build a factory in Port Arthur.

A company, of which Jas. Munro is President, will build a box factory in Pembroke. The company is capitalized at \$100,000.

The warehouse owned by A. Macdonald Company Limited, Winnipeg, was damaged by fire to the extent of \$100,000, recently.

The new factory which the Geo. White & Sons Co., of London, is building, will be ready for occupancy within a few days.

The National Iron Works, of Toronto, have doubled the size of their plant.

Ganong Bros., of St. Stephen, N.B., will build a four-storey addition to their factory.

The Y. M. C. A. will build a \$55,000 building on St. Viateur St., Montreal.

The Ottawa Furnace Manufacturing Co. are considering the erection of a warehouse in Calgary.

A flour mill company will erect a plant in Midland, Ont., if it can get a fixed assessment.

The Ontario Wheel Works, of Gananoque, suffered a loss of \$150,000 by fire, recently.

The Moose Jaw Pressed Brick Company are considering the establishment of a \$100,000 plant in Moose Jaw.

A sugar refining plant will be built in St. John, N.B. F. C. Durant is the head of the company.

The Canada New Shoe Co. will establish a plant in Harriston, Ont. The town is granting a free site and building.

The International Harvester Co. will build a \$40,000 warehouse in North Battleford, Ont.

Merckley Bros., of Casselman, have purchased a controlling interest in the Peerless Brick and Tile Co., of Billings Bridge, Ont.

The Moose Mountain Mining Company will build a new refining plant at Sellwood, Ont. A new system is being installed, which it is expected will add greatly to the daily output.

### MANAGER WANTED.

General Manager for Biscuit Works wanted in progressive Western city. One who could put some capital into the business preferred. Apply E. R. W., personal, care of *Industrial Canada*.

**T**HE Board of Experts appointed by the National Transcontinental Railway Commission to enquire into the merits of the several propositions which were put before them in the way of Fuel Oil Furnaces for the shops in Winnipeg unanimously decided in favor of the KING Fuel Oil Furnaces.

This is the largest individual order that has ever been placed in Canada, and all the material and labor required for the construction of same will be Canadian, which means that all of this money will go to the benefit of Canada. This should serve as an object lesson to some who still are under the impression that they must go to the United States for equipment of this kind.

**Francis Hyde & Company**

31 Wellington Street  
Montreal, Que.

Patentees and Manufacturers of King Fuel Oil Furnaces.

An automobile factory will be established in Guelph.

Wagstaffe, Limited, Hamilton, Ont., will erect a \$30,000 addition to their plant this winter.

The Canada Forge Co., of Welland, have taken up the manufacture of tool steel in addition to their regular line of forgings.

F. C. Baker, of Prince Albert, is erecting a large warehouse in that city, to be occupied by Cameron and Heap, when completed.

The Maximilian Machine Co., of Buffalo, manufacturers of pneumatic hammers and drills, will establish a branch in Woodstock, Ont.

Edmonton is to have a soap factory. E. F. Wayman, of Regina, is organizing a company with a capital of \$40,000 to undertake the industry.

The McKinnon Chain Co. are erecting a new plant at St. Catharines, 300 by 80 feet. The building will be ready for occupancy by December 1.

The McKinnon Dash Co. are building a large addition to their malleable iron plant, at St. Catharines. When completed, the plant will have double its former capacity.

Price Brothers, of Quebec, will erect a large paper mill at Lac au Sable, in the Saguenay country, where they already own extensive timber limits. They are offering an issue of

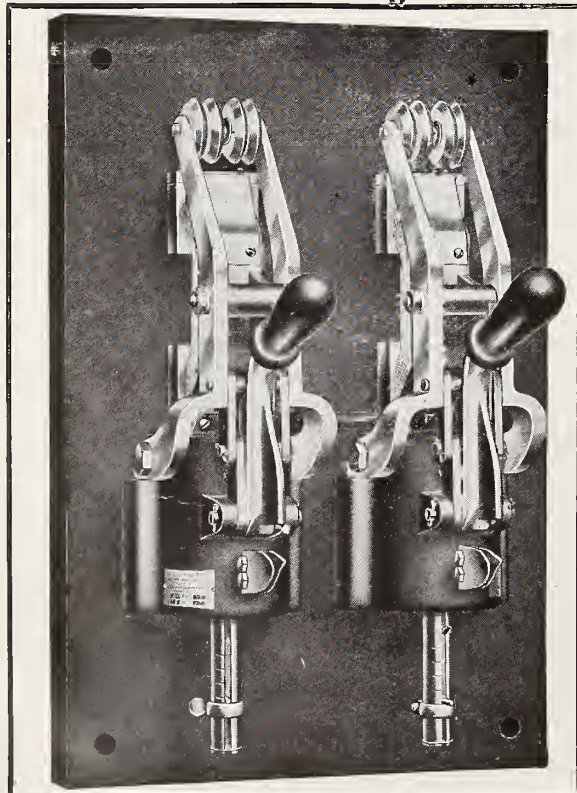
bonds to the extent of \$6,000,000. The new mill will have a capacity of 150 tons a day.

The Booth-Coulter Copper & Brass Co., Limited, Toronto, will build a new, up-to-date brass foundry to increase the facilities of their present plant. The copper shop will also be increased to double its present capacity. The stock room will also be enlarged, to provide for the greater stock which will be carried in the future. The Booth-Coulter Copper and Brass Co., which is capitalized at \$250,000, will carry on the business of the Booth Copper Co. in Montreal.

### Prevention of Idleness Among Laborers.

Denmark belongs to the most advanced countries in regard to means for the prevention of idleness among laborers. A law exists regarding state controlled associations for this purpose. In March of this year there existed, in all, 48 such associations, with 89,000 members. Sixty per cent. of the male and 21 per cent. of the female industrial workers of Denmark are insured against idleness in these associations, to which the Danish state during 1909 contributed 576,000 kroner, or about \$153,000.

These associations are controlled by an inspector appointed by the government. Representatives from each of the associations form a council. In 1909 a special law was passed, according to which persons out of employment might receive assistance in money from the community in which they lived, without it being considered as a pauper assistance.



# CONDIT CIRCUIT... BREAKERS



meet the demand for a safe device to control potentials up to any voltage required. They are made in both the automatic and non-automatic types, the former being so arranged that it cannot be held closed when an overload or a short circuit exists on the line.

*On request, we send Free Booklet No. 1061 containing the full particulars.*

**T**HE accompanying illustration of Type D, Automatic A. C. Oil Circuit Breaker, to control potentials not exceeding 15,000 volts, shows our well-known laminated brush contacts, which allow ample contact surface and permit a wider opening, thereby ensuring a more reliable rupture.

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# INDUSTRIAL CANADA

ISSUED BY

*The* CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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No. 5

## INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

### COMMITTEE.

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TORONTO

General Secretary : G. M. MURRAY.

Editor : F. P. MEGAN.

Advertising Manager : D. B. GILLIES.

### COMMENT OF THE MONTH.

#### An Unwise Movement.

**S**ELDOM has a more selfish or narrow appeal been made to any class of Canadians than that which is being made from week to week to the farmers of Western Canada by the *Grain Growers Guide*. Ignoring the basic conditions of our national life, the immense expanse of country, the varied resources, the different callings and aptitudes of the people, and especially our propinquity to a great and wealthy nation on the south, this paper is carrying on a propaganda the results of which can be only disintegrating and denationalizing. An appeal to the pocket always gains some attention. People are inclined to believe that others are gaining more or less illegitimate advantage from their labor. Playing on this human weak-

ness *The Grain Growers Guide* serves up to its readers a grossly unfair statement of the effect of the tariff on their economic condition. It would have its readers believe that the \$61,000,000 which was collected as tariff revenue last year was so much money filched from the farmers. Why the farmers? Does not everyone who buys goods contribute through the tariff to the public revenue? Do not the miners of Nova Scotia, the textile workers and lumbermen of Quebec, the machinists of Ontario pay their share towards the upkeep of the Government service? Why pick out the farmer and cry into his ears that he is being abused, that he is the victim of greed, that he is paying for the prosperity of the country? Canada is a country of diverse opportunities. The West is made up of land unequalled in all the world for fertility and productivity. Northern Ontario and Northern Quebec contain areas worthless for agriculture but heavily wooded and with immense water powers—the right combination for a pulp and paper industry. In the barren and rocky district of Sudbury is found copper and nickle, the latter being the only source of this mineral in America. British Columbia boasts of timber without end on land which is valueless for farming. Canada can never be satisfied to develop one side only of her national life. She cannot work her farm lands and leave the rest of her area, an immense area in practically every Province, untouched. Agriculture employs many men and adds unboundedly to the national wealth and prosperity. But so do lumbering and mining and fishing, and so will the more advanced stages of manufacture—paper making, machinery making, textile making, if they are encouraged. Are we to leave our forests lying idle, our water powers undeveloped? Are we to lose the benefits of our natural resources and raw products? That is not the policy which will build up a strong nation. Exception is taken to the collection of \$61,000,000 in tariff revenue. It cost Canada over a hundred millions last year to keep house. Has anyone suggested an alternative to the tariff for the collection of this sum? That much money must be collected. If in collecting it Canada attracts capital to the country and increases the population by so many workmen, so many consumers of farmers' produce, is not something accomplished? When the C. P. R. was built twenty-five million dollars in cash was turned over to the company, besides a huge land grant; during the past five years many millions have been invested in

the National Transcontinental; every session of Parliament means a million or more in subsidies to railways; a hundred millions have been spent on canals; at the present time Canada has on her hands, besides the immensely costly transcontinental line, the Hudson's Bay road, the new Welland canal and the proposed Georgian Bay canal; every one, it might be pointed out, of great and intimate importance to western farmers. These public works have to be paid for and a tariff has been adopted by all parties and all classes as the correct system for raising the revenue. The changes have been rung on the special privileges cry long enough. The policy of Canada at the present time is to give to each activity the encouragement and support that it needs to enable it to meet the competition of foreign labor and foreign conditions.

\* \* \*

**W**HAT has been the result? It appears in our trade returns, in our immigration figures and in our uniform progress. In the past two decades Government reports show that the price received for farm produce has increased from fifty to one hundred and fifty per cent. During the same period the price of manufactured goods, the goods which the farmer has to buy, has increased not more than four per cent. That farming in Canada pays is sufficiently proved by the influx of farmers from the United States, who are leaving the country of their birth to take up land in Canada's fertile West. Meanwhile Canadian farmers are becoming less dependent upon outside markets for the sale of their produce. Manufacturing centres and the consequent development of urban population have made a demand for food products which in many lines has taxed the powers of the farmers to supply. Soaring prices have been the inevitable consequence. The tariff is objected to because, it is said, it increases the cost of manufactured goods. But what is an increase of four per cent. in twenty years compared with the increase in value of the things the farmer sells?

\* \* \*

**T**HE law of supply and demand is inevitable. The tariff policy of Canada has enabled Canadian factories to expand and has compelled over two hundred foreign companies to establish Canadian branches. The increase in the consuming population has developed a new and great demand for farm produce. The increased demand has caused an increase in the price. The tariff is incontrovertably responsible for the greater measure of prosperity which the farmers are now enjoying. Is that prosperity to be imperilled by the ill-advised efforts of unwise friends of the farmers to change our tariff policy? We believe that the farmers will think twice before they urge a change from the conditions under which they are winning such a large measure of prosperity.

#### Excessive Freight Rates.

"**T**HERE can be no question that a considerable measure of the dissatisfaction with the tariff here in the West is really due to the excessive freight rates, which are paid by the ultimate consumer and form a considerable factor in determining commodity prices."—*The Manitoba Free Press.*

#### Montreal Exposition.

**A**FTER several years' work the gentlemen who have been endeavoring to bring about a resumption of the annual Agricultural and Industrial Exposition in Montreal seem in a fair way to be successful. The matter was taken up by a number of business men, but the City of Montreal hesitated to give any support to it until recently, when a subsidy of \$10,000 was voted on the understanding that the Provincial Government would put a similar amount. This had already been arranged with Sir Lomer Gouin and his Cabinet; and the \$20,000 which the Government made the condition of guaranteeing bonds of the Exposition is now in the hands of the Provisional Committee. Tenders for a site were recently called and the Committee is now engaged in the work of picking out from those offered the most suitable location for the Exposition. The City of Maisonneuve have made a strong bid to have it in their midst, and have offered a site at a remarkably low figure. The Montreal Chambre de Commerce here also declared their approval of an east end site. The matter is one of considerable difficulty, as the price of the amount of land necessary will likely run into a very large figure if chosen in the immediate vicinity of the city, either west, north or east.

#### Restrictive Building Operations.

**O**NCE again an effort is being made to provide Toronto with a rational building by-law. Although past experiences in similar efforts have met with small encouragement, it is still firmly believed that even an alderman in time will come to see that it is not in the city's interest to increase the cost of building 25 per cent. by unnecessary restrictions and requirements. The City Architect who drew the present by-law is entirely right in demanding that specifications shall provide for complete safety with an ample margin of protection beyond that. But to insist that floors which will at the most be called upon to support a load of 150 pounds should be so built that they will support 850 pounds is to increase the cost of that floor beyond all reason and without attaining any compensating advantages. The whole problem of building is hedged around with requirements of a preposterous nature. A factory building must meet certain requirements whether it is to be used for heavy or light manufacturing; the walls

must be of a certain thickness, the floors must be of a certain strength, the foundations must be of certain proportions. It is stated that a building which is constructed to the requirements of the Toronto by-law could be turned upside down and it would be as strong in that position as before. But who is going to turn a building upside down? More than once it has been demonstrated by business men and architects that the regulations are too stringent. Why should the manufacturer of paper boxes be compelled to build as though he intended to operate a foundry? The waste in material, the greater cost of construction, the consequently increased burden on production, discourage manufacturers and business men from establishing plants there. After complete safety is provided for, any additional charges placed to the account of construction are waste. A committee composed of business men and architects are now engaged on a draft by-law, comprising such regulations as a careful investigation shows are necessary for the proper control of building. This they will present to the City Council, with a strong recommendation for its adoption in place of the by-law which now restricts and discourages building operations.

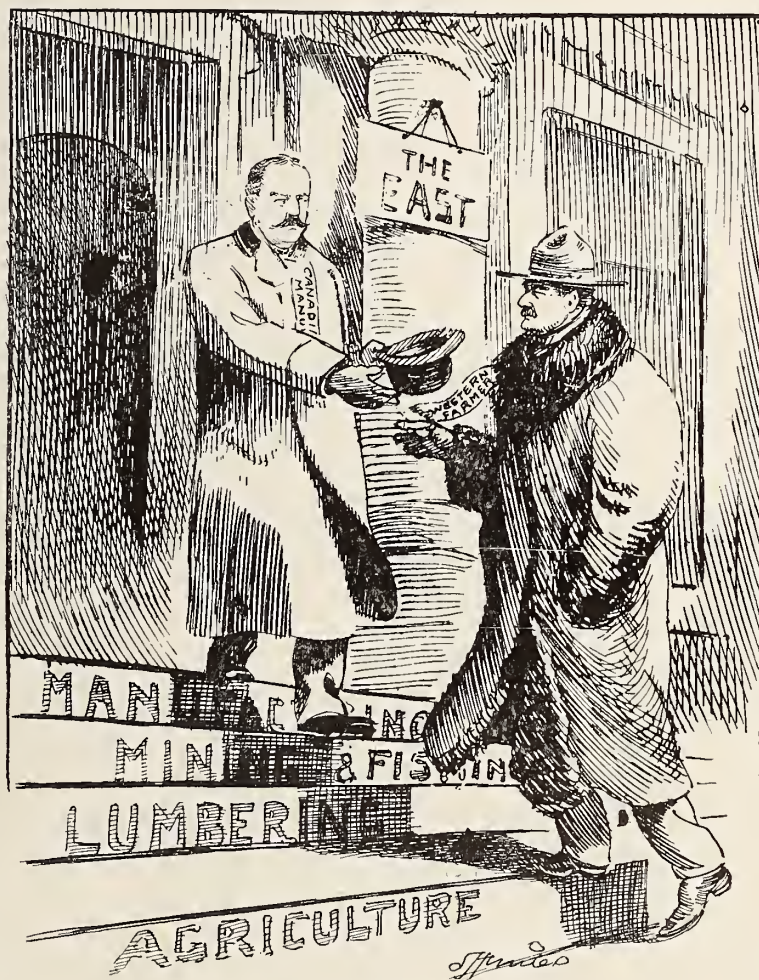
**A Measure of Freedom.**

**P**ARTIAL freedom from foreign domination has been secured by Canadian trades unionists in a recent decision of the American Federation of Labor granting to the Trades and Labor Congress of Canada the right to grant charters. To what extent this will result in independence of action remains to be seen. For some years there has been an agitation in this country against the autocracy of the foreign leaders, who by retaining the right of chartering new unions, also controlled their actions and policies so long as they retained the charters. In some cases it was felt that Canadian branches were being used for the benefit of those across the line. The number of strikes which had to be supported in the United States was relatively higher than in Canada, and so Canadian workmen were being milked to support those from whom they required little or no assistance. Heavy dues were paid also

to advance causes or legislation in the United States, while there was need for funds for strictly Canadian purposes. As a consequence of this dissatisfaction several unions have withdrawn from the international body and have thrown in their lot with the National Federation of Labor. It was to meet what was apparently a growing defection in the ranks of organized labor that the international body conceded the measure of self-government which is contained in the resolution to which we refer. By it the Trades and Labor Congress of Canada will have practically complete control over Canadian unions within its ranks, whether local or provincial organizations. It will have power to

carry on such propaganda as it sees fit, and can collect funds from its own members for financing such work.

**When West Meets East**



Welcome.

**Harbor Scheme Held Up.**

**A**NARROW desire to retain all power in their own hands induced the Toronto Board of Control and City Council to veto a proposal to turn the harbor, including Ashbridge's Marsh, over to a commission, as has been done so successfully in Montreal. "The devil can quote Scripture to his purpose," nor were the aldermen who formed the majority lacking in good democratic principles to bolster up their position. They feared to entrust the expenditure of so much money to a commission. The work should be carried out by the people's representatives and under their direct responsibility. Did it occur to them that, under the management of

the people's representatives, the harbor has been getting worse and worse from year to year, that after years of agitation on the part of the business public the harbor still does not enjoy the most primitive facilities for loading and unloading vessels, that during the present summer it took five days to unload the cargo of iron from a vessel that in a decently equipped port would have been unloaded in one day, that a vessel drawing ten feet of water has to give Toronto a wide berth? Did it occur to them that as a consequence of all this Toronto is practically cut off from all advantages of water competition for which her natural position has so

favorably placed her? That this has cost her citizens thousands and tens of thousands of dollars a year in excess freight rates? The grave sense of responsibility of some members of the Toronto City Council in harbor matters grows ludicrous when viewed in relation to the work which they have accomplished in the past. Four years ago it was thought that the question was brought to a head. A definite plan for harbor improvement, comprehensive and adequate, was placed before the Mayor and Council by the manufacturers and business men of the city. The necessity for instant action was urged by prominent citizens and admitted by city authorities. What has been done to remedy what was even then acknowledged to be a disgraceful and ruinous condition? Yet that condition has been greatly accentuated since then. The deepening of the Welland Canal, to which the Government is pledged, will open Lake Ontario to the big upper lake freighters. From this improvement to navigation Toronto will get no benefit, because her harbor has not been deepened to admit the deep-draught vessels. In refusing to turn the harbor problem over to a competent harbor board the City Council has prolonged the time during which the citizens will be shut off from a full use of their natural water facilities.

#### A Budget Exhibit.

**A**N interesting effort to educate the public was recently tried with the greatest success in New York, where the Bureau of Municipal Research conducted what was known as a Budget Exhibit. The Bureau of Municipal Research is a keen critic of civic expenditures. More than one colossal extravagance it has unearthed and eliminated. Its efforts, however, are not devoted exclusively to the elimination of waste. On the contrary, it recognizes that the good government of a city of the size of New York demands enormous expenditures, far beyond the capacity of the ordinary citizen to grasp. Accordingly the Budget Exhibit was organized. At it was shown graphically just where the year's revenues went. A viaduct in miniature represented a certain expenditure; a park another sum; the water supply was shown from the time it left its source; the street cleaning department, schools, libraries, everything which required a public expenditure was shown. By this means it was felt that the citizens would appreciate the need of funds and would in consequence show a greater willingness to contribute their share to the tax fund. The presence of over a million visitors during the course of the exhibit would indicate that the public was genuinely interested.

#### New Steamship Lines.

**A**T least two new steamship lines will be added to Canada's shipping facilities next spring. The C.P.R. will continue its Australian service from Montreal,

as business turned out to be better even than was anticipated. In addition to this the Elder-Dempster Company, beginning with the opening of navigation in the spring, will accept freight from Montreal for transportation to Australia. Arrangements have been completed with the German-Australian steamship Company, whereby boats will be added to the present Canada-South African line, so that it may be extended to Australia. Sailings will be monthly. A new service will be inaugurated, also, by the C.P.R., who will put on a line of vessels between Canada and South America, sailing from Montreal in the summer and St. John in the winter. This will be a monthly service.

#### Wooing South America.

**T**HE United States are making friends with the South and Central American Republics with all the persistency that comes from a knowledge of their great buying powers. Plans are being made by John Barrett, director of the Pan-American Union, for a convention in Washington next February to promote better trade relations between the United States and the South. "The project involves," says Mr. Barrett, "a gathering of representatives of chambers of commerce, boards of trade, general commercial organizations, and interested manufacturing, exporting and importing firms to hear and discuss the conditions of trade exchange among the American countries." Canada is not interested in Uncle Sam's courtship except to note the attractiveness of the recipient of his attentions. More than once we have pointed out in the columns of *INDUSTRIAL CANADA* that no countries in the world are showing greater development than Argentina, Brazil and the other States in the Southern continent. Their development, too, has been for the most part along agricultural and stock-raising lines. They have been, and are increasingly so from year to year, great buyers of manufactured goods. The foreign commerce of Argentina for the present year will run over \$750,000,000. This is but typical of the other States. That Canada is not unmindful of the markets which lie open for her manufacturers is shown by the recent announcement that the C.P.R. will inaugurate a direct steamship service between Montreal and South America next year. In the meantime Canada should have a trade commissioner on the spot to investigate the business conditions, the demand for various classes of goods, the competition, the quality demanded by the market, and the many things without a knowledge of which an exporter is at least placed at a great disadvantage. The United Kingdom, Germany and the United States are the chief sources of the imports of South America. So far, without direct steamship connection and with no trade representative in the field, Canada has not secured any appreciable share in the business. In view of the aggressive tactics of the United States, there should be no delay in making a start.

## Improved Machinery Exhibit Needed.

**E**XCELLENT as has been the progress of the Toronto Exhibition in most directions, it has entirely failed to develop an exhibit of heavy machinery worthy of the name. The reason is apparent. While substantial and adequate buildings have been erected to house various other Canadian products, machinery hall has remained as it was, one of the poorest, as it is one of the oldest buildings on the grounds. No equipment is provided for handling exhibits, there is no crane for moving heavy machinery, there is no available track; in every respect the building is primitive and out-of-date.

As a consequence, those firms which, in the early stages of the Exhibition, were ready to undergo the inconveniences inevitable in a new enterprise have withdrawn altogether, as they have found that conditions, instead of improving, were steadily getting worse. There is no longer any reason for delay in giving to the manufacturers of heavy machinery the facilities for showing their manufactures which are allotted to carriage makers, vegetable and flower growers, and other branches of industry. Some years ago the people approved of a by-law for raising the necessary funds. Since then there has been a delay caused by the proposed changes in the Grand Trunk right-of-way which it was thought might entail the cutting off of part of the Exhibition grounds. The change in the grade also created trouble, as it would affect the sidings into the grounds connecting with the building. All these difficulties have now been settled, it is understood, and the directors are in a position to provide the building which is so urgently needed. Canada is using an immense amount of heavy machinery in the present period of development. In the equipment of new plants, the building of railroads, the development of water powers, machines of the greatest interest are being built. In this work Canada is doing creditable work. It would be regrettable if a lack of facilities should prevent Canadian makers from showing what they are capable of in these lines.

## The Basis of Admission.

**O**NCE more the almighty dollar has been set up as the test of suitability for Canadian citizenship. An Englishman, a Scotchman or an Irishman may have skill to mold, to weave or to fashion the timber of the country into necessary furniture, he may have all the qualities of industry and honesty which characterize the good citizen, but if he has not the sum of fifty dollars in his possession he will be refused admission at our doors. He may lack any number of good qualities but have the "open sesame" in the shape of fifty dollars and his entrance is unquestioned.

Canada has need of population. No one will question the importance of developing the boundless resources with which we are blessed. But it is equally evident that quality in citizenship is as essential as quantity, and that quality is not attained by fixing a money standard for admission. Men are not coming to this country unless they are dissatisfied with their home conditions. The ordinary artisan in Europe is seldom in a position to put much money aside, and, if he does, it is soon eaten up in preparations for emigration and in provision for his family while he is making the change. But if he has skill of hand and intelligence, and if he is clean and earnest, he has those things which are of infinitely greater value than the money which is now the basis of admission. Other standards

## A Powerful Magnet



Sir Wilfrid: "Why should I lower it when I am getting such results as this?"

should be set up in place of the present monetary requirement. If a man has skill, enterprise and honesty, Canada should welcome him with open arms. He is the kind out of which a sturdy and self-reliant nation is made. How many of those who have wrested success from fortune against mighty odds, both in this country and in the United States, arrived on our shores without a dollar? As a matter of fact several manufacturers at the present time have an urgent need for help. Textile companies have to get new labor in the winter to train up for the vacancies which always occur in the summer. One manufacturer who has doubled his plant will be unable to operate it unless he can get workmen from

England. There are men out of work in England and there are positions waiting for them in Canada. Is it to be expected that a man who has been out of employment possibly for weeks will have fifty dollars in his possession? So long as a workman is coming to an assured position in Canada there should be no barrier placed to his coming. We need population of the industrious sort.

#### Parcels Post in Canada.

**I**N view of the interest which is being shown in the subject of parcels post in Canada the following statement is reproduced from a former number of **INDUSTRIAL CANADA**:

The domestic service in Canada for fourth class matter, which includes merchandise, such as confectionery, dry goods, groceries, hardware, stationery (including blank books, etc.), not included in the first, second and third classes and not excluded from the mails by the general prohibitory regulations with respect to objectionable matter, is limited to five pounds in weight and 30 inches in length by one foot in width or depth, but the combined length and girth of any packet must in no case exceed six feet. The rate of postage is one cent for each ounce or fraction thereof, or 16 cents per pound, prepaid, subject to a fine of double postage for any deficiency in prepayment. The rate applicable to general merchandise when posted in Canada addressed to the United States is one cent per ounce, 16 cents per pound, and the limit of weight is four pounds six ounces.

Closed parcels weighing up to 11 pounds are exchanged by direct mail between Canada and the United Kingdom, Mexico, Bahamas, Jamaica, Barbadoes, Trinidad and Tonago, Leeward Islands, St. Lucia and British Guiana at 12 cents per pound; with Bermuda at 16 cents for the first pound, 28 cents for two pounds, 64 cents for five pounds, and \$1.36 for 11 pounds, or 12 $\frac{1}{3}$  cents per pound; with Hong Kong and British Post Offices in China at 16 cents for the first pound, 28 cents for two pounds, 64 cents for five pounds, and \$1.36 for 11 pounds, or 12 $\frac{1}{3}$  cents per pound, there being pound rates from 1 to 11 pounds; with New South Wales and New Zealand at 24 cents per pound; British Solomon Islands at 30 cents per pound. Parcels are limited to seven pounds between Canada and the following countries: Newfoundland, Japan, Grenada and St. Vincent, at the following respective rates, 15 cents, 20 cents, 25 cents and 25 cents. The general regulation as to size is 2 x 1 ft. in width or depth (2 x 1 x 1), with the exception of the United Kingdom, which must not ordinarily exceed 30 inches in length or one foot in width or depth, but in the case of parcels containing golf clubs, umbrellas or articles of a similar form a length of three feet six inches is permitted.

It will be observed that it costs 16 cents to send a pound parcel or fraction thereof, or 80 cents for a parcel of five pounds by post between any two places in Canada. Compared with this a one pound parcel may be sent from any point in the United Kingdom or the countries mentioned

for 12 cents, or a five pound parcel for 60 cents to any point in Canada. It costs no more to send a pound parcel to Hong Kong than it does to send it from Montreal to Ottawa, and considerably less for a five pound parcel, the rate from Montreal to Hong Kong being 64 cents as against 80 cents to Ottawa.

With regard to the service in the United Kingdom, parcel post conveys anything that is not more than 11 pounds in weight and three feet six inches in length, the rate being six cents for one pound or less, eight cents for over one pound and under two, with two cents additional for each pound thereafter. Eggs, fish, meat, fruit, vegetables, glass, crockery, liquids, butter, cheese, etc., are carried by parcel post to the great convenience of a very large number of people. The Post Office Department maintains in addition to the parcel post an express delivery service, either by special messenger all the way or by special messenger after transmission by post. Special delivery in advance of the ordinary mails is also provided.

#### A Land Show.

**C**HICAGO is now conducting its second annual Land Show, an exhibition organized over a year ago as a means of offsetting the movement of population towards Canada, and of directing it, instead, to various regions of the United States which are still hungering for settlers. The idea, which originated with a daily newspaper, was enormously successful, not in diverting emigration from Canada, but in revealing the special wealth of various States, which had of late been somewhat shunned. The show contained exhibits of the products of the West and South, and stirred up an interest in the dry farming areas of the old plantation States and their Western neighbors which could not but be of value. There is a genuine need for something of this kind in Canada. The Provinces of New Brunswick, Nova Scotia and Prince Edward Island have wealth and opportunities which, were they better known, would give their population a lively impetus. During the past two decades they have been passed over for the broad, spreading wheatlands of the Middle West. But they have advantages all their own, and there are many settlers who would appreciate them if they were made known. The Government railway into Northern Ontario and the Grand Trunk Pacific have revealed other areas of great fertility. For these we need settlers. Canada has need of breadth. An extension of the northern limits of settlement is, for national reasons, of the most urgent importance. The Middle West has become known wherever agriculturalists are dissatisfied with their lot, but much might still be accomplished in revealing to the world the latent possibilities of the North and of British Columbia. The success of the Land Show in Chicago rested with its comprehensiveness and the attractiveness of the exhibits. It virtually brought the land to the people. Would it not be worth while doing something similar to revive interest in the older sections or to arouse it in newer, but little known, areas?

## STEAMSHIP SAILINGS

### St. John to Liverpool—

Canadian Pacific, Dec. 10, 16, 24.  
Allan Line, Dec. 9, 15, 21.

### St. John to London—

Canadian Pacific, Dec. 21.

### St. John to Manchester—

Manchester Liners, Dec. 10, 24.

### Halifax to Bristol—

Canadian Northern, Dec. 14, 21.

### St. John to London and Havre—

Allan Liner, Dec. 28.

### St. John to Australasian Ports—

New Zealand Shipping Co., about Dec. 15.

### St. John to South Africa—

Elder-Dempster, about Dec. 20.

### St. John to Dublin—

Head Line, about Jan. 15.

### St. John to Belfast—

Head Line, about Jan. 20.

### St. John to Havana—

Munson Line, about Dec. 15.

### St. John to West Indies (various ports)—

Pickford and Black Line, Dec. 23, Jan. 4.

### Halifax to Turk's Island, Cuba and Jamaica—

Pickford and Black Line, about Dec. 15.

## NEW PATENTS ISSUED

The following is a list of patents, granted by the Canadian Patent Office to Canadians, and furnished by Featherstonhaugh & Co., 5 Elgin St., Ottawa, Canada, Russel S. Smart, resident, from whom all information regarding same may be obtained.

128,900, D. Smith Baird, Toronto, Ont.—Loose Leaf Binders. Business Systems, Ltd.

128,922, Jas. Hilege Arthur Normandeau, Montreal, Que.—Electric Switches. Normand Electric Co., Ltd.

128,925, E. Lundberg, Toronto, Ont.—Motor Regulators for Piano Player Actions. The Otto Higel Co., Ltd.

128,926, E. Lundberg, Toronto, Ont.—Motor Regulators for Piano Player Actions. The Otto Higel Co., Ltd.

128,932, Rowland Chas. Jordan, Winnipeg, Man.—Processes for preparing Fire Lighters. Geo. Jno. Lovell.

128,934, Thomas L. Willson, Ottawa, Ont.—Automatic Acetylene Gas Buoys. The International Marine Signal Co., Ltd.

128,941, Wm. H. Hall, Oshawa, Ont.—Sheet Metal Flumes. The Pedlar Metal Roofing Co.

128,943, B. H. Montgomery, Toronto, Ont.—Hose Reels.

128,947, R. J. Edmond, Winnipeg, Man.—F. O. Norell, Duluth, Minn.—Elevators.

128,959, R. Charles Burger, Toronto, Ont.—Processes of Making Bon Bons.

128,969, Jas. M. Coleman, Montreal, Que.—Convertible cars.

128,970, Jas. McCutcheon, Coleman, St. Lambert, Que.—Freight Cars.

128,974, Wm. Denison, Mitchell, Ont.—Window Fasteners and Supports.

128,981, A. Fisher, Montreal, Que.—Waste Pipe Connections.

128,986, Chas. A. Hart, Montreal, Que.—Rail Guards for Mattresses.

128,994, Theodore Huth, Windsor, Ont.—Gate Hinges.

129,001, Geo. Jas. Manson, Thorold, Ont.—Rotary Distributing Members for Centrifugal Machines.

129,009, Jas. A. McClellan, Winnipeg, Man.—Pneumatic Vehicle Tyres.

129,010, Nels Olof Norell, Vancouver, B.C.—Loop Ends for Wire Ropes.

129,021, H. Pocock, London, Ont.—Concrete Mixers.

## CUSTOMS RULINGS

### Board of Customs Decisions.

On the 13th of September the Board of Customs declared that white or cream-colored ornaments of lace or of embroidery work of cotton or linen, not including lace collars, should be rated for duty under tariff item 526, British Preferential rate, 12½%; Intermediate Tariff rate, 17½%; General Tariff rate, 20%.

### Departmental Decisions.

The Department of Customs has decided that until otherwise determined, the following articles shall be rated under tariff item 453, British Preferential rate, 15%; General Tariff rate, 27½%:

All ordinary circular latch needle knitting machines up to 8 inches in diameter as used in the production of plain-ribbed, honey-combed, tucked or half-cardigan and full cardigan work, loopers of all kinds up to 16 point, point loopers and other knitting machines as used by glove manufacturers, cylinders and dials of all classes and sizes suitable for use on all kinds of circular latch needle knitting machines.

This is a modification of the ruling which appeared in the Annual Report to the Convention. Under this ruling all latch needle knitting machines over 8 inches in diameter, and loopers over 16 point, will be entitled to entry under item 468, at the rate of 10%.

### Fuel Oil.

"Tariff item 267 provides for free entry of Fuel Oil and Gas Oil, while lubricating oils are subject to duty under tariff item 269.

"It is ordered, for the protection of the Revenue, pending further instructions, that:

"Invoices of Fuel Oil and Gas Oil, not crude, shipped for free entry into Canada, shall bear the following certificate signed by the exporter on the face of the invoice, viz:

"The oil on this invoice is a fuel oil or gas oil and none of it is fit for use as a lubricating oil. The flash test thereof is under 200 F."

"Unclarified Petroleum (not crude) .8235 specific gravity or heavier, may be admitted free under tariff item 267 upon invoice bearing certificate as above, when the oil will flash below 200 F.

"Samples of each importation of 'fuel and gas oil' must be drawn by a Customs Officer at the port of entry for flash test and gravity."

### Tanolin.

Tanolin, a chemical compound composed of two or more salts soluble in water, used in tanning chromo leather, will hereafter be rated for Customs purposes free of duty under tariff item 203.

## THE WORKING OF PATENTS

### Conditions Under Which Patents are Protected and the Requirements for Manufacturing or Licensing Within a Given Time.

**A**S some doubt exists relative to the requirements for holding a patent, the time allowed for its actual working, and the prolongation of the time under certain conditions, the following clauses of the Act are published, covering these points:

38. Every patent shall, unless otherwise ordered by the Commissioner as hereinafter provided, be subject, and expressed to be subject, to the following conditions:

- (a) Such patent and all the rights and privileges thereby granted shall cease and determine, and the patent shall be null and void at the end of two years from the date thereof, unless the patentee or his legal representatives, within that period or an authorized extension thereof, commence, and after such commencement, continuously carry on in Canada the construction or manufacture of the invention patented, in such a manner that any person desiring to use it may obtain it, or cause it to be made for him at a reasonable price, at some manufactory or establishment for making or constructing it in Canada;
- (b) If, after the expiration of twelve months from the granting of a patent, or an authorized extension of such period, the patentee or patentees, or any of them, or his or their or any of their legal representatives, for the whole or a part of his or their or any of their interest in the patent, import or cause to be imported into Canada, the invention for which the patent is granted, such patent shall be void as to the interest of the person or persons so importing or causing to be imported. 3 Edw. VII., C. 46, S. 4.

39. Whenever a patentee is unable to commence or carry on the construction or manufacture of his invention within the two years hereinbefore provided, the Commissioner may, at any time not more than three months before the expiration of that term, grant to the patentee or his legal representatives an extension of the term of two years, on his proving to the satisfaction of the Commissioner that his failure to commence or carry on such construction or manufacture is due to reasons beyond his control. 3 Edw. VII., C. 46, S. 5.

40. The Commissioner may grant to the patentee or his legal representatives, for the whole or any part of the patent, an extension for a further term not exceeding one year, during which he may import or cause to be imported into Canada the invention for which the patent is granted, if he or they show cause, satisfactory to the Commissioner, to warrant the granting of such extension; but no extension shall be granted unless application is made to the Commissioner at some time within three months before the expiry of the twelve months aforesaid. 3 Edw. VII., C. 46, S. 6.

44. On the application of the applicant for a patent, previous to the issue thereof, or on the application within six months after the issue of a patent of the patentee or his legal representatives, the Commissioner, having regard to the nature of the invention, may order that such patent, instead of being subject to the condition with respect to the construction and manufacture of the patented invention hereinbefore provided, shall be subject to the following conditions, that is to say:

- (a) Any person, at any time while the patent continues in force, may apply to the Commissioner by petition for a license to make, construct, use and sell the patented invention, and the Commissioner shall, sub-

ject to general rules which may be made for carrying out this section, hear the person applying and the owner of the patent, and, if he is satisfied that the reasonable requirements of the public in reference to the invention have not been satisfied by reason of the neglect or refusal of the patentee or his legal representatives to make, construct, use or sell the invention, or to grant licenses to others on reasonable terms to make, construct, use or sell the same, may make an order under his hand and the seal of the Patent Office requiring the owner of the patent to grant a license to the person applying therefor, in such form, and upon such terms as to the duration of the license, the amount of the royalties, security for payment, and otherwise, as the Commissioner, having regard to the nature of the invention and the circumstances of the case, deems just:

- (b) The Commissioner may, if he thinks fit, and shall on the request of either of the parties to the proceedings, call in the aid of an assessor, specially qualified, and hear the case wholly or partially with his assistance;
- (c) The existence of one or more licenses shall not be a bar to an order by the Commissioner for, or to the granting of a license on any application, under this section; and,
- (d) The patent and all rights and privileges thereby granted shall cease and determine, and the patent shall be null and void, if the Commissioner makes an order requiring the owner of the patent to grant any license, and the owner of the patent refuses or neglects to comply with such order within three calendar months next after a copy of it is addressed to him or to his duly authorized agent. 3 Edw. VII., C. 46, S. 7.

## APPLICATIONS TO FIRE INSURANCE COMPANIES

### A Note of Warning to Those who Sign Applications upon which Fire Insurance Policies are Based.

By E. P. HEATON, Manager, Insurance Department.

**I**N many parts of Canada the old custom under which, before a fire insurance policy is issued, every applicant for insurance must sign an application is still in vogue. In the cities and larger towns modern ideas prevail, and the practice has been discontinued; many of the leading companies, indeed, have completely abandoned the practice throughout the territory, except perhaps for farm risks. In this respect they are keeping step with advanced and modern methods.

On a closer examination, it will be found as a striking coincidence that the companies still demanding signed applications are mainly those whose policies have a long "red tail" in the shape of variations to the statutory conditions. The application is, of course, primarily designed to convey to the insurance company facts to enable it to judge of the desirability of accepting the particular risk, but, incidentally, a number of questions are asked, the answers to which, by reason of the "red tail," become warranties on the part of the applicant or assured, as the case may be. If the questions are fully and accurately answered, which comparatively few men are able to do or care to do, there is little or no danger, but if im-



perfectly or incorrectly answered, as will frequently be the case, trouble is invited and inevitably comes.

Frequently the agent, perhaps the postmaster, the clerk of the court, a tradesman, or even one whose occupation is chiefly insurance, will make up the application, put it before the applicant *pro forma*, and it is signed without being read—the applicant is too busy, too indifferent or too confident to do so; sometimes even the agent signs it for and on behalf of the applicant, and he in turn consoles himself with the thought that, if trouble happens, it was the company's agent who signed the application. No insurer should allow another, particularly an agent of a company, to sign for him, but if he does, let it be distinctly understood that he thereby loses his identity as agent for the company and becomes the agent of the insured or applicant. If any one doubts this let him read carefully the printed matter, generally in small type, that precedes the space left for his signature.

Growing competition and, perhaps, a better educated class of insurance agent, have both contributed to simplicity and uniformity in insurance practices, and if, perchance, there still remain agents in whom the companies have not sufficient confidence to permit them to cover risks without the necessity of compelling the insured to answer a thousand and one, mostly immaterial, questions, then the agent is not competent enough to trust with one's business. Generally speaking, an agent is one authorized by his principal to represent him and, with certain limitations, he is delegated with powers equal to his principal. In insurance, the day when the agent is used merely as a transmitter of applications has passed; he must now to a certain extent be an underwriter also, subject, of course, to his company reserving the right to decline any business offered, and similarly the day has passed when one seeking insurance should be compelled to fill in and sign an application. *It is not necessary to do so, and it should not be done.*

The most efficacious way to remove the evil I am writing about, in so far as it may now exist, is for one and all to refuse, absolutely and persistently, to sign applications of any kind, and if any difficulty arises communicate with the Insurance Department of the Association, from which you will receive advice or assistance to meet the particular case or circumstances.

## RECIPROCITY WOULD DRAW MUCH U. S. CAPITAL FROM OUR INDUSTRIES

At Present it is Estimated That \$233,000,000 of  
U.S. Money is Employed in Canada,  
Giving Work to Many Thousands  
of Industrial Operations.

**I**N a recent speech on Reciprocity, Senator Beveridge, of Indiana, said: "There must be Reciprocity with Canada. Our tariff with the rest of the world does not apply to our northern neighbor. That policy has already driven American manufacturers across the Canadian borders, built up vast plants with American capital on Canadian soil, employing Canadian workmen to supply trade. That capital should be kept at home to employ American working men to supply Canadian demand."

This is an American tribute to the long-settled policy of Canada to develop its own resources and build up its own industries. And it is not merely a hyperbole designed to influence American votes; it is a reflection of actual facts.

## U. S. Capital in Canada.

There are no government statistics of the number of American factories which have established branches in Canada, but inquiry made by the *Star* in trade circles elicited a list of no less than one hundred and eighty-four instances of this movement of capital to Canada, with a combined estimated capital of \$233,000,000.

It is impracticable to reproduce this list here, but an analysis of it will give some idea of how wide a field of industries it covers. The products of these American branch factories include, among other things:

Agricultural implements; electrical machinery; malleable and grey iron castings; gas engines; saws and tools; conveying and mining machinery; railway iron and steel work; chains; automobiles; horseshoes and nails; transmission machinery; stoves; lumber; barrels; boxes; office furniture; couches; folding beds; silverware; paints, oils and varnishes; printing inks; fountain pens; cereals; confectionery; self-sealers; silk thread; paper; roofing paper; gum; gas; fly paper; chemicals.

## Well-known Industries.

Some of the concerns are well-known and their coming has been widely announced. Such are the International Harvester Company; the Canadian Westinghouse Company; the American Tobacco Company; and Algoma Steel Company. It is perhaps not so well known that there are at least five factories turning out agricultural implements in Canada backed by American capital. The city of Hamilton alone has fifteen branches of American concerns in its bounds. In Montreal there are nineteen, and in Toronto sixty-three.

It is not easy to estimate the number of hands which these American companies employ with the consequent market they furnish for Canadian farm and other products. But it is clear that it must be very great. Two agricultural implement works at Hamilton give employment to more than five thousand men between them, and there are a considerable number which must run well up into the hundreds. There are, of course, a considerable number also in which the staff will be comparatively small, but it is probable that an average pay roll of one hundred would not be excessive.

Taking that as a basis, it means that the migration of American factories to Canada has given employment to over eighteen thousand people.

## Many Additional Consumers.

It would probably not be safe to assume that each of these workers supported the normal census family of five, but it would surely be safe to estimate the total consequent population at half that proportion. Which would mean that the influx of American capital has added 48,500 to the consumers of Canadian food products.

Again no estimate has been made officially of the total consumption of food per head in Canada for each person; but an index is furnished by the average annual consumption of wheat, which is in round figures six bushels. Multiply the increased market by this figure, and you have the result that the migration of American concerns in Canada has enlarged the Canadian consumption of wheat, by no less than 291,000 bushels annually. At one dollar a bushel this means \$291,000 for the Canadian farmers on this one item of produce alone.

## British Capital, Too.

Besides attracting American capital, the prosperity of Canada under our present independent fiscal and industrial development has also attracted and is increasingly attracting British capital. In this case, however, the capital goes not into manufacturing so much—though some of it does go in that

direction—as into the building of railways and the development of the country. The Grand Trunk Pacific and the Canadian Northern are now being financed in London, whence also came the capital for the Canadian Pacific. It is to London that the Dominion Government is going for money to build its section of the National Transcontinental, and it will go there for the capital to build the Hudson Bay railway and the Georgian Bay Canal, and to enlarge the Welland Canal.

During the year ending June 30 last there came to Canada no less than \$138,512,000 of British capital. This is the calculation made by Mr. George Paish, of the *London Statist*, an eminently conservative statistician. He estimates the total investments of British capital in Canada at \$1,500,000,000; while the *Monetary Times* puts the figures for the last five years only at \$605,000,000.

#### Canada's External Trade.

Closely related to the influx of American and British capital as indications of the progress of the Dominion is our external trade. Canada's external trade per head is \$92.42, as compared with \$35.59 for the United States, and \$105.25 for the United Kingdom. The increase of Canada's trade in the last ten years has been 88.14 per cent as against 55.19 for the United States and 37.81 for Great Britain. Only one country has exceeded Canada in her rate of trade growth; that is Argentina, which has a record of 164.88 per cent.

For the last forty years the growth in the trade of the Dominion figures out in this way:—

Year.	Exports	Imports.	Aggregate Trade.
1871 .....	\$74,173,000	\$96,092,000	\$170,266,000
1881 .....	98,290,000	105,380,000	203,621,000
1891 .....	98,417,000	119,967,000	218,384,000
1901 .....	196,487,000	190,415,000	386,903,000
1909 .....	216,512,000	309,756,000	571,268,000

Thus, from 1871 to 1909 the exports of the Dominion have increased by 240 per cent.; the imports by 220 per cent.; and the aggregate trade by 235 per cent.

#### Two Best Customers.

This survey of progress and prosperity may well conclude with a comparative analysis of our trade with our two best customers—the United States and the United Kingdom. First take our imports:

Year.	United States.	Great Britain.
1871 .....	\$27,185,000	\$48,498,000
1881 .....	36,338,000	42,885,000
1891 .....	50,033,000	42,018,000
1901 .....	107,149,000	42,819,000
1909 .....	170,056,000	70,682,000

For exports of home produce the comparison stands:—

Year.	United States.	Great Britain.
1871 .....	\$26,715,000	\$21,733,000
1881 .....	31,015,000	42,637,000
1891 .....	34,829,000	43,243,000
1901 .....	67,983,000	92,857,000
1909 .....	85,334,000	126,384,000

Our purchases from the United States have increased, during the forty years, 530 per cent., while our sales to the United States have increased only 225 per cent. On the other hand, our purchases from Great Britain have increased less than 50 per cent., while our sales to Great Britain have increased by 500 per cent.—*The Montreal Star*.

## SERIOUS BLOW TO WINNIPEG

New Immigration Regulations Requiring Possession of Fifty Dollars by Each Immigrant Seriously Affect Growing Industry.

MR. E. F. HUTCHINGS, one of the most enterprising manufacturers in Canada, has just completed and equipped in Winnipeg, at the expense of over \$100,000, one of the finest harness factories in the world. The demand for this class of goods throughout the West has been such that Mr. Hutchings has found considerable difficulty keeping pace with it, hence the necessity for the new factory which has just been completed on Market Street East. The development of this industry has been such that there are not to be found in Canada sufficient mechanics in this line to man the new factory.

As the Alien Labor Law practically precludes the importation of labor from the United States Mr. Hutchings was obliged to look to the old land for the necessary skilled labor, and he has had agents there for some weeks engaging not less than 100 of the best men to be found, his instructions being if possible to secure men with families. This would mean an addition to the population of the City of Winnipeg of 400 to 500 people. It would mean the expenditure of from six to seven thousand dollars per month in wages, and this distributed among the mercantile classes of Winnipeg would prove a great benefit. On an estimate recently published in the United States the value of such an addition to a city would be something like \$750 per day.

Imagine Mr. Hutchings' disgust to discover that under a regulation just passed by the Privy Council at Ottawa, mechanics from England cannot be admitted to Canada unless they have not less than \$50 in their pockets. This amount Mr. Hutchings would be very glad to supply, but finds that he is "up" against it there, as he would render himself liable to prosecution for supplying money in this way.

Owing to the immense development of the automobile trade in the old country there has been a great slump in the manufacture of harness material, so that there are thousands of skilled mechanics in this line out of work and anxious to emigrate.

When one remembers the immense expenditure of money and energy that Winnipeg has gone to during the last few years in order to build up and develop the manufacturing industry of this city, the magnitude of the blow described herein, which is deliberately dealt at the darling object of our citizens, may be in some measure realized. If such a policy is allowed to go unchallenged the city may just as well close up its industry bureau and cease all efforts to attract manufacturers here. It is perhaps not saying too much to state that in Mr. Hutchings the city has one of the most enterprising and energetic manufacturers that any portion of the Dominion can boast. From the smallest beginnings he has built up what is claimed to be the largest harness manufactory in the world. He employs an immense number of hands and is anxious to double his capacity. The Board of Trade and other public bodies should be called together to take such action upon this question as will be productive of radical and satisfactory results. No time should be lost, for, as we have already stated, if an enterprise of this character is to be crippled and destroyed, Winnipeg might just as well cease its efforts and expenditures to develop manufacturing industries.—*The Winnipeg Tribune*.

# CANADA'S ATTITUDE TOWARDS RECIPROCITY\*

By Hon. Wallace Nesbitt

Prosperity of Canada During Previous Reciprocity Treaty with United States was Result of Immense Demand for Farm Products During Civil War. Canada should Protect her Investments in East and West Transportation Systems. The position of the Farmers.

I SHALL not deal with the subject of reciprocity, perhaps, in the way most speakers have done in the last few weeks. I had the honor, I think, to make the first address made on the subject in New York last May, shortly after the suggestion was made by President Taft for a conference, which is now taking place. I shall not repeat anything I said upon that occasion, because what I had in mind then was to draw the attention of a number of people in New York in a non-political address, at least one given by some one not in politics, to the condition, so far as one could give it, of the Canadian view of what President Taft had suggested. It was an invidious task to address such an audience as that, composed of seven or eight hundred people, including bankers and others of much influence, and say to them, "We do not welcome any suggestion that may come in a way looking towards Reciprocity with your country." I felt that for nearly three months there had been a feeling almost of hostility towards anything in the nature of Reciprocity negotiations, and therefore it was necessary to point out to them that that feeling existed. I thought it better to refer to the treaty negotiations of 1783, and subsequent treaties and trace the events up to last spring, and to point out that a deep-seated feeling now existed in Canada that we always got the worst of it, we were unable to deal with them on fair terms, that when we made a treaty with them, for instance, that of Washington in 1871, while they agreed that fish should come in free, they promptly put a tax upon the tins in which the fish was brought in; that while they said there should be a canal system, they shut out Lake Champlain from that system and barred our shipping from the Hudson; that we were afraid always that there was something kept back, and that we were in the state of the man from Missouri!

I also pointed out to them this difference, that while the Executive of the United States had not sovereign powers in making treaties, that though the President and the Secretary of State agreed what bargain should be arranged, whatever bargain was agreed upon, as in the case of the Bond-Hay treaty, it had to be submitted to the Senate, and therefore when some bargain was arrived at after months of negotiation we found this situation, that we had either to accept the treaty as amended by the Senate or reject it altogether. In the United States you have a Federal Government where there is a treaty-making power, which may be successful in its bargains, or where they may be rendered wholly nugatory by the action of individual states for whose action the treaty-making power disclaimed responsibility. It is very difficult for us to negotiate anything in the nature of a treaty. So much for what was laid before that audience with reference to Canadian feeling.

## Trade Under Former Treaty.

I WANT now to put before you certain things from the Canadian standpoint. Again let me become historical for a moment. Under the Reciprocity Treaty of 1854 our ex-

ports amounted to some \$2,000,000. In 1866, after that treaty had been abrogated, they had increased to forty million odd dollars, or over twenty times more than twelve years before. In 1887, or twenty-one years later, they had fallen to \$37,000,000, or a decrease of about 12% in twenty-one years, notwithstanding the fact that in that twenty-one years we had become a Confederation, we had expanded our railway system very much, we had enjoyed more or less prosperity. These figures are very significant in this, that it gives occasion for a great number of people amongst us—because the sentiment of Toronto, gentlemen, remember, is not the sentiment of all Canada—to point to these figures and to say that if we enjoyed now in our natural products the same free intercourse with the ninety millions of people who form the market to



HON. WALLACE NESBITT

the south of us, we would have the same growth of trade, for "history repeats itself," they say, and our development would progress by leaps and bounds.

The great number of small peasant proprietors, as they are called in Europe, or as we call them, small farmers, form the great backbone of the nation. They point to the fact that if that market to the south were open to us as in the past, the same results would follow. It is important to see whether that is true in whole or in part. My own thought is, that those who make that observation entirely overlook this criticism, that during that period the great Civil War was being waged, and that the extraordinary development of our exports to the United States was largely, if not wholly, due to the fact that the production of natural products there had largely ceased; and that this great demand was due to the great waste

\*Address delivered before the Canadian Club, Toronto.

going on between the contending armies and probably accounted for the enormous increase, and I doubt whether the same results would follow from Reciprocity, whether by treaty or otherwise, at the present time.

#### New Channels Necessary.

NOW, speaking from the Canadian standpoint, I want to point out to you what Sir Francis Hincks' view was at that time. On the 6th of January, 1851, in a communication to the Chairman of the Committee of Congress, he wrote:

"I am, moreover, firmly persuaded that should the Canadian trade be forced into other channels, as seems not improbable, it will then be estimated at its true value by the people of the United States."

It did get forced into other channels, and it is a question whether we ought not to leave it where it has flowed, rather than imperil it by such relations as existed with our neighbors from 1854 to 1866.

For the same view from an American standpoint, let me quote the works of the Honorable W. H. Seward, in 1857:

"The policy of the United States is to propitiate and secure the alliance of Canada while it is yet young and incurious of its future. But, on the other hand, the policy which the United States actually pursues is the infatuated one of spurning and rejecting vigorous, perennial and ever-growing Canada. I shall not live to see it, but the man is already born who will see the United States mourn over its stupendous folly."

Let us hope, as Canadians, that what Mr. Seward said will turn out only too true.

#### The Political Problem.

ANOTHER thing that has been said is that if we have freer trade relations with the United States, the result will be inevitably that we will be brought into political entanglements, into a political alliance, into annexation, in other words. Sir John Macdonald, being apparently of the view that loyalty depended not upon business relations, but upon deeper-seated sentiment, says, in part, in his report of the Committee of the Executive Council on the 19th February, 1864:

"It would be impossible to express in figures with any approach to accuracy the extent to which the facilities of commercial intercourse created by the Reciprocity Treaty have contributed to the wealth and prosperity of this Province; and it would be difficult to exaggerate the importance which the people of Canada attach to the continued enjoyment of these facilities.

"Nor is the subject entirely devoid of political significance. Under the beneficent operation of the system of self-government which the later policy of the Mother Country has accorded to Canada in common with the other Colonies possessing representative institutions, combined with the advantages secured by the Reciprocity Treaty of an unrestricted commerce with our nearest neighbors in the natural productions of the two countries, all agitation for organic changes has ceased—all dissatisfaction with the existing political relations of the Province has wholly disappeared.

"I cannot err in directing the attention of the enlightened statesmen who wield the destiny of the great Empire, of which it is the proudest boast of Canadians that their country forms a part, to the connection which is usually found to exist between material prosperity and the political contentment of a people, for in doing so, they feel they are appealing to the highest motive that can actuate a patriotic statesman, the desire to perpetuate a dominion founded on the affectionate allegiance of a prosperous and contented people."

Now the point of that is this: Sir John's view apparently was, that if under Reciprocity the country was making money,

if it was prosperous and contented, the people were much more likely to maintain their allegiance to the country under which they attained that prosperity than if hard times prevailed. If he was right then, if Reciprocity would increase our prosperity, it would tend to increase our desire to keep our present form. My own view is that with the enormous influx of foreign population being poured into this country, without ties of kinship and memory, anything in the nature of a complete tying up of our arteries of commerce with the commerce to the south of us would inevitably end in political union.

I pass over the negotiations that proceeded from this side of the line from time to time after 1866, in the endeavor to obtain better trade relations, to those that opened out in the Spring of 1910.

#### Proposals for Negotiations.

PRESIDENT TAFT, immediately after he had declared that the maximum tariff was not in force as against Canada, which declaration he made after certain small concessions had been wisely made at Ottawa, stated his continental doctrine, which we have to consider with very great care. It would be a very foolish and idle policy upon our part to simply prejudge any offers made, from a feeling of hostility and reject them without knowing what those offers are. And remember, gentlemen, you are dealing with a very sensitive and hysterical people to the south, and this is a matter in which the whole Empire is involved, and we must not quarrel with our neighbors. We have to listen to whatever offers they may make, and we may either accept or reject them. We should not approach the whole subject with the newspapers announcing, "they are tricky," and "we can't deal with them at all," and "we won't deal with them no matter what they have to offer."

President Taft said:

"It is my deliberate purpose to promote in such ways as are open to me better trade relations between the United States and Canada. I am profoundly convinced that these two countries, touching each other for more than three thousand miles, have common interests in trade, and require special arrangements in legislation and administration which are not involved in the relations of the United States with countries beyond the seas."

#### A Continental Policy.

OWING to our geographical propinquity, the trade relations with Canada, says the President, are to be dealt with upon a different basis than in the case of other foreign countries, except, perhaps, Mexico. If that is so, it makes the situation very distinctly difficult to deal with, because he evidently intends to point to the fact of a special tariff bargain with us. That makes our position difficult, because my own notion is that our trade relations with them should take this form, that there should be a round-the-table conference to the fullest extent, giving a most polite hearing to everything they have to offer; and then we could say to them, upon any article, "Make your tariff so-and-so, and we will make ours so-and-so," that is, an equal tariff, no Reciprocity Treaty in any sense, but preserving absolute freedom of action in our dealing with our tariff, that is, common action but freedom of action left untouched. If you do not, you involve yourself, first, in liability to quarrel with the United States over the construction of any treaty; second, you probably imperil your ability to deal with other nations; and third, you leave your hands tied, not free, to deal with that great problem of Empire which I am quite certain you will be face to face with in the next few years. I am perfectly certain that within a reasonable time there will be the widest possible discussion of the federation of what is now Great Britain that is, England, Ireland, Scotland and Wales, and when that time comes Can-

ada, as the chief unit in those overseas dominions which we all hope, at least, I hope, to see linked up together, should be free and not see herself unable to deal with her own trade matters, because trade is an essential part of the bargain to be made at that time.

#### Reduction in U. S. Tariff Inevitable.

LET me offer this further observation. While we cannot conceal from ourselves the enormous advantages which that great market to the south would open in many channels of trade, the other side have it in their hands, if they wish, to get the benefit of our natural products. Now, whether the Republicans or the Democrats triumph, you will see an enormous reduction in their tariff, which we are bound to get the benefit of because they are bound to appease the clamor about the high cost of living amongst their own people. You will get the benefit without having to bargain for it, simply by pursuing that policy known as "standing pat."

On the other hand, there may be special matters which Commissioners from the United States may point out which may be dealt with satisfactorily and justly on both sides, both agreeing what the tariff shall be, by having common legislative action and common freedom of action.

I think there will come in the near future a certain reduction in our tariff if they offer us the same reduction. Our people will get the benefit if it is true, but I would in the meantime, negotiate at length, to see exactly where we are, and debate on the floor of Parliament, and I think you will agree it should not be cast in the form of a treaty, but a common legislative action on either side. I think there should be the fullest expert enquiry before any conclusion is reached on any item as to its direct and consequential effects.

It is said in the newspapers, "We will be over-reached." I for one resent the idea that Canada is at a disadvantage in dealing with the United States. I take it as a very sorry compliment. Take the Halifax Award, for example; Sir Alexander Galt certainly maintained our position there. Take the Hague Tribunal. Canada has no right to complain of the judgment rendered when the Brazilian representative dissented upon one very important point in favor of the United States, and the American representative agreed with our representative against the United States! We are quite able to negotiate our business, even to the sale of a Cobalt mine. It is a very poor policy to say "we are afraid to enter into negotiations for fear of being over-reached." If we were to say, "We can't depend upon what interpretation may be put upon our negotiations afterwards," or "We are afraid that our action may soon be rendered nugatory," that would be a different thing, but to say, "We are afraid to enter into a bargain," I for one resent any such imputation upon our want of intellect.

You have to keep friendly with them, because of our geographical propinquity. Treaties are necessary regarding waterways, freight rates, telegraph, telephone, express, aerial navigation, customs, etc. Consider the vast number of subjects you have to be friendly about. Now, suppose there were some negotiations to be entered into about railway rates, it is not likely that our friend Judge Mabey is going to get the worst of the bargain! Or, suppose it were agricultural implements—do you think that Senator Jones is not quite able to hold his own with anyone representing an American Company?

#### Wide Interests Involved.

AS I see the question of our treatment of this matter, we want not only more trade, but a wider conception of what is involved. All I ask of you gentlemen is that each individual try to influence a section of public opinion to meet any proffers that may be made, with that courtesy which becomes a nation such as we have grown to be. The last thing Great Britain would want would be for anyone professing

loyalty to her to do anything to create friction with anyone friendly to her.

The time is coming that it will be of very vital importance to the Empire to have the greatest possible degree of friendship that can be had with the United States of America. There are difficulties confronting the Mother Country that will probably come to a head, in which that friendship will be of vital importance to her. Gentlemen, let us, young, vigorous, prosperous as we are, greet any offering on their side in a sensible manner, in a friendly way. We can say "No" with quiet courtesy, imitating the manner in which the young lady treated the old man who wanted to make a proposal of marriage. He said to her, "Miss Mary, there is a matter of great importance on which I want to speak to you. May I call you Mary?" She saw it was time to act, and said, "Oh, yes, all Dad's old friends call me Mary, and you may." He then pursued the subject no farther. I adjure you to treat the proposals of the United States with becoming courtesy and thoughtfulness. If they have anything to offer that we can accept, by all means let us accept; if we cannot, then let us reject, but with good feeling.

Now let us consider the advantages and the disadvantages of Reciprocity. What are the advantages? I think there are bound to be from that enormous market to the south of us, if we could get into it upon equal terms, great extensions of trade, in our agricultural, mining and forest products, a very great extension in production. We would have to consider in that connection proper conservation, but about that you have heard a good deal lately.

#### Farmers Over Hopeful.

IT is not at all certain that if the tariff were taken off entirely, the farmers, who are chiefly clamoring for this, would get the benefits they think. For instance, barbed wire and galvanized wire, the price is fixed by the United States Trust, quite irrespective of the tariff. Then, is the farmer in a position to complain to the extent he is complaining? I doubt very much if there are more than two articles upon which the farmer is paying more to-day than twenty years ago. That may startle you, but take the last returns from the Department of Labor, and see how much he is paying for cottons, sugars, and all articles he buys for his house. But the same returns make this evident, that the farmer is getting from 40 to 125 per cent. more for what he has to sell than he did twenty-five years ago. His position, therefore, is not as bad as he has pictured. Would he be benefitted much by a market in the United States? Is it worth while for what he would get to give up the chances he has for an Imperial preference? Think what five cents a bushel would be, at, say fourteen bushels to the acre of the North-West of Canada! Just let your imagination roam a moment on that subject. Think of the millions of acres it would at once affect. I think we are likely to get that preference within the next few years. I cannot believe conditions will remain as they are in England for many years longer, and all of us having the object at heart of linking up the Empire believe that one of the best things to effect that would be to get closer trade affinities, closer trade relations. If we once got Imperial preference for the farmer, I think it far overshadows all other things. His best customer is Britain, and when he got the benefit of five cents he would not give up that for any doubtful advantage he might get on the other side. If a treaty existed for free wheat the United States farmer would reap the same benefit as the Canadian.

#### Protection of National Investments.

BUT, as business men, think of the money invested; you have taxed yourselves for hundreds of millions to create those channels of trade Sir Francis Hincks said would have to be created. If you had had Reciprocity it would have done

away with that, and much of it would be now rendered comparatively useless. Your east and west canals, and the route to the far north, by Hudson's Bay, you have spent all that to carry your grain and other produce; but this tremendous asset you are throwing away if you are going to send it over the Jim Hill rails. Then think of the wages. Fifty-four per cent. of the total income of the railways is paid out in wages alone. Think of the difference it makes whether that traffic goes by way of Boston, Portland and New York, and not by Montreal, Halifax and St. John. I only refer you to the utterances of Mr. Whitney, of Boston, and Senator Beveridge, of Indiana, to show you the American view.

Then another question to the farmers. The farmer says, "We want part of the tariff taken off agricultural implements." Will any gentleman tell me whether any farmer is paying more in the North-West than farmers in Minnesota and Dakota? If he is not, then it isn't the tariff. My information is they are not. But if they are, then it is a case for sitting down and negotiating tariff against tariff, not for tying us up by any treaty. In other words, I can put it in a sentence: The study of this subject has convinced me that as we are good neighbors we had better remain so than have any inter-marriage and family quarrels. In thirty minutes it is hard to condense so vast a subject, and I feel I have been discursive. On the whole, however, you will see my inclination. In a political sense, not of party politics, but from the great future I believe lies before the British Empire, it has been borne in upon me by many years of travel and thought upon the subject, that where we are now scattered units simply bound by the slender crimson tie of kinship, we should transform that crimson tie into the great red arteries of commerce, which shall bind the Empire together where she can stand for peace, justice and progress, and stand for them against the world.

#### CURTAIN SHIPPERS' RIGHTS.

THE following circular letter has been issued jointly by all Canadian railways. It is addressed to railway agents and shippers, under the heading of "Loading Less than Carload Freight on Industrial Sidings":

"It having come to our notice that some agents have permitted shippers to load on private sidings cars with less than carload consignments of freight, instead of requiring it to be brought to the regular freight houses for loading by the railway company into cars, and such practice having given rise to requests for extensions of the privilege, and, in some cases, complaints of unfair discrimination, it becomes necessary to remove the cause of the complaints.

"After giving the matter careful investigation and consideration, the only course which seems open to the carriers is to forbid the practice.

"The carriers provide at their freight stations sidings and team tracks on which shippers are permitted to load their carload freight brought there by them at their own expense for cartage, and, in the case of large industries, special sidings have, in some cases, been constructed for their convenience on which such carload freight may be loaded or unloaded, but these sidings were never intended to be used for less than carload consignments of freight which ought properly to be teamed to the freight houses by and at the expense of the shipper. Complaints have been made by shippers who are without such sidings that they are placed at a disadvantage in that they are put to the expense of teaming their goods to the station, whereas others are saved the cost of teaming by being permitted the use of special sidings for less than carload freight. It is of no advantage to the railway company to have such cars loaded with less than carload freight on sidings—

on the contrary, it frequently means additional expense for switching cars from the sidings to the freight houses where they have to be unloaded and the contents sorted and reloaded into different cars, for forwarding in various directions.

"This circular is to give notice that *on and after January 1st, 1911*, the discriminating practice of loading less than carload freight on industrial sidings will be discontinued, and agents will at once notify all shippers and others concerned in order that they make suitable arrangements for the delivery of such freight direct to the railway stations of the carriers.

"Agents are requested to carefully read this circular to the interested shippers so that they may understand the reason for this action.

"Agents will also note that this applies only to cars loaded with sundry less than carload shipments for various consignees to one or more destinations. It will not apply to straight carloads from one shipper to one consignee which are subject to the carload tariff rate and carload minimum weight."

#### Protests from Shippers.

As a result of numerous enquiries and protests which reached the Transportation Department of the Canadian Manufacturers Association from interested shippers, the following letter was sent out to all members:

Some members have just been served with notice by the railways, although dated October 15th, 1910, that on and after January 1st, 1911, the practice of permitting the loading of less than carload shipments on private sidings under any circumstances will be discontinued.

If the circular has reached you I will be obliged if you will let me have your views thereon at the earliest possible date, in order that the matter may be dealt with by your Railway and Transportation Committee.

Yours faithfully,

HENRY BERTRAM, Chairman, Railway and Transportation Com.	J. E. WALSH, Mgr. Transportation Dept.
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#### Many Objections to Change.

A flood of protests followed. Dozens of letters signify to the inconvenience and loss which the enforcement of such a regulation will cause. Shippers have been allowed to put in switches and sidings at considerable expense to themselves. To what purpose, if they are prevented from using them for most of their work? It is urged, with reason, that when the railways agreed to the construction of sidings they agreed that the conditions then prevailing, which would make such an expenditure worth while, should continue. The cutting off of the right previously enjoyed, of loading less than carload lots on these sidings is held to be a virtual breach of faith on the part of the railways.

In many instances the railways are not in a position to give the necessary service if their present intention is carried into effect. Manufacturers of heavy machinery have installed cranes and tackles on their own sidings to handle their shipments. Under the new regulations these machines, if they did not constitute a carload, would have to be delivered to the freight sheds, where in most cases they have not facilities of any kind for loading them on cars.

So, too, if shipments are of over a certain weight the shipper, in addition to having his machine carted a mile or more to the freight shed, would have to send a gang of men to place it on the car. It was to overcome just such difficulties and expenses as these that manufacturers have had sidings built and the railways knew it when they allowed the expenditure to be made.

The advantage has not all been with the shipper, who was

allowed to load less than car lots on his own sidings. If in future these shipments must be made through freight sheds, railway companies will be compelled to increase greatly the size of their freight sheds and the staff of men in charge. In the past manufacturers have at their own expense provided all the facilities for storing freight and loading it.

In particular industries it is claimed that the new regulations would be absolutely prohibitive.

To prevent unreasonable advantage being taken of the prevailing custom it has been suggested that a minimum weight be fixed for less than carload shipments when loaded on private sidings. Any curtailment of present rights beyond this will be actively opposed by shippers.

### CONTRIBUTORY SCHEME OF PENSIONS.

A NOVEL scheme of old-age pensions is being supported by a number of public men in England, who feel that the non-contributory system is a mistake. Its special object is to enable young people to make provision for their old age. State help would be an essential part of the proposal. A feature which has been lacking in all previous suggestions, however, aims at a social and economic good. To use the words of the promoters, the plan has been drawn up "with the object of inducing the poorer members of the community to improve themselves in their education, in their technical knowledge, and in their business activities."

A special State Annuity Department of the Post Office would be created, and young people allowed to insure themselves to the maximum of \$110 per annum after they reach the age of 55, and \$220 per annum from the age of 65. Every boy and girl on attaining the age of 15 would receive from the State a pension book, called a Government Bond, of the value of \$150, available at the age of 55. If he or she is able to earn wages, and devote some part of them to the object of a pension, this could be paid in to the credit of the account. On this contribution compound interest would be credited up to the age of 55. By way of encouragement to better themselves, the assured would be asked, before attaining the age of 17 years, to pass an educational examination of a low standard, comprising reading, writing, elementary arithmetic, elementary history, and elementary geography. For this they would get a certificate of the value of \$25, which would be credited to their account. Before reaching the age of 20 they would be asked to pass a technical examination in some handicraft, the object being to induce them to introduce some skill into their labor, the list of subjects being so complete as to include every occupation a man or woman can engage in. Prizes would be awarded, and their value credited in the account.

They would also be asked to earn an assiduity certificate of the value of \$50 as at age 55. This they could do by producing evidence to show that from ages 15 to 20 they had, unless prevented by sickness been in regular employment for ten months in each year. It is believed that this certificate, together with the educational and handicraft certificates, would enable them to obtain better work and earn higher wages. A military pension stamp of the value of \$25 is also included in the scheme, as a recognition of service rendered to the country during two or three of the best years of his life, and for proficiency in the use of the rifle, the idea being that a man is as much entitled to receive a contribution from the State for a short military service as an ordinary soldier does who devotes his life to it. It is further suggested that employers of labor should contribute in proportion to the amount of wages paid to

each employee, and that women should have the special advantage of having their birthright grant made \$200 instead of \$150, and that a married woman should have grants of, say, \$25 (as at age 55) for each of her children who attains the age of five years.

### THE FIRE LOSS.

A LOSS of \$47,000,000 during the last two years represents Canada's contribution to the fire waste. For this huge sum, going on year after year, with no real curtailment, there is no return. The national loss is that great whether it is covered by insurance or not. It is not the insurance companies who pay fire losses. It is the public.

Canadians are slow to recognize what this means to them. Placing the population of Canada during the years 1908 and 1909 at 7,000,000, the average loss per capita per year was \$3.35. In Austria the per capita loss during the same years was 29c.; Denmark, 26c.; France, 30c.; Germany, 49c.; Italy, 12c.; and Switzerland, 30c. Every man, woman and child is assessed \$3.35 per year as a direct charge for fire losses—more than ten times what is paid in Europe. It is a serious commentary on our progressiveness that we are satisfied to stand for this preventible loss year after year.

Canada is the heaviest loser through fires of any country in the world. The United States, whose citizens have been criticized for their recklessness in the same line, are yet considerably out-distanced by us in the race for the goal of waste-fulness.

That the losses come back to the public is a self-evident fact. The property destroyed is gone beyond recall. The return from insurance companies is merely the paying back of a tax which has been already collected. When it is said that the per capita loss annually is \$3.35, it means exactly that, that every citizen pays directly or indirectly \$3.35 to replace what has been destroyed by fire. If we take the census ratio of one adult man for every five of a population, it represents a tax of \$16.75 a year on every Canadian family.

Are we satisfied to go on paying this toll of \$16.75, while Europeans are only assessed \$1.50? Are we satisfied to throw away the difference through sheer carelessness? What could we not do with the twenty-five or thirty millions of dollars a year that are swept into the flames without return?

Canada in this respect is utterly thoughtless and careless. Lacking the experience of Europeans in advanced methods of fire prevention, Canadians fail to appreciate that the great majority of fires are preventible. They take them for granted—costly, but necessary evils. That they are costly is not open to dispute. That they are necessary is contradicted by the experience of other countries.

The loss is visited on the public in no uncertain way. A heavy fire waste means a high premium rate. If present carelessness results in increased losses, insurance rates will be advanced promptly. This is sure, that however great fire losses become, the public will always pay the amount, plus the cost of insurance companies, administration and profits.

Prevention may be accomplished to a considerable extent in a number of ways. Greater attention to fireproofing in congested districts, well equipped fire fighting departments, adequate water supplies, sprinkler systems, these are but a few of the more obvious means of fire prevention.

A public conscience is necessary. Such a waste as has been going on for years in Canada is a crime. It is supreme folly for a nation which is in such urgent need of capital to construct railways and canals and to develop its resources, to squander thirty millions of dollars a year in a national bonfire. A united and intelligent effort should be made to eliminate this extravagance.

# IMPROVEMENTS TO MONTREAL'S HARBOR

Big Scheme of Improvements Now Under Way in Harbor. Plan Covering Three Years' Work and the Expenditure of Fifteen Million Dollars has been Undertaken by Commissioners. Huge Grain Elevator Under Construction.

**T**HE first season's work on a new and extensive plan, drafted for the improvement of the port of Montreal, has just come to a close. Truly marvelous results have been accomplished, and if no untoward event should occur the Harbor Commissioners will easily accomplish their undertaking of bringing Montreal into the front rank of the harbors of the world within a space of three years.

It will be recalled that the present Commission, wholly appointive, came into being a little over four years ago with Major G. W. Stephens as President and L. E. Geoffrion and C. C. Ballantyne as his colleagues. All three were business men of recognized ability, and they have brought their business energy to bear on the work of the harbor with splendid results. The staff was reorganized and strengthened; the construction of fourteen steel sheds, which had been dalled with for years, was rapidly carried to completion; the harbor yards were paved; a modern grain conveyor system was installed, connecting the big grain elevator in the upper part of the harbor with all steamship berths in the vicinity; a floating crane capable of lifting 75 tons was procured; the fire fighting appliances were improved and many other ameliorations were brought about.

All this, however, was merely the completion of works already commenced and the preparation for greater improvements in the future. Two years ago President Stephens and Chief Engineer Cowie visited all the important harbors of Europe to learn what they had which might be of benefit at Montreal. Following this, a Commission of seven of the leading engineers of the Dominion made an exhaustive study of conditions in the port from a technical point of view and submitted a vast scheme of improvements. This was approved

by the Government and a loan of \$15,000,000 in three annual instalments was authorized to finance the scheme of development.

## A Tour of Inspection.

At the opening of the season of navigation, the new work actually started. Three or four weeks ago the Commissioners invited representatives of the commercial organizations and the Senators and Members of Parliament for the District of Montreal to see what had taken place during the summer. What the visitors saw astonished them. They were carried through the harbor on a special train which took them from



Elevator No. 2 of Harbor Commissioners of Montreal. Foundations Nearing Completion up to Wharf Level. Elevator When Completed Will Have Capacity of 2,000,000 Bushels.



the mouth of the Lachine Canal at the West to Longue Pointe, three miles to the East. It was the first time such a trip had been made by train through the harbor. To make it possible, a great embankment had been thrown up on the side of the harbor yards furthest from the piers and this elevated railway is accessible to all the great railway systems both from the east and west ends of Montreal. Subways are provided for entrance to the harbor from the city streets wherever necessary. The facilities for the quick handling of freight to and from the sheds are thus vastly improved.

The old complaint of the shipping companies that the upper storeys of the steel sheds were difficult to reach has been done away with by the installation of an electric hoist which will serve three sheds and which is of sufficient strength to carry loads of 30,000 lbs. In the latter part of the season, 100 team-

The old Victoria pier, which has provided berths for the large river steamers, has been completely transformed. It has been built to high level on the outer side and is designed to accommodate, on the outer side, five steamships, the berths having a depth at low water of 35 feet. On the inner side of the pier there will be a market basin suitable for all classes of river vessels. For this the wharves require to be low level. To the eastward of this, new ramps are being built. 600 feet of new quay wall has been practically completed. A feature of the construction of this wall is a series of buttresses forming part of the wall on which the new sheds will be placed. In the market basin, one hundred lineal feet low level new quay wall has been fully completed.

In the lower part of the harbor the most interesting feature of construction is the dry dock protection works and the ap-



A View of Montreal's Harbor Showing System Whereby Six Ocean Vessels can be Loaded with Grain at one Time.

loads a day were carried up or down, to or from, the second storeys of the sheds.

Work is being rushed on the construction of a huge grain elevator which will have a storage capacity of 1,772,000 bushels. The receiving capacity by railway car from seven cars on each of the four tracks running through the elevator will be 240,000 bushels per day of ten hours, and the receiving capacity by the two marine legs working day and night will be 300,000 bushels. A conveyor system gives connection with all the principal berths in the central part of the harbor. The elevator is being strongly constructed and will be fire-proof throughout. The number of men employed in connection with this elevator construction this summer averaged 350.

It may be mentioned that the old grain elevator, which has a storage capacity of over a million bushels of grain, has also been improved this year by the erection of a new marine leg to facilitate the quick unloading of vessels.

proach from the main ship channel. In preparation for the establishment of a dry dock, a tremendous amount of dredging work has been done. 800,000 cubic yards of material has been dredged and thrown up in an embankment which will protect the entrance of the dry dock from the current above.

The extent of the variety of works carried on may be noted by the fact that the average number of men employed on the Harbor Commissioners' force during this season was about 1,200—the greatest number employed at any one time was 5,034.

It must also be stated that, despite this vast work of improvements which has been going on, the inconveniences in the carrying on of public business has not been unduly great, the Commissioners minimizing this as much as possible. The programme laid out for this summer has been successfully consummated and, the Commissioner's state, in every case the cost has been either equal to or below that estimated.

# RIGHTS UNDER CONDITIONAL SALES

Conditions Relative to Conditional Sales Differ Greatly in the Various Provinces. What Requirements are Called for in the Registration of Sales. Rights of Subsequent Buyers and How They are Protected.

THE seller of goods in Canada under a conditional sale agreement, is met with a maze of conditions in the various Provinces. The observance of Ontario forms and requirements will not protect the vendor in Quebec or Manitoba and *vice versa*. No attempt so far has been made to make the laws in the various Provinces uniform, although the desirability of such uniformity is readily apparent.

In order that manufacturers may become conversant with the various rights and obligations in the different Provinces, we append a statement showing what is required in the way of registration, and what security is given to both buyer and seller. From this it will be seen that protection for a second purchaser extends from almost complete security in Quebec to the condition in Manitoba, where the painting of the name of the original seller on an article ensures his claim against all subsequent buyers. The buyer must look out for himself.

It is understood that Mr. Wegenast, Legal Secretary, C.M.A., will, in the near future, issue a brochure discussing the subject in greater detail. In the meantime this will serve as a guide to those doing business throughout Canada.

Manufacturers and sellers of certain classes of articles, such as, pianos, sewing machines, farm implements and other machinery, have adopted very largely, in selling these articles on credit, a form of security which enables the seller, upon default in payment by the buyer, to resume possession of, or to re-sell, the article. The different forms in which securities of this kind are drawn are variously known as *lien notes*, *hire receipts*, *hire and purchase agreements*, *receipt notes* and *conditional sales*. These different terms are not at all synonymous, but the term conditional sale is perhaps general enough to cover them all.

The prevailing feature of all the forms of contract is that the seller retains a lien or claim upon the article, similar to that involved in a chattel mortgage. The difference between a chattel mortgage and a conditional sale is that in the former the mortgagor *keeps possession* and gives a lien or hypothec; in the latter the seller *gives possession* and keeps a lien or hypothec.

The chief consideration in a transaction of conditional sale is to give the intended buyer of the article possession and use of it, without the power to sell it until the price has been fully paid. The object, in brief, is to make the transaction not a *sale*, but merely a delivery or a *bailment*. The bailee, or person to whom the article is delivered under such a contract of sale, cannot transfer to a third party any better title than he himself has in the article.\* If, therefore, the bailee should purport to sell to a third party, the bailor would have the same rights of retaking, reselling, etc., against the third person as against the bailee.

The leaving of one person in possession and apparent ownership of property actually belonging to another is very apt to result in hardship to innocent purchasers or creditors. In most of the Provinces, therefore, statutes have been passed requiring such transactions to be evidenced in writing, filed

or registered in some public office. In Quebec there is no such statute, and conditional sales are perfectly valid without registration or other formality. In Manitoba there is no provision for registration,\* but the manufacturer or vendor is required to be himself registrar, as it were, of such transactions, by being required to furnish to anyone duly inquiring, full information as to the amount due, etc., and to have his name and address painted or otherwise affixed to the article. In Ontario, Prince Edward Island and Saskatchewan the placing of the name of the manufacturer or vendor upon the article is permitted as an alternative to registration.

The comparative analysis on following pages shows that there are many diversities and anomalies in the Acts in the various Provinces; and it has been felt that an effort should be made to secure some measure of uniformity in the laws of all the Provinces.

## Classes of Goods Affected.

*Ontario*—All goods, except (apparently) manufactured household goods (other than pianos, organs or other musical instruments).—Ss. 1, 2, 2a.

*New Brunswick*.—All chattels.—S. 1.

*Nova Scotia*.—All personal chattels.—S. 8 (1).

*Prince Edward Island*.—All manufactured goods and chattels except household goods (other than pianos, organs and other musical instruments).—S. 6.

*Manitoba*.—All manufactured goods or chattels.—S. 2.

*Saskatchewan*.—Goods to the value of \$15.00 or over.—S. 1.

*Alberta*.—Goods to the value of \$15.00 or over.—S. 1.

*British Columbia*.—All goods.—Ss. 2, 25.

## What to File.

*Ontario*.—A copy of the instrument evidencing the bailment.—S. 2.

*New Brunswick*.—A copy of the writing evidencing the sale. S. 2.

*Nova Scotia*.—A true copy or copies of the instrument accompanied by an affidavit of either party, or agent, according to form given in the Act.—S. 8 (2).

*Prince Edward Island*.—A copy of the instrument evidencing the bailment.—S. 6.

*Manitoba*.—No registration.

*Saskatchewan*.—The "writing" or a true copy.—S. 2.

*Alberta*.—The "writing" or a true copy verified by the affidavit of the bailor, etc.—S. 2.

*British Columbia*.—A true copy of the instrument evidencing the bailment.—S. 25.

## Alternatives to Filing.

*Ontario*.—In the case of manufactured goods, including pianos, organs and other musical instruments, but excluding other household furniture, the name and address of the manufacturer, bailor or vendor may be painted, stamped or engraved or otherwise plainly attached to the article.—S. 1.

\*To this there is an exception in the Province of Quebec, where a different rule prevails "if it be a commercial matter" (C.C., s. 1488); or if the thing is "bought in good faith in a fair or market, or at a public sale, or from a trader dealing in similar articles" (C.C., s. 1489).

\*Except in the case of rolling stock and equipment of railways, liens upon which may be registered with the Provincial Secretary.

*New Brunswick.*—No alternative since 1902.—See 2 Edw. VII., c. 37, s. 1.

*Nova Scotia.*—No alternative.

*Prince Edward Island.*—Name and address of manufacturer, bailor or vendor may be painted, printed, stamped or engraved or otherwise plainly attached to the article.—S. 1.

*Manitoba.*—No registration. The name of the manufacturer or some other distinguishing name, must be painted, printed or stamped or otherwise plainly attached to the article.—S. 2.

*Saskatchewan.*—Since 1907 if the manufacturer or vendor (being the seller or vendor of the goods) keeps an office in the Province where inquiry may be had and information procured concerning the sale or bailment, the name of the manufacturer or vendor may be painted, printed, or stamped, or otherwise plainly attached by a plate or similar device to the article.—See 7 Edw. VII., C. 17, S. 2.

*Alberta.*—No alternative.

*British Columbia.*—No alternative.

#### Place to File.

*Ontario.*—With the Clerk of the County Court of the County in which the bailee resides at the time of the bailment.—Ss. 2, 2a.

*New Brunswick.*—With the registrar of deeds of the County in which the bailee resides at the time of the bailment. S. 2.

*Nova Scotia.*—In the registry of deeds for the registration district in which the bailee resides at the time of the execution.—S. 8 (2).

*Prince Edward Island.*—With the Prothonotary of the County in which the bailee resides at the time of the bailment.—S. 6.

*Manitoba.*—No registration.

*Saskatchewan.*—In the office of the registration clerk for chattel mortgages in the registration district in which the bailee resides.

*Alberta.*—In the office of the registration clerk for chattel mortgages and in the registration district in which the bailee resides, and also in the registration district in which the goods are delivered or to which they may be removed within 30 days of such delivery.—S. 2.

*British Columbia.*—With the proper officer with whom a bill of sale affecting property situated at the place where the bailee resides would by law be required to be registered (*i.e.*, the Registrar of the County Court).—S. 25.

#### Time to File.

*Ontario.*—Within ten days after the execution of the instrument.—Ss. 2, 22.

*New Brunswick.*—Within fifteen days after delivery of possession.—S. 2.

*Nova Scotia.*—Within ten days after the execution of the instrument.—S. 8 (2).

*Prince Edward Island.*—Within ten days from the execution of the instrument.—S. 6.

*Manitoba.*—No registration.

*Saskatchewan.*—Within thirty days from the time of actual delivery.—S. 2.

*Alberta.*—Within thirty days of the sale or bailment.—S. 5.

*British Columbia.*—Not later than twenty-one days after the delivery of the goods.—S. 25.

#### Persons Protected by the Act.

*Ontario.*—Subsequent purchasers or mortgagees without notice in good faith for valuable consideration.—S. 1.

*New Brunswick.*—Subsequent purchasers or mortgagees from the vendee without notice, in good faith and for valuable consideration.—S. 1.

*Nova Scotia.*—Creditors, purchasers and mortgagees of the bailee.—S. 6.

*Prince Edward Island.*—Subsequent purchasers or mortgagees, without notice, in good faith, for valuable consideration.—S. 1.

*Manitoba.*—Apparently all persons. The bailment itself is declared to be invalid.—S. 2.

*Saskatchewan.*—Sellers or bailors.—S. 1.

*Alberta.*—Sellers or bailors.—S. 1.

#### Effect of Non-Compliance with the Act.

*Ontario.*—The instrument or contract is invalid as against subsequent purchasers or mortgagees without notice, in good faith for valuable consideration.—Ss. 1, 2a.

*New Brunswick.*—The condition is invalid against a subsequent purchaser without notice in good faith, for valuable consideration.—S. 1.

*Nova Scotia.*—The agreement that the property or lien shall remain in the bailor is null and void, against creditors, purchasers and mortgagees of the bailee.—S. 6.

*Prince Edward Island.*—The instrument or contract is invalid against subsequent purchasers or mortgagees without notice in good faith for valuable consideration.—S. 1.

*Manitoba.*—The bailment is (apparently entirely) invalid.—S. 2.

*Saskatchewan.*—"The seller or bailor is not permitted to set up his right of property or right of possession against purchasers or mortgagees from the buyer or bailee, in good faith for valuable consideration, or as against judgments, executions or attachments against the buyer or bailee."—S. 1.

*Alberta.*—"The seller or bailor is not permitted to set up his right of property or right of possession against purchasers or mortgagees from the buyer or bailee, in good faith for valuable consideration, or as against judgments, executions or attachments against the buyer or bailee."—S. 1.

*British Columbia.*—The instrument or contract is void as against subsequent purchasers or mortgagees without notice in good faith for valuable consideration.—S. 25.

#### Leaving Copy with Bailee.

*Ontario.*—Bailor must leave a copy of the instrument with the bailee at the time of the execution or within 20 days thereafter.—S. 5.

*Quebec.*—No Act.

*New Brunswick.*—Bailor must leave a copy of the instrument with the bailee at the time of the execution or within 20 days thereafter.—S. 4.

*Nova Scotia.*—Bailor must leave a copy of the instrument with the bailee at the time of the execution or within 20 days thereafter.—S. 8 (5).

*Prince Edward Island.*—Bailor must leave a copy of the instrument with the bailee at the time of the execution or within 20 days thereafter.—S. 8.

*Manitoba.*—No provision.

*Saskatchewan.*—No provision.

*British Columbia.*—Bailor must leave a copy of the instrument with the bailee at the time of the execution or within 20 days thereafter.—S. 31.

#### Furnishing Information.

*Ontario.*—Bailor must, within 5 days after inquiry by any proposed purchaser or other interested person, furnish full information respecting amount due and terms of payment. Liable to fine of \$50 for neglect or refusal. Information may be given by registered letter.—S. 6.

*Quebec.*—No Act.

*New Brunswick.*—Bailor must within 20 days after demand file with the registrar a sworn statement of the amount due, otherwise he forfeits his rights under the instrument.—S. 5; 2 Ed. VII., c. 37, s. 4.

*Nova Scotia.*—Bailor must within 20 days after demand file with the registrar a sworn statement of the amount due, otherwise he forfeits his rights under the instrument. Demand may be made by registered letter.—S. 7.

*Prince Edward Island.*—Bailor must, within 15 days after application by any proposed purchaser or other interested person furnish full information respecting the amount due and the terms of payment. Liable to fine of \$50 for refusal or neglect. Also loses benefit of lien. Application may be made personally or by registered letter. Stamps for registered reply must be enclosed. Reply may be by registered letter.—Ss. 2, 3.

*Manitoba.*—Manufacturer or agent shall forthwith on application furnish to any applicant full information respecting balance due and terms of payment. Liable to a fine of from \$10 to \$50 for neglect or refusal.—S. 3.

*Saskatchewan.*—If bailor depends on name being affixed to chattel he must keep an office in the province. Inquiry may be made at this office in person or by registered letter by any one. Bailor must within 5 days after inquiry furnish statement of amount due. Reply may be by registered letter.—S.

*Alberta.*—No provision.

*British Columbia.*—Bailor must, within 5 days after application by any proposed purchaser or other interested person furnish full information respecting amount due and terms of payment. Liable to fine of \$50 for neglect or refusal. Reply may be by registered letter.—S. 11.

#### Notice to Bailee Before Re-Selling.

*Ontario.*—Where goods originally bailed for more than \$50 have been retaken, the bailee or his successor in interest must be given 5 days' notice of sale.—S. 9.

*Quebec.*—No Act.

*New Brunswick.*—Where goods originally bailed for more than \$50 have been retaken, the bailee or his successor in interest must be given 5 days' notice of sale.—S. 7.

Where chattels have been retaken by bailor they shall not be sold without 20 days' notice of sale.—S. 9.

*Prince Edward Island.*—Where goods originally bailed for more than \$50 have been retaken, the bailee or his successor in interest must be given 5 days' notice of sale.—S. 5.

*Manitoba.*—No provision.

*Saskatchewan.*—Goods shall not be sold without 8 days' notice of sale.—S. 8.

*Alberta.*—Goods shall not be sold without 5 days' notice.—S. 8.

*British Columbia.*—Where goods originally bailed for more than \$50 have been retaken, the bailee or his successor in interest must be given 5 days' notice of sale.—S. 29.

#### Bailee's Right to Redeem.

*Ontario.*—If bailor resumes possession he must keep chattels for 20 days within which bailee may redeem on payment of amount due with interest and costs of taking possession.—S. 8.

*Quebec.*—No Act.

*New Brunswick.*—If bailor resumes possession he must keep chattels for 20 days within which bailee may redeem on payment of amount due with interest and costs of taking possession.—S. 6.

*Nova Scotia.*—If bailor resumes possession he must keep chattels for 3 months within which bailee may redeem on payment of amount due with interest.—S. 8 (8).

*Prince Edward Island.*—If bailor resumes possession he must keep chattels for 20 days within which bailee may redeem on payment of amount due with interest and costs of taking possession.—S. 4.

*Manitoba.*—No provision.

*Saskatchewan.*—If bailee resumes possession he must keep

chattels for 20 days within which bailee may redeem on payment of amount due with costs of taking possession.—S. 7.

*Alberta.*—If bailor resumes possession he must keep chattels for 20 days within which bailee may redeem on payment of amount due with costs of taking possession.—S. 7.

*British Columbia.*—If bailor resumes possession he must keep chattels for 20 days within which bailee may redeem on payment of amount due with interest and costs of taking possession.—S. 28.

#### INSUFFICIENT ENDORSEMENT.

A decision has been given by the Privy Council in the case of *Stewart v. Bank of Montreal* which may have an important bearing on business transactions in this country. Mrs. Stewart, wife of John Stewart, formerly President of the Bank of Hamilton, sued the Bank of Montreal to set aside certain guarantees and transfers of property which had been made by her to the bank, involving a total amount of some \$225,000. The claim was that these guarantees and transfers had been signed under the influence of her husband and without independent advice. The action was dismissed at the trial by Mr. Justice Mabee. The Court of Appeal for Ontario divided evenly on the appeal but the plaintiff won in the Supreme Court and the judgment of the Supreme Court has been sustained in the Privy Council. The result of the decision will, no doubt, be that greater care will be exercised in obtaining endorsements and securities from married women for obligations of their husbands. The decision is in reality no more than an affirmation of the rule of common law that where a person undertakes an obligation for the benefit of some one who is in a position to exercise undue influence, the burden of proving that undue influence was not used in obtaining the undertaking is upon the person in whose benefit the obligation is undertaken.

#### TO SECURE PERMANENT TRADE IN AUSTRALIA.

Canadian manufacturers desirous of placing their goods permanently and successfully in Australia should be determined to devote to it the same energy and acumen as bestowed on domestic business. At the outset, it must be apparent that Canadian business cannot become a permanent factor in Australian trade without the necessary representation either by direct travellers or through local agents selling the goods. At the present time there are in Australia three direct travellers, each representing separate Canadian industries, two of whom have been constantly on the ground for a considerable time. Their sales are increasing.

In the case of an individual firm the expense of maintaining a traveller constantly on the ground may be too expensive, but this has already been overcome—in one instance—by several firms, making non-conflicting lines, combining for that purpose. When such a course is not practicable, arrangements should be made with a reliable firm of manufacturers' agents in Australia under which capable representation is assured. Some Canadian manufacturers have been fortunate in securing the services of experienced salesmen and the business thus obtained has been satisfactory to both buyers and sellers. In other instances agencies have been placed with totally unsuitable men, without knowledge of the goods or the ability to exploit them.

Manufacturers, before making an appointment for their Australian representation, might find it to their advantage to make enquiries through this office as to the suitability of the applicants.—*Trade and Commerce Report.*

# STORAGE AND HANDLING OF PULPWOOD

A Modern Conveyer System in Operation in a Big Canadian Manufacturing Plant.

**A**N interesting example of mechanical conveyers applied to a large industry is shown in the plant of the E. B. Eddy Co. in Hull.

Photograph No. 1 was taken early in the season, when the storage was low, but at the present time this company has stored a winter supply, covering an area of 75,000 square feet



Pulpwood Conveyer E. B. Eddy Storage Yards

and amounting to nearly 9,000 cords of spruce pulp wood, of sticks ranging in sizes from 6 to 24 inches in diameter, and 2 feet in length.

This company operates this conveyer line four to five months each year. Beginning in the spring, the wood is floated down the Ottawa River in 12 to 16 feet lengths, butted automatically, and dumped into a haul-up conveyer.

The logs are hauled out of the water by means of a chain conveyer system, having barrel arm attachments, spaced at 8 feet intervals, delivering the logs to the saw table. The saw table has five circular saws, arranged in echelon. After the logs pass over the saw table they are dropped into a transverse conveyer, which in turn delivers them to the elevated wire cable system, as shown in the photograph. This cable conveyer carries the wood at the rate of 150 feet per minute, and has a total length of 500 feet and a maximum height of 65 feet above the wood storage yard. The wood is piled along the entire length of the conveyer, extending 350 feet wide at highest point. Arranged in the horizontal portion of the conveyer there are 14 drop valves, which are operated from a walk way (see photograph No. 2). These valves can be opened or closed by a toggle-joint operated valve, in order to distribute the pulp wood uniformly over the yard, and to obtain the maximum storage capacity for this conveyer line.

The construction and details of the conveyer system may be noted in the drawings. The supports are built entirely of structural steel, involving about 60 tons in its construction. The wire cable, operated on two Jeffrey flexible tooth sheaves, with return strand carried directly under the trough, has the take-up of the rope placed at the receiving end, and with an automatic tension maintained by means of a counter weight.

The capacity of this conveying system is over 500 cords per day, but, as explained before, the wood is only handled in the spring and summer months. As the wood passes along it is automatically counted.

The cable conveyer is operated from the head end by a three-phase 25-h.p. motor, which is placed in the small house shown at the end of the conveyer line. The entire conveyer system has been thoroughly tested out, and it was proved by actual demonstration that less than 20-h.p. was required to operate it at full load.

The special features noted in the construction of these details consist of a Jeffrey flexible tooth expansion rim cable sheave, which has several features to recommend it. The first consists of a flexible tooth, which backs up the cable and prevents the same from snapping off the sheave as the cable and flights are delivered from the sheave. The expansible rim feature allows an adjustment in the pitch to compensate for the wear of sheave and flights; and, furthermore, for replacements or sheave renewals, it is possible to replace portions of the expansible rim without going to the expense necessary to replace the entire sheave. This sheave has rendered it possible to make a successful cable conveyer of the scraper type.

In recent advices from G. H. Millen, joint manager of the above company, we are advised that the cost of operating this conveyer, outside of the power, is only about \$3.00 per day. The amount of saving effected over previous methods is fully 75 per cent. Formerly the wood was drawn from the sawmill to the piling yards by teams, and placed in heaps by hand. The new mechanical handling system obviates all the handling, hauling and piling, doing away with the work of four teams and sixteen men. In other words, a saving of from \$20.00 to



Rear View of Cable Conveyer Line Method of Delivering Stick Pulpwood.

\$30.00 per day is effected while handling this pulp wood mechanically.

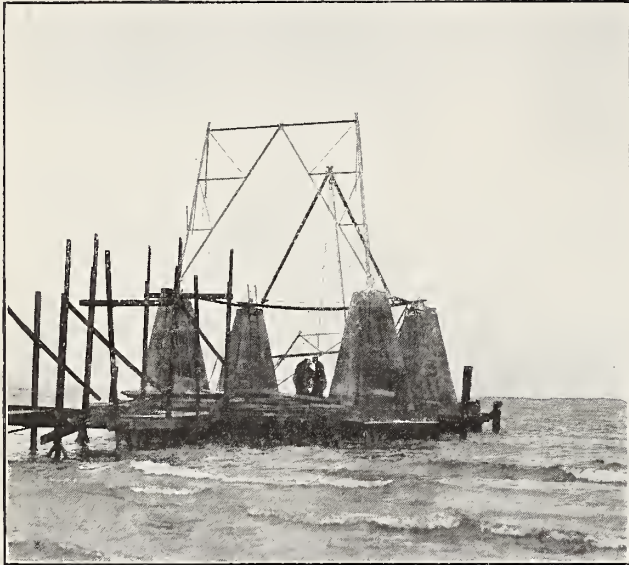
The entire conveying system was designed and built by the Jerrey Manufacturing Company, Montreal.

Mr. Millen further states that besides saving thousands of dollars expense compared with the old method, the disagreeable task of loading wet spruce pulp wood on wagons and rehandling same is entirely obviated. The pulp wood is hauled by electric trucks from the storage yards to the grinders.

## WORK OF THE DAY

**I**N its circuitous course around the end of the lake, the Hydro-Electric transmission line completed its eastern progress by taking to the water in Lake Ontario for almost its last stage. The photographs reproduced herewith show the construction of the cement piers and the steel towers about a hundred yards from the shore. The piers were constructed in several feet of water, but within the projected sea wall which will add a broad strip to Toronto's public lake shore property.

The only break in the transmission system now is in the short distance between the Humber and the transforming station in Toronto. The cable will be strung over this distance



Constructing Transmission Towers in the Piers. The Cement Piers Ready for the Superstructure

within a few days and then the city will be ready to undertake the supplying of light and power for its own requirements and those of the public.

\* \* \*

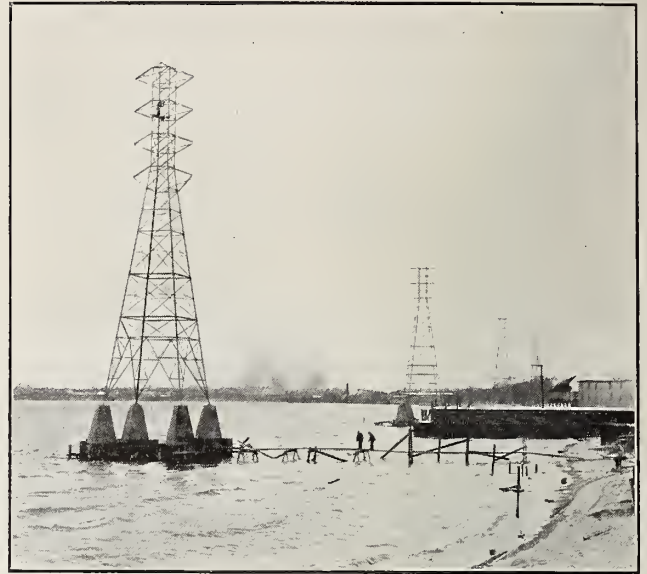
The panting and groaning of locomotives as they entered Toronto by G. T. R. from the west will soon be a thing of the past. By the expenditure of a great sum of money the grade is being reduced. Our illustrations show the big steam shovels cutting away a hill and transferring the clay to waiting cars.

The grade on the lake shore line has been the curse of railroad men since the road was built. The problem of overcoming grades has been the essential point in all projected entrances into the city. One of the chief objects to be attained by the use of the C. P. R. route through the north of the city, a route which will soon be duplicated by the C. N. R., was the escaping of the grade which is met with in entering on the lower level. That the problem was a very live one is amply shown by the great expenditure which the Grand Trunk Railway is making to overcome it.

\* \* \*

On another page of this issue is given a short description, with illustrations, of the work which has been accomplished during the past year by the Montreal Board of Harbor Commissioners. The work is truly national in that every section of the country is directly interested in the facilities offered by Canada's great summer port for the transference of goods, whether they be what we have to sell or what we wish to buy. With the construction of an adequate dry dock the shipping

facilities will be enormously improved. It was certainly an anomaly that a port doing the business of a nation, and visited annually by the great tonnage which comes up the St. Law-



Carrying Electricity to Toronto. Transmission Towers Built in Lake Ontario

rence, between the opening and closing of navigation, should be without the necessary plant to make the repairs which are inevitable from time to time.

\* \* \*

With this development of Canada's shipping facilities will come in the near future a great development in our ship-building. Canada will, within the next few weeks, place orders for war vessels to cost over twelve million dollars, extending in construction over three years. It is specified that they shall be built in Canada. Two of the largest of British ship-building firms have tendered, with the understanding that if they get the work they will establish ship-building plants in this country.



Cutting Away a Hill to Lower a Grade

With the vessels which are being tendered on as sure work during the coming years, and with an assurance of continued Government support, as the Canadian navy grows in size, a

strong industry should take root. Half a century ago Canada ranked high among the ship-building nations of the world. In the days of wooden vessels, every inlet in Nova Scotia bustled



Reducing the Grade on the G.T.R. Entering Toronto

with life and a host of artisans were employed in an industry that disappeared with the rise of iron and steel ships. Canada then was primarily a country of tall trees and mighty timber. To-day our steel plants are an element in the steel-making of the continent. The close proximity of coal areas to iron ore makes conditions extremely favorable for cheap manufacture on the Nova Scotian coast. Just as an excellent supply of raw material in former times made possible a ship-building industry, so may an excellent supply of another raw material have a similar effect now.

\* \* \*

Another national work of great magnitude, which will be under way in the near future, is the Quebec Bridge. In a previous issue of INDUSTRIAL CANADA the specifications were given, and it was stated that tenders had been received from four firms. These tenders are still under consideration, but it is expected that within the next few weeks, if not days, the contract will be let. The Quebec Bridge introduces new elements into the theory and practice of bridge construction. Alike in the length of the span and in the size of the various parts, it exceeds anything so far constructed.



Starting Downward —From the Witness.

The present design is the result of the collaboration of three eminent engineers, Messrs. Fitz-Maurice, of London, Eng.; Mojeski, of Chicago, and Vandelet, of Montreal. With the experience of the past to go on, and with the advantage of the report of the Commission that investigated the causes of the weakness in the former design and construction, they have evolved a design which is beyond the mark of criticism. It is hoped that the work will be done by a Canadian firm, and that the bridge will be a monument to Canadian skill and enterprise.

#### BIC SHIPMENT TO SOUTH AFRICA.

VARIETY was shown in the cargo of a recent vessel which carried Canadian exports from Montreal to South Africa. It was loaded to its capacity, with 5,200 tons of merchandise, including: 35,000 sacks of flour, weighing 1,750 tons; 2,184 cases of Quaker oats; 478 standards of spruce deal ends; 7,915 pieces of white pine lumber; 425 boxes of butter; 2,050 cases of condensed milk; 156 packages of cheese; 75 cases of lard; 69 kegs of hog casings; 50 casks of rolled oats; 106 bags of peas; 16,606 pieces of staves; 530 drums of calcium carbide, weighing 57,000 lbs.; 11 packages of hose; 227 pieces of pine shelving; 895 rolls of printing paper, weighing 300 tons; 161 packages of agricultural implements and parts thereof; 524 packages of agricultural machinery; 30 sacks of oats; one case of butter moulds; 561 packages of machinery; 64 crates of carriages; 7 motor cars; 2 cases of motor car parts; 1,287 bales of binder twine; 45 cases of organs; one case of organ pedals; 28 crates of chairs; 47 cases of folding chairs; 120 mules; 83 prize merino sheep for stock purposes; 24 crates of folding chairs; 92 rolls of roofing paper; 119 crates of wheelbarrows; 56 crates of furniture; 1,004 cases of fruit jars; 345 crates of wheel rims; 77 packages of windmill parts; 63 bundles of shovels; 88 boxes of plow parts; 61 boxes of harrow parts; 4 crates of gates; one crate of tables; 10 cases of yeast; 48 crates of wooden settees; 180 crates of window frames and sashes; 8 crates of hubs; 21 crates of spokes; 3 boxes of stoves; one bundle of stationery; and also 1,520 packages and cases containing various other articles of merchandise.

#### Consignments Carefully Packed.

It is satisfactory to learn from the Canadian Commercial Commissioner that the cargo when unloaded at the various ports was in very good condition. As the articles of merchandise imported from Canada are steadily increasing in number and variety, it behoves Canadian manufacturers and exporters to furnish their shipments with adequate protection against possible damage by handling. It is a matter of very great importance to Canadian trade with South Africa that the various commodities exported to this market should not only be of the best quality and carefully packed, but their transportation, especially perishable products, should receive very careful attention while in transit. Much depends upon having merchandise delivered in this country in sound condition.

The Goodyear Tire & Rubber Co., of Canada, Ltd., the Canadian end of the Goodyear Tire & Rubber Co., of Akron, Ohio, has purchased the business and plant of the Durham Rubber Co., of Bowmanville, Ont., and are now manufacturing a complete line of rubber products in Canada. From Mr. Van Bever, Vice-President of the Canadian company, it is learned that his firm has branches in Toronto, Winnipeg, Montreal and Vancouver, and are opening additional ones in St. John and Calgary.

# CHANGES IN FREIGHT RATES DURING NOVEMBER

List of Freight Schedules Filed with the Board of Railway Commissioners During month of November, 1910.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Canadian Pacific Railway.</b>				<b>Grand Trunk Railway.</b>			
Sup. 14 E. 1577	Sup. 14 E. 1163	Nov. 15, '10	Iron ore, copper, silver ores, etc., between points in Canada.	Sup. 2 E. 1834	Sup. 2 I. 86	Dec. 18, '10	Pig iron, c.l., import, Portland, Me., to Three Rivers, Que., \$2.60 per gross ton.
Sup. 10 E. 1537 Sup. 39	Sup. 10 E. 1132 Sup. 39	Nov. 17, '10	Absorption of switching charges.	Sup. 8 W. 222	Sup. 8 W 303	Dec. 19, '10	Pig iron, billets, etc., G. T. western stations to points in Canada.
Sup. 3 E. 1900	Sup. 3 E. 1490	Nov. 30, '10	Paper commodities between points in Canada.	<b>Western Trunk Lines.</b>			
Sup. 9 E. 1593	Sup. 9 E. 1180	Dec. 26, '10	Paper commodities from points in Canada to the U.S.	Sup. 13 A. 57	Sup. 13 58	Dec. 15, '10	Commodities from points in Western States to stations in Canada.
Sup. 2 E. 1634	Sup. 2 E. 1221	Nov. 28, '10	Import commodities from ship's side, St. John and West St. John, to stations in Canada.	<b>Lehigh Valley R.R.</b>			
Sup. 5 E. 1655	Sup. 5 E. 1242	Dec. 28, '10	Commodities from C. P. stations to Buffalo, Black Rock and Suspension Bridge.	Sup. 4 781		Dec. 1, '10	Classes from points on the L. V. R.R. to points in Canada.
E. 1946 Cancels E. 1904 Sup. 8 C. 1684 Sup. 3 E. 1841 Sup. 37 E. 1588	E. 1538 Cancels E. 1494 Sup. 8 E. 1271 Sup. 3 E. 1431 Sup. 37 E. 1175	Dec. 5, '10	Lumber, c.l., C. P. R. stations to points in Canada.	Sup. 3 744		Dec. 1, '10	Articles of iron and steel from L. V. R.R. stations to points in Canada.
				<b>Pennsylvania R.R.</b>			
				G.O. 278 Cancels G.O. 213		Dec. 2, '10	Rough iron forgings from points on the P. R.R. to stations in Canada.
				Sup. 30 J.J. 30		Dec. 1, '10	
				<b>Wabash R.R.</b>			
Sup. 3 E. 2045	Sup. 3 C.O. 67	Nov. 7, '10	Iron ore, c.l., Madoc to Hamilton, \$1.00 per net ton.	519 Cancels 32	11661 Cancels 34632	Dec. 2, '10	Classes between Wabash stations in Canada and points on the Niagara, St. Catharines and Toronto Ry.
Sup. 37 E. 223	Sup. 37 G.A.A. 3	Nov. 5, '10	Pig iron, c.l., Montreal to Cobalt, \$3.70 per gross ton.	Sup. 2 472	Sup. 2 A. 7753	Nov. 22, '10	Commodities from Wabash stations in Canada to points in Ontario.
Sup. 29 E. 1799	Sup. 29 C.Y. 10	Nov. 15, '10	Cancellation of rates on various commodities between points in Canada.	<b>Michigan Central R.R.</b>			
E. 2191 Cancels	S. 80 Cancels	Dec. 7, '10	Absorption of cartage at Guelph.	Sup. 14 1351	Sup. 14 7766	Nov. 14, '10	Iron and steel commodities between points in Canada.
Sup. 16 E. 1314	Sup. 16 C.P. 27	Dec. 26, '10	Wood pulp and sulphite pulp, c.l., Hawksbury and Ottawa, Ont., to points in the U. S.	1718	8656	Nov. 21, '10	Class and commodities from points in Canada to Boston, New York, etc., for export.
Sup. 9 E. 2020	Sup. 9 C.P. 57	Nov. 30, '10	Paper commodities between points in Canada.	Sup. 8 1549	Sup. 8 8264	Dec. 24, '10	Switching tariff.
Sup. 3 E. 1910	Sup. 3 I. 88	Nov. 24, '10	Hemp, manilla and sisal, c.l., ex foreign port, ship's side, Montreal Harbor to Walkerton, Ont., 17 cents per 100 lbs.	Sup. 11 1511	Sup. 11 8148	Dec. 23, '10	Classes and commodities from M. C. stations in Canada and New York, Boston, Philadelphia, etc.
Sup. 8 E. 2020	Sup. 8 C.P. 57	Nov. 28, '10	Paper commodities between points in Canada.	<b>Baltimore and Ohio R.R.</b>			
E. 2197 Cancels E. 1040	Cir. 1253 Cancels Cir. 1032	Nov. 10, '10	Information regarding European freight via Portland.	790 Cancels 483		Dec. 1, '10	Iron and steel articles from stations on the B. & O. R.R. to points in Canada.



## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.*

1038. **Milk Bottle Caps.**—A firm of dealers in milkmen's supplies in London, Eng., are anxious to get in touch with Canadian manufacturers of cardboard discs used as milk bottle caps. Further particulars on application.
1039. **Maple Butchers' Skewers.**—A firm in Brisbane, Australia, asks to be placed in communication with Canadian manufacturers of maple butchers' skewers.
1040. **New Brunswick Representative.**—Prominent warehouse man in St. John, N.B., already representing a considerable number of Western firms, is anxious to form connections with additional firms in Ontario and Quebec. Will receive, store and deliver goods.
1041. **New Zealand Representative.**—A member of one of the best-known firms of importers in Wellington, N.Z., is in Canada, with a view to establishing connections with a view first-class Canadian firms who can do business in New Zealand. References.
1042. **Oak Spokes.**—A Manchester firm asks for dimensions and prices of oak spokes from Canadian manufacturers.
1043. **Oatmeal and Rolled Oats.**—A large firm in Newfoundland wishes to hear from Canadian exporters of oatmeal and rolled oats.
1044. **Paper, Wood Pulp Boards, etc.**—A London firm, one of whose partners will be in Montreal in November, is desirous of getting into touch with Canadian manufacturers of paper, wood pulp boards, etc., desiring to increase their trade in Great Britain.
1045. **Pine Picture Molding.**—A Manchester firm asks for samples and prices of pine picture molding from Canadian manufacturers.
1046. **Pastry Boards.**—A Manchester firm wishes to correspond with Canadian manufacturers of pastry boards.
1047. **Pianos.**—A Mexican wholesale importing firm desires to get into communication with exporters of pianos.
1048. **Paper.**—A Mexican wholesale importing firm wishes to communicate with Canadian exporters of paper.
1049. **Readymades.**—A Newfoundland firm is open to purchase readymades.
1050. **Selling Representative.**—A firm of manufacturers in Toronto, members of the C. M. A., find that they can carry another line with their own. They would like to get in touch with another Canadian specialty manufacturer who would be interested in a proposition of this kind. Excellent connections.
1051. **South American and South African Trade.**—A recently established firm of export forwarding agents in New York City are open to represent first-class Canadian firms seeking business in these countries and in Australasia. Wish to act as exclusive agents.
1052. **Seeds and Agricultural Implements.**—A dealer in the above goods in Bellingen, Australia, is anxious to get in touch with Canadian exporters of same.
1053. **Strawboards.**—A Manchester firm asks for samples and prices of strawboards from Canadian exporters of same.
1054. **Shoes.**—A Mexican wholesale importing firm desires to get into communication with Canadian exporters of shoes.
1055. **Shoe Leather.**—A Mexican wholesale importing firm wishes to communicate with exporters of shoe leather and other shoemakers' supplies.
1056. **Tonic Wine Proposition.**—Particulars of a proposition for the manufacture of a tonic wine in Canada may be had on application to the Secretary. An English firm seek to get in touch with a Canadian manufacturer who would take up a proposition of this nature.
1057. **Underwear.**—A large Newfoundland firm is prepared to handle Canadian underwear.
1058. **Vehicles, Harness, Cream Separators, Agricultural Implements, etc.**—An Auckland, N.Z., firm, heretofore importing American vehicles, harness, cream separators, agricultural implements, etc., which are now subject to a surtax of 11 1-2 per cent., would like the names of Canadian manufacturers of the above; also the names of shipping agents in Montreal to do their business. Bank of New South Wales given as reference.
1059. **Wood Rims, Sicee and Riddle.**—One of the largest buyers of woodenware in Birmingham, Eng., is in the market for the above rims in oak, poplar, beech, elm or ash.
1060. **White and Quartered Oak, Liquid Glucose, Glass Bottles, etc.**—A Wellington importer would like to get into communication with Canadian manufacturers of the following articles: White and quartered oak, liquid glucose, glass bottles, cheap grade chairs, wood alcohol (62 per cent. o.p.), acetic acid (60 per cent.), acetate of soda, formaldehyde.
1061. **Wood Pulp Boards.**—A Manchester firm asks for samples and prices of wood pulp boards from Canadian manufacturers.
1062. **Wood Split Pulleys.**—A Manchester firm asks for catalogues and price lists of wood split pulleys from Canadian manufacturers.
1063. **Wagons and Carriages.**—A Mexican wholesale importing firm wishes to correspond with Canadian exporters of wagons and carriages.
1064. **Wire Fencing and Fence Wire.**—A Mexican wholesale importing firm wishes to communicate with Canadian exporters of wire fencing and fence wire.
1065. **Wash Boards and Wash Machines.**—A Newfoundland firm desires to be placed in communication with exporters of wash boards and wash machines in Canada.
1066. **Australian Trade.**—Representative of a well-known firm of exporters' agents, covering Western Australia, desires to purchase Canadian goods for that market.
1067. **Automatic Machine Products, Special Machinery, Patent Devices, etc.**—A well-known Ontario firm, with an excellent

- plant, is in a position to take up the manufacture of special lines such as the above, as the capacity of its factory is not all needed at the present time for its own product. As this firm is situated in a small Ontario town, it is in a position to manufacture cheaply. Name on application.
1068. **Axes and Hay Forks.**—A large Newfoundland firm wishes to buy axes and hay forks, and asks to be placed in communication with Canadian exporters.
1069. **British Representative.**—Manufacturers' agent in Haddington, Scotland, is interested in getting in touch with Canadian shippers of flour and other products whom he might represent in the Scottish market.
1070. **British Representative.**—A well-known commission merchant, who has had experience in Canada and Australia, has recently opened a business for the handling of Canadian products in Great Britain. Claims to have excellent facilities for assisting Canadian shippers to secure business there, and will also act as purchasing representative in Great Britain, if desired.
1071. **Buying and Selling Agent.**—Englishman, with many years' experience, desires to get in touch with Canadian manufacturers requiring services of such an agency.
1072. **British Representative.**—A Canadian, with many years' experience in Nova Scotia, has recently opened an agency to handle Canadian products and other exports. Desires to get in touch with a first-class firm of canners and cereal manufacturers.
1073. **British Guiana Trade.**—A firm of commission agents in Georgetown, Demerara, is open to handle first-class Canadian goods.
1074. **British Columbia Agencies.**—A well known firm of manufacturers' agents in Vancouver, B.C., seeks connections with eastern firms who desire trade in the following lines: groceries and confectionery, drug specialties, fancy goods, dry goods and men's furnishings, boots and shoes, hardware and furniture.
1075. **Bacon, Hams and Lard.**—A South African firm of commercial agents, with offices in Cape Town and Johannesburg, desires to be placed in communication with exporters and manufacturers of bacon, hams and lard.
1076. **Brushes and Brooms.**—Canadian manufacturers of brooms and brushes should correspond with a Dominica firm of general merchants desirous of importing these articles from Canada.
1077. **Biscuits.**—Exporters of fancy biscuits are invited to correspond with a Dominica firm.
1078. **Clothes-pins.**—One of the largest firms of export forwarding agents in New York City wishes to get quotations on clothes-pins, the ordinary round kind, 4, 4½ and 5 inches long. Will purchase in carload lots; shipment from Montreal or eastern Canadian port.
1079. **Calcium Carbide.**—A firm of import agents and hardware dealers in Havana, Cuba, desire to get in touch with Canadian shippers of carbide, other than that made by the Willson process. Will purchase in quantities of five thousand cans of one hundred pounds each per month.
1080. **Canned Goods.**—A Dominica firm would like to open up a correspondence with Canadian houses exporting canned goods.
1081. **Condensed Milk.**—Canadian manufacturers of condensed milk are invited to communicate with a firm of grocers in Dominica.
1082. **Condensed Milk.**—A Dominica merchant invites correspondence from Canadian shippers of condensed milk.
1083. **Cornice Poles.**—A Manchester firm asks for samples and prices of cornice poles from Canadian manufacturers.
1084. **Dry Goods.**—A firm in Dominica is desirous of getting in touch with Canadian manufacturers of tweeds and cotton goods.
1085. **Enamelledware and Washboards.**—A Newfoundland firm asks for prices of enamelledware and washboards from Canadian exporters.
1086. **Foreign Agencies.**—Well-known firm of export forwarding agents in New York City seeks connections with Canadian firms interested in foreign markets.
1087. **Flour.**—Two West Indian firms are desirous of getting in touch with Canadian milling concerns exporting flour to these islands.
1088. **Flour.**—A Scottish firm desires to import flour from Canada, and would like to hear from reliable shippers in the Dominion.
1089. **Flake Graphite.**—A London company invites samples and quotations from Canadian producers of large flake graphite who are in a position to ship supplies.
1090. **Gas Producer Apparatus.**—Particulars of an opening for the manufacture in Canada on a royalty basis of a new gas producer plant may be received through the Secretary.
1091. **Handles of all kinds, Axes, Hay Forks, Garden Tools.**—A prominent commission merchant in Sydney, Australia, desires to get in touch with Canadian shippers of the above and other handles. References. Has excellent facilities for doing a large trade.
1092. **Hammer Handles.**—A Manchester firm asks for prices and dimensions of hammer handles from Canadian manufacturers.
1093. **Iron Bedsteads.**—Exporters of iron bedsteads should correspond with a firm in Montserrat wishful of obtaining these articles.
1094. **Ironing Boards.**—A Manchester firm asks for dimensions and prices of ironing boards from Canadian manufacturers.
1095. **Leather and Belting.**—A well-known Newfoundland firm desires to be placed in touch with Canadian shippers of leather and belting.
1096. **Leatherboards.**—A Manchester firm asks for samples and prices of leatherboards from Canadian manufacturers.
1097. **Maple Flooring Blocks.**—A prominent firm of Glasgow timber dealers and importers is seeking connections for supplies of the above blocks for South African trade. Dimensions and other particulars on application.

1098. **Maple Blocks for Shoe Lasts.**—A prominent dealer in shoemakers' supplies, who has been handling shoe lasts for a number of years and has a connection with the largest buyers in England, proposes to manufacture these goods in Great Britain, and is interested in getting in touch with suppliers of kiln dried maple last blocks, and also blocks suitable for tree fronts. This is an excellent opening for the sale of these blocks.
1099. **Metal Ceilings, Cereals, etc.**—Swedish commercial man is interested in getting in touch with Canadian manufacturers of the above and other products suitable for the Swedish market, with a view to establishing agencies.
1100. **Mill and Mine Supplies.**—A Newfoundland firm interested in mines and mills would like quotations on supplies.
1101. **Oak Hubs.**—A Manchester firm desires dimensions and prices of oak hubs from Canadian manufacturers.
1102. **Office Furniture.**—A South African importer desires to communicate with manufacturers and exporters of office furniture, viz., roll top desks, bill filing, letter filing, and catalogue filing cabinets. Price lists and illustrated catalogues requested.
1103. **Paper Fibre.**—A firm in the roofing business in Belfast, Ireland, seeks connections with manufacturers of paper fibre used in the manufacture of roofing felts. Are prepared to buy in quantity.
1104. **Picks and Rakes.**—A large firm in Newfoundland wishes to correspond with Canadian manufacturers of picks and rakes.
1105. **Pianos.**—Particulars of an opening for pianos in the Fiji Islands have been received.
1106. **Quebec Representative.**—A commercial traveller in Bergerville, Que., seeks the representation of Ontario houses looking for business in Quebec Province.
1107. **Refined Sugar.**—A firm of grocers in Montserrat is desirous of obtaining refined sugar from Canada and invites correspondence from exporters.
1108. **South American Trade.**—Vancouver manufacturers' agent, who is building up trade for some Canadian manufacturers in Chili, Peru, and other South American countries, seeks additional agencies.
1109. **Scythes and Saws.**—A Newfoundland firm is open to buy scythes and saws made in Canada.
1110. **Silverware.**—Canadian manufacturers of silverware are invited to correspond with a firm of jewellers in Dominica.
1111. **Straw Board.**—A large firm of exporters is desirous of getting in touch with manufacturers of Canadian straw board.
1112. **Stationery.**—A merchant in Montserrat handling stationery would like to hear from Canadian manufacturers.
1113. **Straw Boards.**—A Manchester firm asks for samples and prices of straw boards from Canadian manufacturers.
1114. **Talc.**—Prominent firm in Vienna, Austria, dealing in minerals of all kinds, seek connections with Canadian exporters of talc. Will buy in fifty-ton lots, cash against documents.
1115. **Western Representative.**—A commission agent in Winnipeg is anxious to get in touch with eastern manufacturers of various lines which he could handle. Good experience and references.
1116. **Wrapping Paper and Cordage.**—A merchant in Dominica would be glad to hear from Canadian exporters of wrapping paper and cordage.
1117. **Wrapping Paper.**—A Dominica merchant is desirous of obtaining supplies of wrapping paper, and invites correspondence.
1118. **Wall Paper.**—A Montserrat firm would be glad to hear from Canadian exporters of wall paper of cheap grades.
1119. **Wall Paper.**—A firm in Dominica handling wall paper would be glad to hear from Canadian manufacturers.
1120. **Wrapping Paper.**—Two firms in Dominica are desirous of obtaining wrapping paper, and would be glad to receive information from Canadian manufacturers.
1121. **Woolen Goods.**—Two dry goods firms in Dominica would be glad to hear from woolen manufacturers, with a view to obtaining tweeds for their market.
1122. **Wooden Trunks.**—Canadian manufacturers of wooden trunks might correspond with a business man in Dominica.
1123. **Wood Button Molds.**—A Manchester firm asks for samples and prices of wood button molds from Canadian manufacturers.
1124. **Wood Bungs.**—A Manchester firm asks for samples and prices of wood bungs from Canadian manufacturers.

#### LABOR ENQUIRIES.

1. **Sewer Pipe and Pottery Trade.**—Gentleman who has had experience as superintendent of pottery works in Great Britain seeks position in Canada in similar trade. Would answer for pottery and sewer pipe business.
2. **Leather Process Expert.**—Frenchman, with many years' experience in a prominent French tannery in the manufacture of highly finished lacquered and enameled leathers, seeks position with a first-class Canadian firm. Samples of work on application.
3. **Sanitary Pottery.**—An Englishman, thoroughly versed in the pottery business, seeks position as sanitary fire-clay moulder in Canada. Has had experience in wash tubs, combinations, sinks, etc.
4. **Stationary Engineer.**—Englishman, with many years' experience as stationary engineer, seeks position in Canada. Is prepared to qualify by examination.
5. **Aeroplane Manufacturing.**—Frenchman in Montreal seeks connections with a factory that might be interested in the manufacture of aeroplanes in Canada.
6. **Boot and Shoe Repairer.**—Young Englishman, who has been apprenticed to the boot repairing trade, seeks position in similar trade in Canada.
7. **Industrial Chemist.**—Frenchman, holding diploma of Doctor of Chemistry from the School of Industrial Chemistry of Lyons, France, seeks position in Canadian manufacturing concern. Speaks German, and also Spanish and English.

#### SPECIAL ENQUIRY.

**Wooden Columns.**—A well-known Ontario firm, members of C. M. A., are interested in getting in touch with makers of cores for wooden columns. These cores are made out of a fibre similar to that used in mailing tubes. They range in size from three to four inches in diameter and from twenty to sixty-five inches long.

## AMONG THE INDUSTRIES

The Massey-Harris Co. will erect a warehouse in Moncton, N.B.

The Rice Malting Co. will spend \$255,000 on a plant at St. Boniface.

W. T. Whiteway will build a \$45,000 warehouse in Vancouver, B.C.

The Stewart Sheaf Loading Co. will build a factory at Elmwood, Man.

The Winnipeg Ceiling & Roofing Co. will erect a \$60,000 plant in St. Boniface.

The Midland Engine Works Co. suffered a loss by fire recently amounting to \$12,000.

The Canada Metal Co., of Toronto, have purchased a site in Winnipeg and will erect a large factory.

The Twin City Hoisting and Manufacturing Company are considering the location of a factory in Winnipeg.

The Taggart Iron Works, of Winnipeg, will establish a branch at St. Boniface. Buildings will be erected in the spring.

The Canada Box and Barrel Co. will build a factory in Pembroke. Jas. F. Munro, of Pembroke, is president of the new company.

The Canadian Autopress Co., of Toronto, have purchased a factory on Eastern Avenue, in that city, where they will carry on their operations.

By-laws have been passed by the rate-payers of Windsor granting special exemptions to the Windsor-Burlington Blanket Co. and the Penberthy Injector Co.

The Lumen Bearing Company have just taken out permits for the erection of a fireproof addition to their plant, which will increase their floor space by about eleven hundred square feet. The addition has been necessitated by the increase of their business in all their branches, both die castings as well as brass, bronze and aluminum castings. This is the second increase in their plant this year, as they increased their floor space by about three thousand square feet in July.

Although not many weeks have elapsed since the foundations were completed sufficiently to warrant the starting of steel construction on the site of the new Windsor Station, Montreal, considerable progress has already been made with the work. It has been decided to work all through the winter and to push the work forward as quickly as possible. Five hundred men are employed on the building, and it is expected this number will soon be increased. It is hoped that the metallic skeleton of the structure will be ready by the beginning of the spring, and the whole building completed in two years from now. The new Windsor Station, when the finishing touches have been applied, will be not merely the most imposing building in Montreal, but fit to rank with the finest railway structures in America. It will have a tower sixteen storeys in height, while the top of the flagstaff will be 250 feet above the foundation.



# Inter-phones

Inter-phones will connect all your departments—bring all the strings of your business to your own office chair—and make it possible for you to get in touch with any of your employees—or for them to get in touch with each other—at a second's notice and without loss of time.



No. 1324 Non-Flush Type-Metal Inter-phone for wall mounting



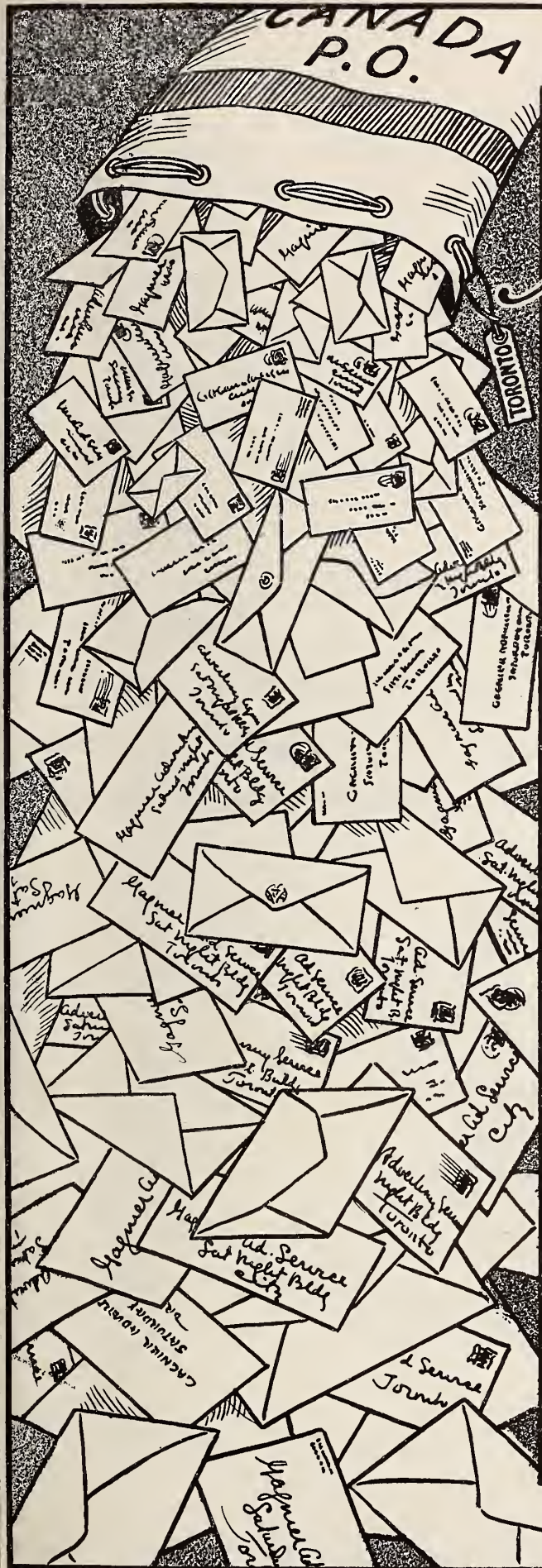
No. 2016—Type-Metal Inter-phone for desk use

Inter-phones cost little to install and operate at a low maintenance charge. The minutes they save will pay over and over again the cost of their installation and operation.

On request we will be glad to send you FREE Bulletin No. 1062 with full particulars.

**THE Northern Electric**  
AND MANUFACTURING CO. LIMITED

Manufacturers and Suppliers of all apparatus and equipment used in the construction, operation and maintenance of Telephone, Fire Alarm and Electric Railway Plants. Address our nearest house.  
MONTREAL TORONTO WINNIPEG REGINA CALGARY VANCOUVER



# A thousand inquiries a week!

The manufacturer of a widely-used structural material came to us last spring and said :

"I'm going to publish a book and I want inquiries—lots of them—all that you can possibly get. Now I expect you will prepare copy that will do this for me. In other words, I am going to put it up to you to make my advertising profitable."

Last August the advertising started. From the very first inquiries poured in at such a rate as to keep our printing department on the hustle to meet the demand. Within a few weeks the number of inquiries reached an average of about 1,000 a week, until the initial order of books was completely exhausted.

However, we still wear the same sized hat. As for the manufacturer, while not saying much, he has sent in a further order for 20,000 books, and increased his appropriation for 1911. *There are times when actions do speak louder than words.*

We'd be glad to give you the manufacturer's name at the first show of interest. Better yet, let us submit some practical selling ideas for your advertising for next year. An inquiry would incur no obligation—and might put you in possession of much useful information. We are at your service.

A complete exposition of our service is contained in a beautifully gotten up book entitled, "The House and the Service," which will be ready at the first of the year. As the edition is extremely limited, we suggest your writing at once for your copy.

**GAGNIER  
ADVERTISING  
SERVICE**


Saturday Night Building - TORONTO

DISTRICT OFFICES  
MONTREAL OTTAWA  
HALIFAX COBALT


## CANADA FOUNDRY COMPANY, LIMITED

HEAD OFFICE AND WORKS: TORONTO


DISTRICT OFFICES  
WINNIPEG VANCOUVER  
CALGARY ROSSLAND




STEAM LOCOMOTIVES




ELECTRIC LOCOMOTIVES




RAILROAD BRIDGES




STEEL BUILDINGS




STEAM SHOVELS




WRECKING CRANES




AIR COMPRESSORS




ELECTRIC PUMPS




TURBINE PUMPS




PUMPING MACHINERY




WATER TUBE BOILERS




GASOLINE ENGINE




STEAM BOILERS




GAS ENGINE




STONE CRUSHER




CONCRETE MIXER




DRINKING FOUNTAINS




GATE VALVES




HYDRANTS




GATE VALVES SCREWS AND NUTS



COCHRANE HEATER




GAS PRODUCERS




ROAD ROLLER




BRONZE DOORS




STAND PIPE



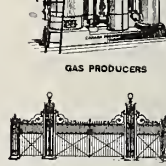
FOUNTAIN




WATER TOWER




FIRE ESCAPE



WROUGHT IRON FENCES



IRON CAPITALS



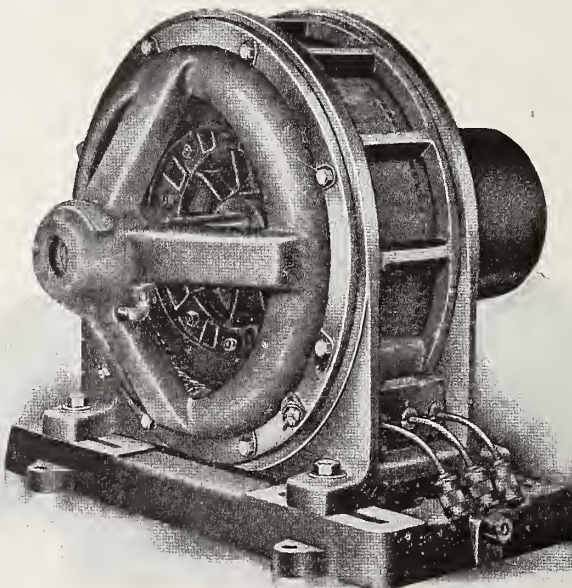
IRON COLUMNS

DAVENPORT WORKS, CANADA FOUNDRY COMPANY, LIMITED

LARGEST GENERAL ENGINEERING WORKS IN THE DOMINION OF CANADA

# INDUCTION MOTORS

SUITABLE  
FOR ALL  
PURPOSES



Skeleton Frame

—

Thorough  
Ventilation

—

High  
Efficiency

—

Over Wide  
Load Ranges

Form "K" Induction Motor

## CANADIAN GENERAL ELECTRIC CO., Limited

Head Office, TORONTO

MONTREAL   HALIFAX   OTTAWA   WINNIPEG   CALGARY   VANCOUVER   ROSSLAND

## AMONG THE INDUSTRIES

A proposal has been made to the Toronto City Council by the Brown Milling Co. looking to the establishment of a flour mill on the harbor front, with a capacity of 6,000 barrels a day, and an elevator capacity of 1,000,000 bushels. It is believed that the necessary arrangements will be made with the city.

Jonathan Rogers, of Vancouver will build a ten storey office building in that city, at a cost of half a million.

The Boyd-Fordham Company, of Vancouver, will erect a warehouse in that city, work to commence at once.

The Alpha Chemical Co., of Berlin, suffered a \$15,000 loss by fire recently.

Chatham is to be the location for a Canadian branch of a United States manufacturing concern. The American Pad and Textile Co., of Greenfield, Ohio, will build a factory there, to supply the Canadian market.

It is reported that Beatty Bros., of Fergus, will build an addition to their factory in the near future.

To provide for expansion, The C. Turnbull Co., of Galt have bought property adjoining their mill, and will build an addition soon.

W. W. Hesson and W. E. Rothwell are considering the establishment of a factory in Guelph, to manufacture carpet sweepers, etc.

The McLaughlin Motor Car Co. will build a garage in London.

The National Hardware Co., of Orillia, will build an addition to their factory.

The Canadian Cotton & Silk Manufacturing Co. propose building a factory at Beauport, P.Q.

T. S. MacKenzie is building a \$20,000 warehouse in Lethbridge, Alta.

The Queen City Oil Co. will erect a warehouse in London, Ont., at a cost of \$50,000.

The Thomas Shoe Co., of Cleveland, O., will establish a Canadian branch in Lindsay, Ont.

The South Bridge Spectacle Co., of South Bridge, Mass., are negotiating for a site for a Canadian branch at Montreal.

The Steel & Radiation Co., of Toronto, will, it is said, build a foundry on a site on the Lachine Canal.

The Guelph Carpet Co. have purchased the plant of the Montreal Carpet Co. at Sherbrooke, and will enlarge it.

The Walter Baker Co., of New York, have purchased a factory in Montreal, and will commence operations there as soon as the building has been remodelled.

The International Tool Steel Co. have completed their arrangements with the town of Port Hope, and it is expected that work will commence on the building soon.

Your office should be neat and attractive. The impression invariably formed by customers upon their first visit is often lasting. You cannot afford to have this impression adverse to your interests. It means dollars and cents to you. A great deal depends on the interior finish. :- :- :- :-

## METALLIC Ceilings and Walls

add DIGNITY and QUALITY to the office. They lend readily to any style of decoration desired. They NEVER crack, warp or discolor; are SANITARY and ABSOLUTELY FIREPROOF. Years after they are in perfect condition, as handsome as when first erected.



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—The Philosopher of Metal Town.—

### The Metallic Roofing Co., Ltd.

Manufacturers and Exporters  
Toronto and Winnipeg

# PRESTON STEEL CEILINGS are handsome and sanitary

You can make a decided improvement in the appearance of your offices by erecting a PRESTON STEEL CEILING over your plaster ceiling. It will take less time than to replaster, and there will be no dust.

PRESTON CEILINGS are very handsome. Their cost compares favorably with plaster. They are fire-proof and lasting.

Write for Estimates

**METAL SHINGLE & SIDING CO. LTD.**  
**PRESTON & MONTREAL**

## AMONG THE INDUSTRIES

The Canadian Chicle Co., who were reported as having received a free site from the city of Peterborough, as a matter of fact bought land from the corporation, on which they will build a factory.

The Alexander Cross Co., of Glasgow, are considering the establishment of a fertilizer plant at Sydney, N.S. They would use the slag from the steel plant. The plant would entail the expenditure of about \$40,000.

The Spanish River Pulp & Paper Co. will build a sulphite mill and a paper mill next year, at a cost of \$800,000. The paper mill will have a capacity of 200 tons a day. Several new names will be added to the directorate, following a re-organization which has just been effected.

## Chemical Laboratories

LIMITED



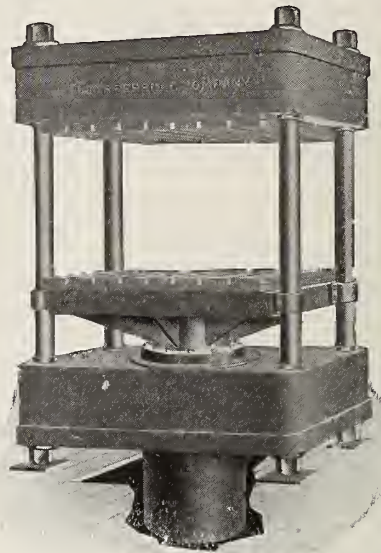
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**MONTREAL**

**WINNIPEG**



# INDUSTRIAL CANADA

ISSUED BY

*The* CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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No. 6

## INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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TORONTO

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### COMMENT OF THE MONTH.

#### An Answer To Grain Growers.

A COMPLETE answer to the demands of the Grain Growers was given by Mr. T. A. Russell in an address before the Canadian Club, Toronto, on December 29th. Moderate in statement and temperate in tone, it was in striking contrast to the extravagance and recklessness of the farmers' representatives. They, in their session at Ottawa, revelled in generalities. The farmer was downtrodden, the manufacturer was growing fat at his expense. They were careful to refrain from mentioning the fact that in the past twenty years there has been no increase in the cost of manufactured goods, that is to say, the goods that the farmer buys, whereas in the same period food products, the things which the farmer sells, have increased on an average of over fifty per cent. Nor did

they refer to the very evident prosperity which is manifested in the farming districts of Canada, but particularly in the Great West. Of this they were well aware, for they were the personal representatives of a company, the Grain Growers Company, which has earned big profits during the three or four years of its existence; while the individual farmers, through the facilities which have been supplied to them for marketing their produce have earned a greater dividend on their cash investment than any class of business men in Canada. Mr. Russell carried the war into Africa. Not only did he show that what the farmers who went to Ottawa demanded was not in the interests of the farmers, but that the farmers themselves, as represented by leading individuals and organizations, were strongly opposed to the policy there advocated. The vegetable growers of the West, the fruit growers of Ontario, the farmers of Quebec, all were quoted by actual resolutions as opposed to reciprocity with the United States. Under the circumstances nothing could be more erroneous, as Mr. Russell pointed out, than the idea that the deputation which waited on the Government represented the farmers as a whole. Far from it. Thoughtful farmers realize that it is the home market that counts. No attempt is made here to synopsise Mr. Russell's argument. The address is reproduced in full on another page of this issue of INDUSTRIAL CANADA.

#### Value of Organization.

ATTENTION is called to a digest of the recent decision of the Board of Railway Commissioners, appearing elsewhere in this issue, on the important Express case, which had been before it for several years. Seldom has the Canadian Manufacturers Association carried through a more important work than that which has eventuated in the present decision. Before the express companies were even placed under the jurisdiction of the Railway Board, the Canadian Manufacturers Association demanded an enquiry into the conditions under which they carried traffic and the tolls which they collected for the service given. Since then, and particularly since the late Chief Commissioner, Judge Killam, opened the investigation, which, after a considerable, though unavoidable, delay, was resumed by Judge Mabee, the case for the

public has been watched closely by representatives of the Association. It is not too much to say that the chief burden of preparing the evidence for submission to the Commission rested throughout with the Transportation Department of the C. M. A. It is satisfactory for the members to know that through their organization they have brought about greatly improved conditions of express carriage at, in many cases, a very substantial reduction in cost.

#### Workmen's Compensation in Quebec.

**A**LTHOUGH the Workmen's Compensation Act of the Province of Quebec was passed less than two years ago, representatives of organized labor have already started an agitation for its amendment. The Act was passed after a full and exhaustive investigation by a Commission and after a general agreement had been arrived at between employers, employees and the Government. At the time it was felt that employers had gone a long way towards meeting the demands of organized labor; in fact many considered that a responsibility was placed upon employers and a burden added to industry that were unjustified either in economics or ethics. That there is no limit to the demands of unions is shown in the present instance. Every concession is used, not as the rectification of an unfair condition, but as a stepping stone to greater demands and higher privileges. Such has always been the experience in legislation of this kind. So in this case the labor leaders say that "the Workmen's Compensation Act as it stands at present is too restrictive in its application to be of value to the workman" and that "the great trouble with the Act is that it does not compensate the workmen." It is regrettable that an effort such as is represented in the Quebec Act, for the solution of an industrial problem, should be used as a subject for agitation and discord. In the measure which is now on the statutes of the Province the workmen are protected liberally. A definite procedure is laid out for the collection of compensation, no expense has to be undertaken for law costs. A specified sum is payable under certain clearly-defined conditions, the conditions having been approved by representatives of the workmen themselves. Under these circumstances an agitation against the present measure is worthy of no public support or sympathy.

#### Reciprocity and British Investments.

**I**N considering further investments would the capitalists be more likely to decide for Canada if our trade were directed to the United States? For that is what reciprocity means. Just now the current is with us. If we proceed with the construction of the Georgian Bay Canal and the Hudson Bay Railway and the enlargement of the Welland Canal, not to say a variety of smaller enterprises, we will need two or three hundred millions in the

next few years. Where are they to come from? Certainly not from the United States. Capital is sensitive. Let us not give to it a jolt in this important stage of national development."—*Sir Geo. W. Ross, before Toronto Board of Trade.*

#### New Bank Act Proposed.

**T**HE periodical revision of the Bank Act, under which the banks will hold their charters for the next decade, is now before Parliament. No radical changes are included in the Bill as presented by the Prime Minister, but a number of important additions have been made. Most important in many respects is the tightening of the responsibility of officers and employees. The annual report hereafter will have to be signed not only by the president but also by three of the directors. It shall be the duty of every officer who signs a document to see that the facts for which he is vouching are correct. It will not be sufficient hereafter to urge or prove that a document or statement was signed in good faith. The signature presupposes that the signer is conversant with the facts and vouches for them. Personal responsibility is set up.

Provision is made for an audit by the shareholders at any time. The shareholders, at a general meeting, can appoint auditors of their own, to have the affairs of the bank specially audited, and at any time thereafter a proportion of the shareholders, representing five per cent. of the capital of the bank, can ask for the appointment of such auditors. These auditors will have full access to the bank's books, the right to inspect, compel the production of all information deemed necessary, and their report is to be included in the annual statement presented to the shareholders.

A new provision specifies that the products of the forest, which may be tendered as security to the banks, are to include sawlogs and railway ties as timber, and deal boards and staves as other lumber. Another new feature deals with the organization of a bank. In order to remind shareholders or intending subscribers that they are subject to the double liability, it is provided that all documents issued in connection with the formation of a bank shall have printed upon them the section of the law which provides for the double liability of the shareholders. It is further set out that if the promoters fail to organize a bank, then the money paid in has to be returned to subscribers without any deduction for promoting fees or any other expense except what is allowed by the subscribers themselves.

#### Difficulties in Export Trade.

**C**ANADA'S export trade in manufactured goods has not yet attained the strength and diversity that may be expected of it a few years from now. At times our Trade Commissioners are inclined to grow critical over our apparent lack of aggressiveness in foreign markets.

While there are many and strong reasons for making special exertions to get a share of the foreign business which is offering, our Commissioners should not grow discouraged if the results of their efforts come somewhat slowly. So far only a few, comparatively speaking, of Canada's manufacturers are big enough or strong enough to go after an export trade. Some there are who have worked up a special organization for this purpose and who sell profitably in the four corners of the earth. But the great majority are utilizing their capital to the utmost to meet the demands of the Canadian market. Canada is growing rapidly. The West is developing more than any region in the world to-day. The factory equipment which is sufficient to supply the demands of today is found to be inadequate for to-morrow. So in most cases every effort is being made to cater to the home market and to meet the extraordinary demands which are being made upon producers in every line. Especially where, as in Canada, keen competition from a powerful manufacturing nation is constantly felt, there can be no cessation of the fight to maintain supremacy at home. As, however, firms grow in strength and experience more and more will follow the lead of those companies which have built up a valuable export trade. Already our goods are known in New Zealand, Australia, Mexico, and South America and South Africa, to name some of the more important buyers of Canadian goods. The far east is familiar with them and our sales even of manufactured goods in Europe, while not large, are increasing. Meanwhile the ground is being prepared by the investigations of Trade Commissioners and by the quality of the goods which are being exported to all these markets. The small trial order of this season will, if conditions are favorable, expand into a valuable trade connection in the years to come. That Canadian firms are not heedless of the export trade is shown by the considerable number of letters INDUSTRIAL CANADA receives from month to month in response to the Trade Enquiries published therein.

### Protection of National Investments.

**B**UT, as business men, think of the money invested; you have taxed yourselves for hundreds of millions to create those channels of trade Sir Francis Hincks said would have to be created. If you had had Reciprocity it would have done away with that, and much of it would be now rendered comparatively useless. Your east and west canals, and the route to the far north, by Hudson's Bay, you have spent all that to carry your grain and other produce; but this tremendous asset you are throwing away if you are going to send it over the Jim Hill rails. Then

think of the wages. Fifty-four per cent. of the total income of the railways is paid out in wages alone. Think of the difference it makes whether that traffic goes by way of Boston, Portland and New York, and not by Montreal, Halifax and St. John."—*Hon. Wallace Nesbitt, before Canadian Club, Toronto.*

### Fiscal Will o' the Wisps



Mr. Fielding: "I don't believe it would pay to follow either."

### Canadian—West Indian Trade.

**A**S indicating the development of trade between Canada and the West Indies, the Pickford & Black Steamship Company state that the export of flour to the islands has more than doubled during the past year. Between 150,000 and 175,000 packages have gone forward by their steamships alone. As a consequence of this enlargement of trade the

company will increase the frequency of their sailings, beginning with the first of the year. Hereafter there will be a sailing between Canada and Jamaica every ten days instead of every two weeks as heretofore. Pickford & Black state that they are still prepared to carry Canadian business men and commercial travellers wishing to extend their trade with the West Indies at a reduced fare of \$97.50 for the round trip, Halifax to Demerara and return, and \$116.60 from Toronto. Steamers leave St. John (Halifax one day later) for Bermuda, St. Kitts, Antigua, Montserrat, Dominica, St. Lucia, St. Vincent, Barbados, Trinidad, and Demer-

ara, on Jan. 16, Jan. 28, Feb. 9, Feb. 21, March 5, March 17, and March 29, and every twelve days thereafter.

#### Fix Responsibility.

IT has been established that one-third of the fires which have been devastating the forest areas of Canada during recent years have been caused by sparks from locomotives. The Commission of Conservation propose to have legislation effected fixing the responsibility on the railway companies for all loss caused in this way, unless the companies can show that they have taken all reasonable precautions to prevent such fires. The precautions will include the best possible spark-arresting devices, efficient fire-fighting staffs to check fires which have been started, and the companies will have to show that there has been no negligence on the part of their employees in allowing fires to start or spread. Public opinion is with the Commission in this reform. The average citizen has found it difficult in the past to appreciate the immensity of the national loss which forest fires have caused. The destruction occurs at a far distance and apart from the loss of human life the evil results are not immediately felt. Now, however, the pinch is being felt and, owing in no small measure to the educational work carried on by the Commission, there is no longer any doubt as to the real loss or the real losers. The myth about our unlimited forest resources has given place to the spectre of a forest famine. In view of the very apparent limit to the forest supplies of this continent, it behooves us to guard with the utmost jealousy what timber areas we still have left. Fire is the greatest enemy of the forest. It is no exaggeration to say that hundreds of millions of dollars have been lost to the country in this way. A good public service is being performed by the Commission of Conservation in investigating the causes of forest fires and in devising means for their elimination.

#### A Prosperous Class.

LIKE all other classes, there are all kinds of Western farmers. But they are no down-trodden class. The heel of the manufacturer has not been on their neck; it has been at the foot of the ladder steadying it so that they might mount. Many of them are landlords, who measure their possessions in the denominations by which countries and continents are measured, that is, square miles. Many live in towns and farm by proxy, simply letting contracts for sowing and reaping. I met more than one man in the West threshing 100,000 bushels of grain. Many, I say, are landlords, not farmers. Others, of course, are not. We, as manufacturers, grudge them not this—rather we are glad. We rejoice in their prosperity, but surely we have a right to ask that they drop the fervid oratory talk about paying tribute to anyone; when it is the

common knowledge in Canada to-day that there is no class in Canada making so great a return on his cash investment as the farmer in North-western Canada.”—*T. A. Russell, before Canadian Club, Toronto.*

#### Exhibiting Canada's Products.

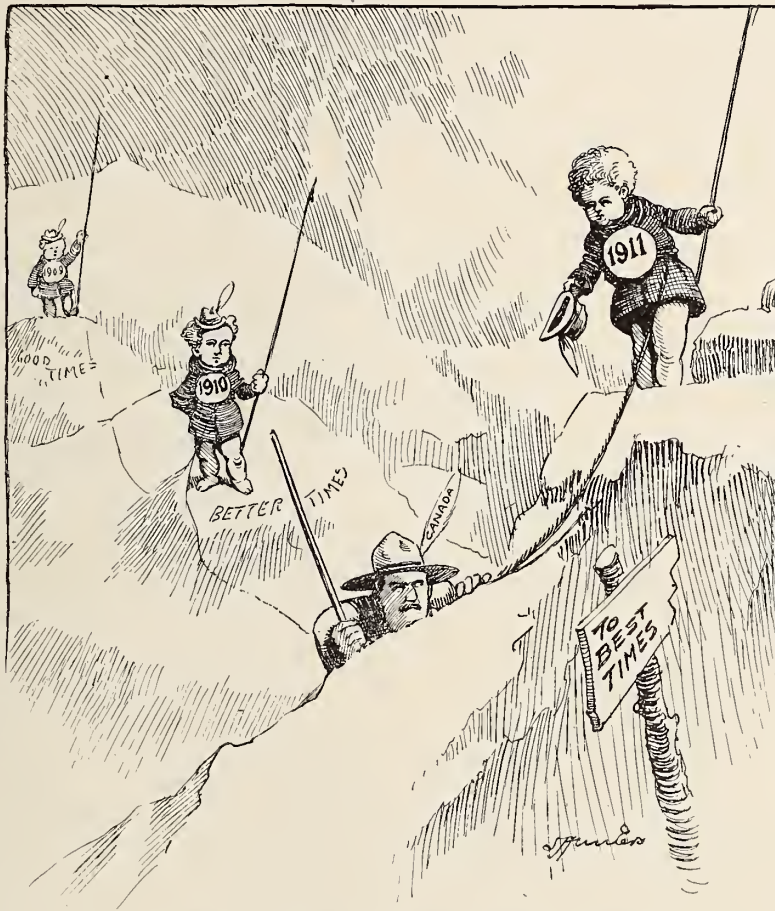
DISCUSSING the reference to the annual land show at Chicago in the December INDUSTRIAL CANADA, Mr. F. T. Fisher, Secretary of the Edmonton Board of Trade, calls our attention to the exhibit made by Edmonton and Lethbridge in Chicago during the progress of that show. Samples of wheat and oats grown in Alberta were shown to be a steady stream of visitors who thronged the Canadian booths from morning till night. “Most of the visitors at the Edmonton booth,” Mr. Fisher states, “had the old notion about the severity of the winter climate in Alberta, and the Edmonton representatives spent considerable time in putting them right.” Mr. Fisher inquired of hundreds of visitors regarding the value of their lands and was told that values ranged from \$150 to \$300 per acre. When he asked them how they would like to exchange their farms for better lands and receive \$125 to \$175 per acre to boot, they began to do some figuring. He asked them if they could produce such grain as he was showing them on their \$300 land, and they had to admit that they could not. Then he asked them why they should not consider land capable of producing such grain worth \$25 per acre, and this puzzled them all the more. As a rule they wound up by taking away a lot of literature and announcing their intention of coming out to Alberta in the spring and seeing for themselves what the country had to offer. Such arguments as these are powerful immigration agents.

#### Campaign for Conservation.

A DRAFT programme has been issued for the Dominion Forestry Convention which will be held in Quebec on Jan. 18, 19 and 20. It includes discussions on subjects which are of the greatest importance in the work of conservation upon which Canada has entered. Sir Wilfrid Laurier will be Chairman for the first session, and the Convention will be opened by the Governor-General. The first morning will be devoted to addresses of welcome by Sir Lomer Gouin and the Mayor of Quebec, with replies by Hon. W. C. Edwards, Mr. R. L. Borden and the representatives of various Provinces and industries. In the afternoon Hon. Clifford Sifton will deliver an address on Conservation. He will be followed by Hon. Jules Allard, R. H. Campbell, Hon. F. Cochrane, H. S. Graves, Chief Forester of the United States, and Hon. W. C. H. Grimmes, Surveyor-General of New Brunswick. Hon. Sydney Fisher will speak at the Thursday meeting, after which the subject of Protection against Fire will be discussed. Forestry Education will be discussed by Prof. B. E. Fernow and others, and a paper will be read on Injurious Insects, by

Dr. C. Gordon Hewitt, Dominion Entomologist. Friday will be devoted to a consideration of lumbering regulations. The subject will be discussed by practical lumbermen and administrators. Mr. G. C. Piche, Chief of the Quebec Forest Service; Mr. Paul Blue, Superintendent of Woods and Forests, and others will contribute to the symposium. The programme will include a banquet tendered to the guests by the Quebec Government on Wednesday evening and a trip to Montmorency Falls on Thursday. It is very desirable that there should be a large attendance from all parts of Canada. All who are interested in the great question of the conservation of our natural resources are invited by the leaders of the movement to attend.

### A Famous Mountain Climber



Mr. Canuck and his relay of trusty guides

### Joint International Regulation.

ANOTHER step has been taken towards the establishment of an international commission within whose power will lie the regulation of international rates and conditions of traffic. Some months ago the necessity for a mutual agreement between the United States and Canada was recognized and a meeting of the chairmen of the two national railway boards was held, at which the subject was discussed. It is now stated that the Chief Commissioners have agreed upon a course of action which they will recommend to their respective Governments. Whether the result will be attained by means of a treaty or by joint legislation has not been stated. Heretofore the Interstate Commerce Commission and the Board of Railway Commissioners have exercised jurisdiction over the lines operated in their respective countries. With the growth of international trade the situation has, however, become more and more complex. Canadian roads have acquired branch lines and terminals in the United States and *vice versa*. There is no power now existent which can regulate the joint rates and joint service of these roads. As a result, discriminations and variations are still possible in this class of traffic although they have been successfully eradicated in the local traffic of both countries.

### A Business Barometer.

WE have come to look upon the annual bank statements as a summing up of the country's business activities for the year. As credit is the essential condition of modern business, and as the banks alone make a system of credit feasible, it is not to be wondered at that in a large measure the prosperity of the banks reflect the general prosperity of the country. Not alone is this shown in their actual profits but also in the extent to which they favor industrial expansion, that is to say their confidence in the continuance of existing favorable conditions. No institution in any country is better able to size up the business situation as a Canadian bank. It has its branches extending from one end of Canada to the other, in the borrowing and in the lending districts, and wherever it does business it of necessity has intimate knowledge of the condition of trade. Its very existence depends upon such a knowledge. The increased deposits, loans and profits for the past year, as indicated in the annual statement of The Merchants' Bank of Canada, published elsewhere in this issue, is a proof not only of the strength of that institution, but also of the country's general prosperity and activity. The forecast made by Sir H. Montagu Allan in his presidential address is worthy of reproduction. "There is still

much railway construction in prospect, and more and more land is coming under cultivation. The tide of immigration turned this way is altogether likely to continue, and, generally, prospects for the next twelve months' business may be considered as bright."

### Confirmation of Interswitching Order.

AN important decision was given recently by the Board of Railway Commissioners, confirming the General Interswitching Order of some months ago. It is satisfactory to know that the public can depend upon a proper degree of permanency in the regulations approved of by the Board.

## STEAMSHIP SAILINGS

- St. John to Liverpool—  
Canadian Pacific, Jan. 13, Feb. 10.  
Allan Line, Jan. 20, 27, Feb. 3.
- St. John to London—  
Canadian Pacific, Jan. 18, Feb. 1.
- St. John to Manchester—  
Manchester Liners, Jan. 7, 21, 28.
- Halifax to Bristol—  
Canadian Northern, Jan. 11, 25.
- St. John to London and Havre—  
Allan Liner, Jan. 11.
- St. John to Australasian Ports—  
New Zealand Shipping Co., about Jan. 15.
- St. John to South Africa—  
Elder-Dempster, about Jan. 20.
- St. John to Dublin—  
Head Line, about Jan. 25.
- St. John to Belfast—  
Head Line, about Jan. 15.
- St. John to Havana—  
Munson Line, about Jan. 28.
- St. John to West Indies (various ports)—  
Pickford and Black Line, Jan. 4.
- Halifax to Turk's Island, Cuba and Jamaica—  
Pickford and Black Line, about Jan. 12.

## INTERNATIONAL EXHIBITIONS

With reference to the International Exhibition to be held at Omsk from June 15th to 28th and Aug. 1st to 14th, 1911, the British vice-consul at that place (Mr. S. Randrup) writes again drawing attention to this exhibition, which, he says, will undoubtedly provide an opportunity for manufacturers to enter the Siberian market. Besides bringing before the notice of the public, both in Russia and abroad, the resources and productivity of Western Siberia, and the improvements that have been attained there in agriculture, trade and industry during the last fifteen years, the exhibition aims, state the Exhibition Committee, at showing various articles of import into the country, with a view to acquainting the inhabitants thereof with improved tools and machines for agricultural and industrial purposes. Special mention may be made of the opportunity for exhibiting cold storage and refrigerating plant, which is greatly needed in Siberia.

Applications for space will be considered, provided that all has not been previously allotted, up to June 1st to 14th, 1911.—*Board of Trade Journal.*

An international exhibition of agriculture and commerce will be held in Bangkok, Siam, during the summer of 1911. The section devoted to agricultural machinery will appeal to foreign nations. Applications for space must reach the President of the Committee of the Exhibition of Agriculture and Commerce, Bangkok, before the end of February.

An International Motor Exhibition will be held at Copenhagen in 1912 in connection with the fourth Scandinavian Fishery Meeting. The exhibition will have for its president the Minister of Agriculture, and will receive a subvention from the Government.

Attention has already been called to the International Exhibition which will take place in Turin in 1911. The Exhibitions Branch of the British Board of Trade has announced that a large number of British manufacturers will be represented. It will be remembered that Great Britain had an excellent exhibit at the Brussels Exhibition, and it is understood that much business, particularly in the chemical industries, developed as a result thereof. The Board of Trade is now preparing to make a still more adequate showing of Britain's manufactures. The Turin Exhibition promises to be one of great importance, particularly in view of the commercial and industrial advances that are now being seen in Italy.

## NEW PATENTS

- The following is a list of Canadian patents granted by the Canadian Patent Office to Canadians and furnished by Messrs. Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada:—
- 129,643, O. Frechette, St. Pierre, Man.—Ditching Machines, J. Forsall.
- 129,646, Jas. S. H. Kerr, Toronto, Ont.—Force Cups. The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.
- 129,648, Andrew W. Aitken, Springfield, Ont.—Gearing for Traction Engines.
- 129,672, I. M. Allan & W. E. Denise, Montreal, Que.—Reinforcing means for Concrete Structures.
- 129,675, G. G. Logan, Wm. H. Clarke, Toronto, Ont.—Pneumatic Tyres.
- 129,678, J. M. McCune, Toronto, Ont.—Means for Jointing Wood. E. M. McCune and Wm. Griggiths.
- 129,680, M. Chapman, E. B. Walker, Toronto, Ont.—Wall Tumbler Switches. Chapman & Walker, Ltd.
- 129,682, Ed. G. Acheson, Stamford Township, Ont.—Methods of Deflourating Insoluble Bodies.
- 129,686, A. Baillot, Montreal, Que.—Lateral Blasts Bessemer Converters.
- 129,694, J. A. De Cew, Montreal, Que.—Preserved Wood and Processes of Making Same.
- 129,697, Jno. Downie, Winnipeg, Man.—Writing Fluids.
- 129,700, Jas. W. DuLaney, Toronto, Ont.—Carpet Sweepers.
- 129,702, Jos. Filton, Montreal, Que.—Vestibule Traps.
- 129,714, Wm. W. Hesson, Toronto, Ont.—Devices for Printing on Wrapping Paper.
- 129,717—D. J. Hudson, Perth, Ont.—Smoke Cleansers.
- 129,723, Jno. H. Johnson, Barrie, Ont.—Sewer Trench Excavators.
- 129,727, F. Kelley, Toronto, Ont.—Hot Pressed Nut Making Machines.

- 129,735, T. E. Lind, Moose Jaw, Sask.—Track Wheels for Self-Binders.
- 129,748, M. G. McElkinney, Ottawa, Ont.—Electric Therapeutic Apparatus.
- 129,751, Jno. C. McLachlan, Toronto, Ont.—Water-Coolers for Gasoline Traction-Engines.
- 129,757, I. Peacock, Toronto, Ont.—Street and Station Indicators.
- 129,772, F. W. Taylor, Vancouver, B.C.—Motor Vehicles.
- 129,774, V. Thomas, Vancouver, B.C.—Safes.
- 129,476, W. A. Wood, Hamilton, Ont.—Fire Proof Roofing Tiles. Wm. A. Wood and Wm. H. Stocker.
- 129,477, I. R. Keogh, Ottawa, Ont.—Methods of Making Fusible Compounds of Aluminum. L. R. Keogh and C. A. Douglas.
- 129,494, D. E. Blair, Montreal, Que.—Dump Cars. The Dominion Car Foundry Co., Ltd.
- 129,505, R. M. Zimmerman, Montreal, Que.—Dump Cars. The Hart-Otis Car Co., Ltd.
- 129,524, Wm. Jno. McKinley, Caledon East, Ont.—Voting Machines. Wm. Jno. McKinley and D. Jos. McCarthy.
- 129,525, Wm. J. McShane, Saint John, N.B.—Semaphores. T. McAvity & Sons, Ltd.
- 129,526, Hilda E. Clark, Coaticooke, Que.—Combined Mops and Wringers.
- 129,532, J. Arsenault and Chas. Larrivee, St. Flavie Station, Que.—Combined Bed and Ladders.
- 129,533, Z. Hemphall and Thos. S. Downham, Toronto, Ont.—Steam Heating Apparatus.
- 129,541, E. F. Atkinson, Peterboro, Ont.—Grain Doors for Cars.
- 129,540, Thos. P. Brennan, Montreal, Que.—Switching Operating Mechanism.
- 129,563, Wm. M. Fellers, Vancouver, B.C.—Means for Suspending Metal Sash Frames.
- 129,571, Jos. S. Kemp, Stratford, Ont.—Fertilizer Distributors.
- 129,577, O. L'heureux, St. Paul, Que.—Levels.
- 129,604, A. Pritsker, Galt, Ont.—Electric Sand Irons.
- 129,617, Jno. Schwab, Winnipeg, Man.—Heating Systems for Plurality of Boilers.
- 129,624, A. E. Soulis, Winnipeg, Man.—Organ Attachments to Pianos.
- 129,627, A. E. Vezina, St. Boniface, Man.—Cream Cheese Mergers.
- 129,535, Jas. S. Island, Toronto, Ont.—Processes for Extracting or Separating the Precious Values from Ores.
- 129,326, Jas. J. Noon, Toronto, Ont.—Wrenches.
- 129,328, Wm. A. Elliott, Toronto, Ont.—Portable Bench Saws.
- 129,330, Jas. Wm. Mowbray, Gleichen, Alta.—Thermal Electric Fire Alarms. Jas. Wm. Mowbray and Wm. R. McKie.
- 129,363, Wm. J. Shaw, Toronto, Ont.—Composition for Brickettes. International Tool Steel Co., Ltd.
- 129,373, R. A. McPherson and A. Merkle, Ignace, Ont.—Non-Refillable Bottles.
- 129,381, F. E. Calverley, Whitby, Ont.—Automatic Coin Changing Apparatus.
- 129,386, Jas. M. Coleman, Montreal, Que.—Grain Cars.
- 129,387, Jas. M. Coleman, Montreal, Que.—Car Dumping Mechanisms.
- 129,397, D. Fialcofsky, Sorel, Que.—Furnaces for Heating Systems.
- 129,398, R. G. Gage, Montreal, Que.—Interlocking Track Relays.
- 129,404, D. Gillies, Glace Bay, Cape Breton, N.S.—Tea Cans.
- 129,407, Whitfield, Hainer, Toronto, Ont.—Typewriting Machines.
- 129,410, A. Jobborn, Hamilton, Ont.—Counter Check Recorders.
- 129,411, A. J. Judge, Baltimore, Md.—Art of Canning Green Corn.
- 129,421, Wm. R. Miller, Hamilton, Ont.—Straw Decks for Grain Separators.
- 129,428, J. S. Morrison and R. O. Morrison, Edmonton, Alta.—Machines for Locking Bolts.
- 129,435, T. Perron, St. Cosimir, Que.—Hay Presses.
- 128,438, Jno. Ratcliffe, Winnipeg, Man.—Turn Tables for Stone Polishing and other Purposes.
- 129,439, Jas. Rawlance, Victoria, B.C.—Portable Sawing, Tree Felling and Log Cutting Machines.
- 129,440, Jas. Rawlance, Victoria, B.C.—Log Cutting Machines.
- 129,441, Jas. Rawlance, Victoria, B.C.—Portable Felling and Tree Felling Machines.
- 129,060, Wm. Slater, Westmount, Que.—Smoke Jacks for Engine House. Wm. Slater and A. W. Stevenson.
- 129,071, Jno. R. Rothrey, Ottawa, Ont.—Coin Controlled Vending Apparatus. Jno. Rothrey.
- 129,085, A. Thos. Coakley, Cardston, Alta.—Automatic Reversing Mechanisms. A. Thos. Coakley and Wm. E. Cleveland.
- 129,093, D. Maxwell, St. Mary's, Ont.—Reacting Washing Machines. D. Maxwell & Co.
- 129,097, Jno. Block, W. Golfman and I. Block, Montreal, Que.—Cloth Sponging Machines.
- 129,101, A. Enoch, Emmmer Enoch and Jas. E. Lovering, Lethbridge, Alta.—Wire Baskets and Lids.
- 129,120, A. D. Desilets, Sherbrooke East, Que.—Levels.
- 129,123, E. S. Estlin, Winnipeg, Man.—Automobile Street Sweepers.
- 129,127, A. H. Flindt, Ottawa, Ont.—Drafting Tables.
- 129,140, Wm. Johnston, Winnipeg, Man.—Combination of Grain and Water Tanks.
- 129,156, H. H. Morency, Sherbrooke, Que.—Railways.
- 129,158, Geo. McCree, Dunnville, Ont.—Roller Gears.
- 129,162, M. G. Nicholson, Goderich, Ont.—Grain Car Doors.
- 129,168, H. A. Rice, Toronto, Ont.—Hydro-Carbon Lamps.
- 129,174, W. Thomas, Vancouver, B.C.—Gas Producers.
- 129,176, F. Wagner, Winnipeg, Man.—Buckets.
- 129,178, S. A. Watson, Winnipeg, Man.—Broom Holders.
- 129,179, Jacques de Gaspé, Beaubien, Montreal, Que.—Sign Exhibitors.
- 129,184, Jos. O. Brousseau, North Hatley, Que.—Gas Generators.

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## FIRE INSURANCE DON'TS

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Don't sign an insurance application, or allow one to be signed for you.

Don't let the insurance agent do all the thinking for you. It may be his interest lies with the insurance company.

Don't accept the policy of any insurance company which has a lot of red ink variations. They are put on the policy for a purpose, and that not to benefit you.

Don't have policies of insurance that are not absolutely concurrent—*i.e.*, that do not read alike. You are inviting trouble if you have.

Don't have two or more policies in different companies unless you have written permission from *each company* to carry all the insurance in the others.

Don't store or keep coil oil in excess of five gallons and then only when it is refined oil for lighting only.

Don't store or keep gasoline, benzine or naphtha without permission in writing.

Don't allow carpenters, joiners, plasterers or other workmen to be employed without permission to do so being given by the companies in writing.

E. P. H.

## SHIPPING INSTRUCTIONS

A daily paper in Havana recently had a brief news article to the effect that the Cuban Government would issue shortly a pamphlet in the various languages of the foreign countries doing business with Cuba, giving full instructions as to the proper forms and invoices to use for exports to Cuba, and that the same would be placed in the hands of all Cuban consuls abroad for distribution. On inquiry at the Customs Department it was stated that such would probably be done in the near future. Your trade commissioner in Havana has had several hundred invoice forms printed in Spanish, a part of which have been sent to the department, where they may be had on application or at this office. By using these forms or others of a like nature, and having the certification from the Cuban consul, no difficulty whatever should be experienced in any shipments.

The form as published below has, it will be noticed, brief notes in English showing clearly how it should be filled out.

Place.	Date.
Factura de mercancías embarcadas por.....	
Consignor.	
à bordo de..... con destino à.....	
Name of Vessel.	Port.
por cuenta y riesgo de.....	
Account and risk of.	
y à la consignación de.....	
Consignee.	

Marcas Numeros	Marks Numbers	Numero de Bultos	Number of P'kgs	Description (Component Material)	Peso Bruto	Gross Weight	Peso Neto	Net Weight	Precio	Price	Valor	Value
				Description (Detailed Contents)	Kilos	Kilos	Kilos	Kilos			%	cts.

Declaro que soy el Vendedor de las mercancías relacionadas en la presente factura y que son ciertos los precios y demás particulares que en ella se consignan.—*Trade and Commerce Report.*

## CRITICISM OF EXPORTER

A complaint is made by the Canadian Trade Commissioner to Cuba, Mr. E. S. Kirkpatrick, in reference to some Canadian exporters, which is altogether regrettable. There is no reason to believe that the delinquencies complained of are general, but, unfortunately, single occurrences prejudice buyers against the country in which they take place. According to the Commissioner, brokers in Havana state that some Canadian exporters seem to feel that any class of goods can be "put off" on the Cuban importers and not only so, but no attention

whatever is paid to the necessary invoices and Consular certificates which are so essential before goods can be cleared at the Customs.

A Canadian firm recently made an offer to a broker by mail, subject to his immediate reply by cable. The letter arrived without delay, and the offer was accepted by cable within a few minutes after the letter was received, but the cabled reply was: "sold at better prices." A firm of grain exporters cabled an offer of oats at a certain price, which was accepted, but before delivery was made the price advanced and the shipper refused to fill his contract.

This has been a frequent cause for complaint and has led to retaliation on the part of Havana importers in which the innocent have sometimes suffered. Practices of this kind are not by any means one-sided, but generally speaking, the Cuban importers are very reliable men and are very prompt to meet all their obligations.

## MARKET VALUE FOR CUSTOMS

The United States Court of Customs Appeals has decided that a commission paid to an agent for services which consist in receiving goods after they have been manufactured and finished, comparing them with the samples, procuring packing cases, and packing and shipping the goods, is simply a commission, not affecting the actual market value of the merchandise, and is, accordingly, not to be included in the amount upon which the Customs duty of the goods is to be calculated.

It appears that in the case before the court, the importers, on presenting their goods to the United States Customs for clearance, first deducted the amount of the commission in question from the sum representing the market value of the consignment, but afterwards added it, this action being induced by the fear that if the commission were not included by the importers, it would be added by the appraiser—in virtue of a decision given by the Board of General Appraisers in 1902 (and uniformly followed thereafter), to the effect that these commissions are dutiable,—and that, in that event, the importers would be assessed not only in additional duties, but also in penalties.

The importers contended that in these circumstances their action in including commission in the declared value was prompted by *duress*, and was therefore not voluntary. The court upheld this contention, thus reversing a ruling of the Board of General Appraisers to the effect that the inclusion of this item was voluntary on the part of the importers, and that the collector was bound under the law to impose duty thereon. The court held that the declared value (including the commission) did not represent the opinion of the importer, nor indicate his true estimate of the value of the goods. This circumstance invalidated the appraisement, and it was decided that the Customs collector should take the duty on the invoice value of the merchandise without including, in these particular cases, the commission on the invoices.

## AUSTRALIAN TRADE PREFERENCE.

According to a press despatch from Australia, the Government of that dominion will take up the question of Canadian trade immediately. The trade department of the Australian Government is at present collecting information as to the state of trade with Canada and as to what it might become in the event of the establishment of a reciprocal preference. Early action is anticipated.



# THE GRAIN GROWERS AND THE MANUFACTURERS\*

By Mr. T. A. Russell

General Manager Canada Cycle & Motor Co.

Mr. Russell shows the fallacy of the Grain Growers' contentions that they suffer unduly from the tariff, and proves that farmers themselves are not unanimously in favor of a reduction. What the Home Market Means.

**F**ORTY-THREE years ago, far-sighted statesmen in this country concluded a union of the scattered British provinces of North America and laid the basis of our National existence. For a generation succeeding there were many who thought this a mistake; who thought this scattered fringe of land at the Northern end of the continent could hope for no separate political existence; that we must naturally ally ourselves in all matters of trade, if not of politics, with the powerful nation to the South; that our commercial enterprise must be confined to the cutting of timber, the catching of fish, and the growing of grain and cattle to be exported to the United States.

But the far sightedness of our own statesmen aided by the domineering attitude of our southern friends changed our history and made Canada a nation.

But important above all, there was developed a national spirit which refused to wait suppliant at the door of the United States or any other country, and a policy adopted which aimed at the all round development of Canada as an agricultural and an industrial people.

The policy was not adopted without a struggle. Many a loyal Canadian thought the proposition a hopeless one. During this period there were arguments for free trade, for low tariff, for commercial union, yes, even for political union and annexation.

Slowly and not without effort, however, a national fabric was reared. Our great transcontinental railway was a success, our population grew, industries were founded, cities sprang up, our canals teemed with commerce.

Gradually argument as to the policy that should guide our destiny grew less and less. The great Liberal party which in the early days had feared the result of any measure of protection, came to power in 1896 pledged to tariff revision. They came however, pledged to give the best they had to the service of their country, and during their term of office appointed two commissions to take evidence and examine into our national requirements.

What was the result? No upheaval of policy, but the studied application of a moderately protective and revenue tariff amended from time to time as conditions changed.

Discussion as to free trade or protection, gradually ceased and our country has gone ahead and prospered under a stable fiscal policy.

## A New Agitation.

But a new element has come to the front. A great deputation of farmers (or rather grain growers) has come down from the West demanding a complete reversal of public policy; demanding a large measure of free trade; and what is particularly of interest in view of our earlier national experience demanding reciprocity with the United States.

And they are in earnest. They have made their demands with Western vigour, and, I think you will agree, painted their wrongs with Western exaggeration. We have heard again how the farmer is paying tribute to the manufacturer,

how the heel of the manufacturer is on the neck of the farmer, of how the hard-earned dollars are unfairly taken from him to the profit of a privileged manufacturing class. They have been outspoken. I would be wanting in courtesy if I were not outspoken in reply. I hope I shall not be lacking in courtesy.

The organization of this delegation was under the Grain Growers' Associations of the three Prairie Provinces, connected and identified, as Mr. Partridge, one of the leaders told you, with the Grain Growers' Grain Company.

It is a company with assets of \$820,000.00, has investments in bank stock and other securities of \$199,000.00, purchased real estate for an office in Winnipeg at a price said to be \$155,000.00, paid a cash dividend of 15 per cent. on its paid-up stock and carried forward \$56,000.00. Not bad for a "poor farmer."



Mr. T. A. Russell

General Manager of the Canada Cycle & Motor Co.

These great organizations are, through their organizing meetings, their press and their public speakers, spreading sentiment tending to inflame the farmer against the manufacturer. Think what this means. A great many of these men are comparatively new Canadians, some from Great Britain, some from United States, others from the overcrowded countries of Central Europe. Think what it means to have a body of men, a great many of whom have not been in the country for 20 years, and unacquainted with our national history or development, and all of whom are engaged in a single industry, demanding with all the confidence, all the assurance of prosperous youth, that the whole policy of the country developed through generations, and affecting

\*Address before Canadian Club, Toronto.

every class and industry in the country, shall at one fell swoop be changed at their bidding. Is it reasonable? Is it sensible?

Now, what of these men individually? Are they the farmers we know or think of? Our mind turns to our fathers or grandfathers who cleared the land of the virgin forest, who toiled with their hands to win a farm as the reward of a lifetime's toil; who carried on the back of their horse, or, perhaps, on their own backs, the sack of grain for their bread, through the forest where they followed the path by the blaze on the trees.

#### The Dawn of a Different Day.

But for these men a different day has dawned. Their land is ready for the plow, a beneficent government spreads the payment for it over years enough for the crops that grow on it to meet. A nation has toiled to build railroads to their doors, agricultural implements with spring seats have been devised for every form of work, and the maker spreads the payment over one, two or three years. What says John Hawkes, of Regina?

"The farmer as a down-trodden, over-burdened, oppressed man, is beginning to be the best joke of the century. In the West he has two or three new trunk railroads, with more heaving in sight. The Hudson Bay and innumerable branch railroads are to be his. The Georgian Bay Canal is to be made for his wheat. The old canals are to be deepened. Untold millions are to be found by the people of Canada for this purpose, and by whom? In the long run, by the consumers of the farmers' products—by the farmers' customers."

Like all other classes, there are all kinds of Western farmers. But they are no down-trodden class. The heel of the manufacturer has not been on their neck; it has been at the foot of the ladder steadying it so that they might mount. Many of them are landlords, who measure their possessions in the denominations by which countries and continents are measured, that is, square miles. Many live in towns and farm by proxy, simply letting contracts for sowing and reaping. I met more than one man in the West threshing 100,000 bushels of grain. Many, I say, are landlords, not farmers. Others, of course, are not.

We, as manufacturers, grudge them not this—rather we are glad. We rejoice in their prosperity, but surely we have a right to ask that they drop the fervid oratory talk about paying tribute to anyone; when it is the common knowledge in Canada to-day that there is no class in Canada making so great a return on his cash investment as the farmer in North-western Canada. Can this delegation speak for the farmers of Canada?

*John Hawkes, Regina:*

"I venture to say, as a matter of cold fact, that the Western farmer of to-day—the type of farmer who is represented by the Grain Growers' Association—instead of being over-taxed, does not pay his full share to the taxes of the Dominion, in proportion to the prosperity he enjoys.

"There is an old saying 'Let well enough alone.' I believe that the present tariff in Canada is as fair, reasonable and businesslike a one as it is possible to frame. Farmers and manufacturers would do well to frankly recognize the fact and be contented with such modifications as circumstances may call for, as time goes on. Both of them are in clover to-day if they only knew it. The young Canadian farmers know nothing about reciprocity—have never considered it. The Americans, British, Germans, Hungarians, Poles, are necessarily uninformed. Before anyone ventures to say what the Western farmer's views on reciprocity are, let that same farmer have time to figure out the difference between a customer and a competitor."

Wentworth Farmers—The "Globe," Dec. 12, 1910.

"That if free trade were universally adopted we would be more than delighted, but so long as our neighbors and other countries adopt the opposite course we must uphold our own best interests under the circumstances as we find them, which we believe the present tariff is fairly successful in doing.

"If free agricultural implements and other articles required by agriculturists would assure us of their continued and increased production in Canada, and our necessary revenue raised under such conditions, we would also be delighted; but as past experience has shown that this is altogether unlikely, then we believe present conditions that have brought Canada so favorably conspicuous for prosperity in the eyes of the rest of the world had better be maintained, or pretty nearly so.

"In our opinion the first step in the negotiations for more reciprocal trade with the United States should be a suggestion to the United States that their tariff should be reduced to a par with ours as a basis of beginning, then concession for concession should be had, always along the line of at least equal advantage to Canada, and in case progress could not be made in this way, then in view of the splendid prosperity we are now enjoying under present tariff conditions it would perhaps be a mistake to reduce it, in fact we believe a slight increase on a few of our agricultural products would be of immense benefit without any apparent disadvantage to any section of the community."

David Jackson, Grimsby, *Hamilton Spectator*, Nov. 8, 1910.

"In view of the fact that Parliament meets soon, it might be well to let the Government know that Mr. Drury, 'Grand Master of the Grange' (who has boasted in a recent letter to the *Globe* and *Farmers' Advocate* that he will appear before them asking for a reduction in the tariff) does not represent the views of the farmers in Ontario. In speaking about the farmers of the West asking Laurier for free trade, he says 'the farmers of the East are at one with them, that the agricultural press and farmers' associations are all in favor of free trade or tariff for revenue only.' Would like to ask by what authority he puts himself up as the mouthpiece of the 'farmers of the East'? Who are the Grangers, anyway, and how many are there in the Niagara Peninsula? The answer, methinks, is that they are practically a defunct organization.

"The writer recently asked ten staunch Liberals like himself, and who are also engaged in mixed farming, their views on reciprocity. Nine out of ten were against, seven were for higher duties, saying it would cause the Yankee to build here. The one exception is a ward of the United States receiving a pension.

#### French-Canadian Farmers.

"The Province of Quebec is satisfied with the present tariff and does not ask for any revision. It is becoming more and more a manufacturing centre, and is attracting to its large centres a population which makes a constant demand for agricultural products.

"We believe that it is the duty of the Government to protect our markets against American competition. The farmers of the West can hardly desire to injure those of the East, when they ask for a reduction of the tariff which would mean ruin of our markets and of our industries. This is not a fight between two sections of Canada; it is a national question.

"Similar petitions were passed by some half dozen French agricultural societies of Quebec."

### Ontario Fruit Growers Association.

"Resolved,—That in view of the possible negotiations with United States in regard to reciprocity of tariffs, the Ontario Fruit Growers' Association wish to place on record their unqualified disapproval of any reduction of the duties in fruit coming into Canada without consulting a committee to be appointed by the Association.

"The duty is now much lower than the duties on manufactured goods and lower than they ought to be, in view of the fact that there can be no monopoly or combine in fruit; the price being fixed absolutely by the law of Supply and Demand."

### Winnipeg Vegetable Growers.

To the Hon. Sir Wilfrid Laurier, Premier of Canada, and to the Members of the House of Commons at Ottawa:

"We, the members of the Kildonan and St. Paul's Agricultural Society, in annual meeting assembled, humbly desire to impress upon your Honorable body the importance of the duty now being imposed upon green vegetables coming into Winnipeg from the United States. We, therefore, petition that this duty be left as at present, and sincerely hope that your government will not remove the same, as asked for by the wholesalers of the City of Winnipeg in the session of 1909, as it would be the means of depriving our gardeners of a very large proportion of their earnings, and, in fact, many of them would have to go out of business."

Fruit growers of British Columbia are alarmed and are preparing to make themselves heard.

These are only a few indications, got not by any agitation or advertising, but they serve to show that the farmers of Canada are not only not a unit, but that great and important sections feel the importance of the home market, and are prepared to fight for its development and maintenance.

In fact, I am sure that only the slightest opportunity to organize would be seized by thousands of farmers to say "no" to the demands of the grain growers.

Mr. Drury, Master of the Dominion Grange, spoke for Ontario farmers. How many of them is he authorized through the Grange to speak for? Mr. James, Deputy-Minister of Agriculture, says there are 175,000 farmers in Ontario. Does Mr. Drury represent half or 10 per cent.? No, I venture to say it is nearer 1 per cent. But whether rich or poor, representative of all farmers or not, they had a right to a fair hearing and fair consideration for their requests. Our thought as manufacturers was that there was room for exchange of ideas between farmer and manufacturer; we sent a cordial invitation to them to visit some of our great industries, accept our hospitality, and together talk over the problems of our common country. So that our position might not be misunderstood, we sent our Assistant Secretary to Winnipeg to personally convey the invitation. Then representative members of our Council also waited at Ottawa. But the invitation was declined.

One of the members of the Montreal Harbor Commission went to Ottawa to invite the delegation to view the great National work being done at the port of Montreal with a view to cheapening the transportation of grain and other commodities. The invitation was declined.

That was not the right spirit. If the cause were right, it would be advanced by meeting and discussing with all classes. No one section, either east or west, has all the wisdom or statesmanship, and we have much to gain in this vast land by trying to forget that there is any east or any west, but by coming together and in the light of common knowledge seeking to get a common ground from which to work. More will be gained than by inflaming the farmer against the merchant or manufacturer.

The trouble is, the West seems to have lost all sense of perspective. Living in an air of continual self-advertisement, it is in danger of absorbing the idea that all that is of value is west of the great lakes. The West is grand, but it can still be reminded of some facts about the older East.

(1) The dairy produce of Ontario approaches the value of the Western wheat crop.

(2) The hay crop of Ontario alone last year was equal in value to the whole wheat crop of the three Prairie Provinces.

(3) The value of live stock slaughtered in Ontario last year was greater in value than the wheat crop of the West.

I mention these points not to lessen the importance of the West, but to show how great is our country, how complicated its problems, and, therefore, how carefully, how broadly and generously we should approach the solution of our national problems.

Frankly, I was disappointed to find reference to the development of Hudson's Bay route as our national salvation in transportation. The Hudson's Bay project may be all right. We in the East feel we know little about it. We are, I think, skeptical about its practical advantages, but, generally, I believe, we are prepared to accept the judgment of the Westerner, who should know more about it than we do, and contribute our share to it if it is believed to be a national asset.

But, would it not have been fair of this great deputation to refer to our past efforts to provide transportation to the West; to have expressed some appreciation of the Government's great work in building the National Transcontinental Railway; to have approved of the grain shipping facilities being provided at the nation's cost in Montreal and other points; to have encouraged the building up of our waterways system by deepening our canals, or even by building the Georgian Bay Canal?

Would it not have been more Canadian than building all our hopes on a Hudson's Bay Railway or shipment of grain via Panama and Tehautepec?

### The Tariff Requests.

1. That we strongly favor reciprocal free trade between Canada and the United States in all horticultural, agricultural and animal products, spraying materials, fertilizers, illuminating, fuel and lubricating oils, cement, fish and lumber.

2. Reciprocal free trade between the two countries in all agricultural implements, machinery, vehicles and parts of each of these; and in the event of a favorable arrangement being reached, it be carried into effect through the independent action of the respective Governments, rather than by the hard and fast requirements of a treaty.

3. We also favor the principle of the British preferential tariff, and urge an immediate lowering of the duties on all British goods to one-half the rates charged under the general tariff schedule, whatever that may be; and that any trade advantages given to the United States in reciprocal trade relations be extended to Great Britain.

4. For such further gradual reduction of the remaining preferential tariff as will ensure the establishment of complete free trade between Canada and the Motherland within ten years.

5. That the farmers of this country are willing to face direct taxation in such form as may be advisable to make up the revenue required under new tariff conditions.

The first call for reciprocity in natural products—Would this be profitable for Canada? This is hard to answer, too hard for me. But I will offer a few suggestions:

Doubtless larger markets always benefit the producer, if not accompanied by some other disadvantages. But is it for us to talk of tariff reduction to the United States?

For the past ten years our purchases from the United States were \$1,600,000,000—their purchases from us \$800,000,000.

They are twelve times greater in population. In other words, our purchases from the United States were \$30 per head—theirs from us \$1.10 per head. The United States' average tariff on all goods, dutiable and free, is 24 per cent., ours, 16 per cent.; theirs on dutiable goods, 42 per cent.; ours, 27 per cent.

That is, their tariff barrier was over 50 per cent. higher than ours. If reciprocity negotiations will remove inequality we will all rejoice.

Sir George Ross points out that Canada has much to lose if the identity of her wheat and her flour is lost through mixture with inferior United States grades. During the last three years the export of flour from the United States to Britain has fallen off, while from Canada it increased 100 per cent. He points out that Canadian cheese has now driven United States cheese out of the English market. Are we to sacrifice that position so dearly bought?

At a time when greater attention than ever before is being paid to the conservation of great natural resources are we to throw down the barriers to our great forests and have their products exported in a crude state to build up United States industry?

Are we to sacrifice our seaports to those of New York, Boston and Portland, for this is what the United States advocates of reciprocity claim will result.

### We Can Wait.

We hope the present negotiations will produce some results of value, but what we in Canada should say to our Government is this: We have the greatest confidence in the statesmanship that has guided our nation since Confederation; we want to meet our United States neighbors on a friendly basis, but we want you to feel that you are under no mandate to carry out any treaty or agreement unless you can see well and clearly to the end and feel sure that those changes will redound to the welfare of Canada. We are doing well, our country is growing. Time is with us, and if, to-day, you cannot secure for us terms that are not only good, but the best that can be had, we are content to wait, to go on as we are, expanding our factories, building railways, filling up the West as we have been doing for the past decade.

We know that the time is near at hand when the United States will need many of our products, and will be prepared to lower her tariff to get them whether she gets reductions in return or not.

The second request for reciprocal free trade on all the manufactured goods the farmer buys means, of course, practically, on everything, for commerce is so interrelated, and those industries call on so many others for raw material, which, in turn, would have to be free, that it means practically free trade all along the line. Think what this means.

If such a policy were adopted we would see such a period of stagnation in Canada as we have never known. What industrial establishment would expand? What new ones would be founded?

We have now in Canada 180 branches of United States concerns, with a capital of \$225,000,000, employing 30,000 people. Would these people be here if it were not for our tariff? There is less reason for a branch here than for a concern to duplicate the plant in New York State.

In the United States census of 1900 it was shown that there were 1,500,000 Canadians in the United States, or a quarter of our whole population of Canada. Do we want that experience to be repeated? It will be if industrial development in Canada is stunted, for not all men will live on the farm. You ask why would this follow if we have access to their great market.

Because of necessity any treaty, and concurrent legislation,

any agreement is for a term of years, or is subject to change at will.

It is impracticable for any manufacturer in Canada to build and equip factories in a home market of 7,000,000 to cater for one of 100,000,000 when the 100,000,000 market may be closed in a year or a day. He could only invade the United States market safely with a United States factory. But how different with the United States manufacturer. He can stay at home, for, even if this market were cut off in a day, his loss of trade, which is only 7½ per cent. of his whole, can easily be made up in a good year's growth at home.

There is only one way in which a wide measure of reciprocity between the two countries can be adopted with profit to Canada, that is on a permanent basis, or in other words, on a basis of political union. If you believe that to be for the benefit of this country, and I take it that one and all we do not, then wide and free reciprocity is possible; but on no other terms can the smaller nation place itself in free intercourse with the larger.

The third and fourth requests for the maintenance of the British preference and its extension, year by year, to free trade, becomes, of course, practically a nullity if the reciprocal free trade with the United States as proposed before is adopted.

I wonder if the farmers have stopped to reason out the significance of their last request for direct taxation. The farmer grows more of what he uses, and, therefore, buys less, proportionately, than any other citizen. Hence a tax on imports, like a tariff, bears less on him than on any other citizen. What will direct taxation, largely or wholly on land values, do to him with his great holdings of land?

These proposals are radical, revolutionary. They might with propriety be advanced at a time when trade was dull, farmers getting low prices for their produce, our population shrinking, our factories idle and our country's credit low.

But what are the facts? Our Western country is being filled up as fast as we can assimilate the additions; railways are being constructed, our factories are busy, our country's credit never stood so high. And what of the farmer? In the West he has grown rich in a decade. In the Niagara Peninsula his land values have increased tenfold. Throughout Canada he gets 50 per cent. more for his grain and fodder than he did a decade ago—48 per cent. more for his meat, 33 per cent. more for his dairy produce, and this, at the time when the cost of manufactured goods has as a whole remained stationary or decreased. Investigation shows that a fixed amount of farm produce will buy 50 per cent. more of general manufactured goods than twenty years ago.

Is this, then, a time for revolution, for experiment? No, rather let us continue our policy of fiscal stability which has been at the basis of our prosperity, and if it needs amendment, amend it with care after investigation as to the conditions.

### The Farmer Misinformed.

Why, then, does the farmer make these demands? He is in earnest, but he is misinformed.

Here are some of the statements given him, and he has no means of judging their truth or falsity.

Their speakers say without any shadow of proof in a written statement to the Premier that the tariff enhances the price of goods by just the amount of the tariff, whether the goods be made at home or imported. Mr. Drury illustrated this in a recent article by stating that Canadian-made farm implements were sold in Australia cheaper than in Canada. Now this is a good illustration, for binders enter Australia free. In Canada the duty is 17½ per cent. If the argument, which was laid before Sir Wilfrid in seriousness, were true, binders would be 17½ per cent. dearer in Canada than in Australia. What are the facts? Implements are not only not cheaper in Australia,

but they cannot name a single one that is not 20 per cent. dearer in Australia despite the fact that freight is lower to Melbourne than it is to Edmonton. A farmer hearing such statements might be expected to be heard from, but is it fair?

Another speaker says: "Boots and shoes manufactured in Canada amount to \$20,000,000; we imported \$1,178,000. It is conceded that the manufacturer adds the duty to his selling price, therefore on boots and shoes we paid the Government \$353,000 and the manufacturer \$6,000,000." Can you imagine a man so misstating a case? Why would our factories sell \$20,000,000 in competition with the great United States factories selling only \$1,000,000 if prices were equal?

### The Home Market.

Again, Mr. Drury says the home market is a myth?

Mr. Scallion, President of the Manitoba Grain Growing Association, says the home market is a joke.

What are the facts?

Last year we exported \$53,900,000 of animals and their produce, \$90,400,000 of agricultural produce—\$144,300,000 altogether.

Thirty million dollars of this was manufactured farm and food products, leaving \$114,000,000 purely agricultural.

So as not to make their statements appear too absurd, I will first compare only the produce of one province, that of Ontario:

Why, the market value of the *grain crop of Ontario alone* last year was \$168,000,000, or \$54,000,000 more than the *farm exports of the whole of Canada*, and this takes no account of animals and their produce, dairy products, or fruit.

As a matter of fact, Ontario farmers last year produced  $2\frac{1}{2}$  times in value as much as Canada as a whole exported in agricultural products.

At the time of the last census the total value of farm produce in Canada was \$365,000,000. Our exports of farm produce, including manufactured farm products, were \$80,000,000. In other words, we consumed in this mythical home market 80 per cent. of all we produced. But this is not all. During the same year we imported of farm products, animals and their produce \$30,000,000, or, in other words, the total consumption in Canada was 86 per cent. of the total product.

What does Commissioner Ruddick of the Department of Agriculture say?

"The main reason for the decrease in exports of butter and cheese is the increased home consumption. I see no reason to deplore our decreased exports. On the contrary, we have every reason to congratulate ourselves that we have found another outlet in the enlarged home market. The lesson for us is that we should give more attention to our home trade, which has already been of more importance than we have generally recognized. I have only to state that we consume in Canada over two-thirds of our total dairy productions."

Does this sound as if the home market were a joke? Is it surprising that our farmers are aroused when they are taught such wrong statistics?

I see no excuse for Mr. Drury's position; for the Western man I can. Although we consume half the wheat grown in Canada we have a great surplus to export.

### New Methods Needed.

And just so long as the grain growers go on *mining*, not *farming*, their land, just so long will they be careless about a home market. To-day the Western farmer is growing wheat, wheat, wheat, year after year, keeping little or no stock, burning his straw, taking from the soil of its richness and giving nothing back.

Gentlemen, this very problem is of vastly greater import-

ance to the future of the country than the tariff or our railway rates or any other one problem. It is the problem of the conservation of our resources, the question whether we will hand on to our children and our children's children a land fertile and improved or a land impoverished and depleted. You may think me out of my element on this subject. Listen to what practical farmers say.

Duncan Anderson, speaking at the National Live Stock Association, says:—

"The Province of Manitoba is ready for a change in its system of agriculture. I asked one farmer how he put in his time during the winter. His answer to me was that he went to the town during the winter four times a week, and his sons went down every night to play hockey.

"They will not feed cattle. Yet Nature has given them any amount of rough feed, and straw that is burned could be used to good purpose. I venture to say that in this coming spring there will be enough food set fire to and burned to feed three-quarters of a million cattle. Can farming continue on this basis? The West is rich in the fertility of the soil, but that will not last forever.

"Grain growing is all right in Manitoba, and in a large part of Saskatchewan, but when men are depending entirely upon a single crop system, they are going to be left—whether growing wheat in the West or potatoes in the East."

What does our great Canadian agricultural authority, Dr. Rutherford, say?

"I must say I have listened with interest, and was almost entranced with Mr. Anderson's speech. It is a wonderful and complete account of agriculture and live stock conditions from sea to sea. That speech ought to be printed and a copy sent into the house of every farmer in the prairie country.

"I see a number of Manitoba friends here who know that for years I preached on the same text that Mr. Anderson preached on to-night. In fact, in a year of a good crop of wheat, I used to say it was one of the worst things that could happen. Three times we got our farmers started into mixed farming; we had cheese factories started, and we got them interested in cattle and hogs. In fact, we got things going nicely in the way of mixed farming and crop rotation. Then a good crop would come along, and everybody would go crazy. They shut up the cheese factories and let the cattle freeze to death—all were filled with the dream of a dollar a bushel. That shows that these big crops have their drawbacks. I am convinced that moderate progress along agricultural lines will be of more benefit than those big crops. In certain older settled parts the land used to produce thirty bushels to the acre; the average this good year was eighteen bushels to the acre, and the average of the previous year was only fourteen bushels to the acre. Considering that we call our Prairie Provinces the granary of the world, is it not worthy of note that in England and Wales they grew thirty-two and forty bushels to the acre? It shows that here we are following in the footsteps of the Genesee Valley, Indiana, Ohio, Minnesota and Dakota, only with the greater disadvantage that with the exception of the last of these States they were able to go into the cultivation of corn."

Gentlemen, this problem of getting the West into mixed farming, growing other produce than grain to be shipped away, feeding their straw and rough grain to stock, killing the stock in our own country instead of shrinking it ten per cent. by shipment alive as is the present position, and so keeping our land increasingly fertile is the great problem in Western Canada to-day.

And of all the means to attain that great end, I submit that the most effective is the development of diversified home industries, providing an expanding home market.

### The Greater Problems.

Now, as to Ontario and the East: The tariff is to-day one of the least of our agricultural problems. Here are the main ones stated by our own great authority, Mr. C. C. James:—

"In the Province of Ontario we have 175,000 farms whose annual productions total about \$250,000,000. If, by some magic or process of regeneration, we could turn all the indifferent farmers into wide-awake, progressive, up-to-date farmers, the total production would be easily doubled, and it is not beyond the reach of possibility to treble our output.

"You know the foundation courses upon which this great wealth may be built. These courses are plain and simple:

- "1. Drain the soil.
- "2. Sow only the best seed.
- "3. Carefully protect and store the products of the fields and orchards.
- "4. Feed field products only to profitable stock.
- "5. Put the finished product on the market in the best form.

"If we could bring, in some way, the indifferent farmer to the knowledge of these five plain, convincing lines of work, we would have solved the problem; all else involved in agricultural improvement would come easily as a natural sequence.

"We have this year about \$780,000 to spend in agricultural work in Ontario. To carry this work into every county and district of the Province, to man all the branches of the Department and meet the requirements of the Agricultural College to keep pace with demands, we need approximately \$250,000 more annually. At first this looks like a big sum, but in comparison with an annual output of \$250,000,000 from 175,000 farms it is not so large. We are now spending on agricultural improvement just thirty cents apiece yearly for every person in the Province. What we need is just ten cents apiece more."

I want to add one other problem to Mr. James' list, because I think it all-important to our Ontario farmers—the problem of good roads. Here is what practical farmers think of it:—

S. A. Hamilton, Lorne Park: "If we had the privilege for properly constructed road, it means the receipt by us of \$12.00 per single load of strawberries over what we net to-day."

C. F. Foy, ex-Warden County of Lanark: "Land contiguous to a good road increases in value. I venture to say every person here who has had to do with good roads and who has had experience in building good roads will bear me out in that. The land in Lanark has increased from \$1,000 per hundred acres to as high as \$2,500. Some that were before in a ruinous condition have been turned into arable, tillable land, and to-day are well worth the money which I say."

Mr. W. G. Trethewey says: "In Ontario there are 175,000 farmers. On my farm my transportation costs me about twelve dollars a day to the city, under the present system; but while I could run my truck, when the roads were good, I could do the work complete for five dollars a day. Now, we will say that you have a yearly saving for each farm, which is putting it conservatively, of fifty dollars; that would give you a saving per annum of \$8,750,000."

What, then, is my conclusion?

It is this. We must take the farmer by the arm, though he has threatened to take us by the leg. We must in some way seek to dispel the erroneous impressions he is receiving as to the paying of tribute to any class. We must show him that goods made in Canada are not enhanced to the extent of the duty or to half of it, and it can be shown. We must be ready if there is found, on careful investigation by those qualified to know, any undue, unfair enhancement, to apply the remedy. But we must get him to see that any slight enhancement is an investment which is bringing in industries, affording employment to our people, and providing a valuable home market.

And it can be shown, for it is so. We must also show how, year by year, as our industries grow and competition increases, we get all the benefits of home production without enhancement of price at all.

This is a work of national importance which we should assume.

### A Community of Interests.

But, more than this, we must take an interest in the farm and the farmers. I believe the man in the city should contribute to the upkeep of roads in the country. We, in the city, should uphold the Deputy Minister of Agriculture in his request for additional 10 cents per capita for agricultural purposes. We should stand ready to second the efforts of our Federal Government in all that pertains to improvement in the growing of produce, its marketing and shipping.

Above all, let us gain the confidence of the farmer, so that we can come together and know each other's problems instead of flying at each other's throat. Half of the men in the cities were raised on the farm and have the warmest attachments to it. Our country, great as it now is, will be infinitely greater, not by tearing down any one class, but by working together to build up all. Businesses, countries, nations are made great, not by tearing down but by building up, not by division, but by co-operation.

And so, to-day, let us say to our representatives who go to Washington: Hasten not into anything where you cannot see the end; our country is prosperous; if we cannot get advantages from the United States without sacrificing our interests, come back to Canada and wait for the time when you can. It will not be long.

### A DIARY.

The Canadian Westinghouse Co. have issued a vest-pocket diary for the coming year. It contains a great mass of information of value to power users, besides providing a blank-book for special notations. Altogether, it will be of the utmost usefulness during the year.

### SWEET SYMPATHY



Miss Canada: "Here, My Good Man, I am sorry, but I cannot give you more."—*Montreal Herald.*

## CANADA AND WEST INDIES

By H. C. MACKENZIE CORNISH.

(West Indian Editor, Canada West India Magazine.)

### How Canada Might Profit from the Trade of the West Indies.

**A** CCEPTING the kindly suggestion of the Editor of INDUSTRIAL CANADA, that I should write an article upon the possibilities of trade between Canada, the West Indies and British South America, I do so:

Firstly—In acknowledgment of the courtesy extended to me;

Secondly—Because, if any word of mine will cause Canadian manufacturers and merchants to think, and, thinking, act, it will be some compensation for the space the article occupies.

It is not my intention to write a series of flowing paragraphs, and I therefore state that the trade values of the above Colonies amounted, in 1908-1909, approximately, to \$115,000,000 (one hundred and fifteen million dollars)—figures large enough to make any Canadian manufacturer or merchant sit up and think.

Take the imports of Jamaica as an example of English, United States and Canadian foreign business enterprise for the years 1908-1909. The figures were:

United Kingdom .....	47 per cent.
United States .....	43 " "
Canada .....	5.3 " "

The future figures should read: Canada 75 per cent., and good luck to the rest of the world.

Who is doing the trade with the Colonies? I will take one class of goods that are imported into three of the principal of the West Indian Islands and into British Guiana—goods that are manufactured in Canada.

#### Boots and Shoes.

Into Barbadoes from the United Kingdom.	\$ 71,545 00
" " " " States....	24,780 00
" Jamaica " " Kingdom.	239,765 00
" " " " States....	223,030 00
" Trinidad " " Kingdom.	132,475 00
" " " " States....	108,280 00
" British Guiana " " Kingdom.	75,000 00
" " " " States....	40,000 00

An approximate total of \$914,875.00.

The competition does not only lie between the United Kingdom and the U. S. A. Germany found during the same period a market for \$100,000.00 in butter, beer and other food-stuffs. About \$21,000.00 in hosiery and haberdashery and \$40,000.00 in cutlery and electrical apparatus—so that the plea that Canadians cannot compete against "free trade" England has no foundation in fact.

I am trying to solve the problem of closer trade relationships between Canada and the West Indies, by taking our manufacturers and merchants to those Colonies under conditions that will enable them to acquire a more comprehensive knowledge of trade requirements than can be obtained from blue books and Government statistics.

The Canadian Pacific Railway Company have placed their SS. "Lake Manitoba" at my disposal for the purpose. I am anxious that this cruise should be as truly representative of Commercial Canada as the time for organization work admits of. I visited Toronto for the purpose of getting the Canadian

Manufacturers Association and Toronto Board of Trade to take an active part in the venture. The date of sailing (January 14th) left no time for either of those bodies to call a general meeting to consider my proposal; but I must run that business cruise upon that date, and return the steamer to England—or postpone it.

I stated when I commenced my article that I had no intention of wearying busy men with statistic or blue-book extracts. I will quote some of the principal imports into the Islands of the West Indies and British South Americas. They are as follows:

- (a) All kinds of machinery for sugar estates.
  - (b) All kinds of machinery for farming purposes, such as plows, etc. There would be no use for reaping and harvesting machines of the class we use in Canada.
  - (c) Iron rods and cement for re-enforcement in building operations (demanded by law).
  - (d) Stoves and ranges for cooking purposes.
  - (e) Household furniture of all kinds.
  - (f) Pianos and other musical instruments.
  - (g) Motor cars, buggies, carriages, wagons, plantation conveyances, harness, etc.
  - (h) Fish stuffs (salted and dried), also canned fish.
  - (i) Canned meats, salt beef, pork and bacon.
  - (j) Flour, oats, bran, cheese, butter, jams, preserves, patent medicines, liquors, foreign mineral waters, matches and soap, etc.
  - (k) Timber of all kinds—manufactured articles, such as doors, sashes, etc.
  - (l) Glassware of all kinds and manufactured jewellery.
- In fact, the West Indies can take nearly everything that Canada can manufacture, while Canada can take most of the produce of the West Indies.

I conclude my article with the sincere wish that the readers of INDUSTRIAL CANADA will give some little thought to the greater destiny that our Dominion has to fill.

Sir William Van Horne found the Canadian brains and capital to build and organize the Cuban railways—and it is Canadian capital that provides Jamaica with an up-to-date street railway, electric light and power systems; and I feel sure that with the inauguration of the proposed new steamship service the Maple Leaf will in future be as familiar an emblem in the Tropics as the Royal Palm.



In the West Indies

## THE NEED FOR GOOD ROADS

### Public Opinion is Being Roused to the Economic Advantages of Good Roads and Cheap Wagon Transportation.

**T**HAT it pays to build good country roads is becoming recognized by the more advanced students of economics in this country. The past few weeks have witnessed a campaign both in Ontario and Quebec in favor of improved highways. In Ontario the agitation centres around Toronto, where a scheme has been worked out for common action on the main country roads leading into the city, wherein the province, the county and the city shall contribute in equal shares. In Quebec a large scheme for road improvement is being encouraged, having as its main feature the building of provincial roads, to serve as the main arteries of traffic and as models to the various counties and municipalities through which it ran.

The good-road movement is very practical in its nature. It is recognized that every ton of freight which is moved by the railways is carried at some time or other over wagon roads. Millions are spent in perfecting roadbeds, in reducing grades and in cheapening in every way possible the actual cost of carriage.

While this has been going on on the railways, little effort has been made in this country to reduce the cost of wagon traffic. In several States of the Union state roads have been built and thus the facilities for bringing together the producer and consumer of food products have been greatly increased. The problem was brought to a point by the reeve of a county in an interview with *The Globe*, Toronto, recently:

"Some 17,000 barrels of apples from Oakville, Clarkson and Streetsville stations were sold in Toronto last year at a price that netted the farmer \$1.50 per barrel for firsts and seconds. For these apples Toronto consumers paid \$5 a barrel. All of these apples were grown within twenty miles of Toronto. The difference went to the transportation companies and for middlemen's profits. Had the roads been in good condition, this gentleman stated (himself a large fruit-grower and a graduate of the School of Science), 12,000 barrels would have been teamed to Toronto and consumers would be paying only \$2.50 per barrel.

"Along Dundas Street, he said, nine farms have recently been divided into garden and fruit farms, comprising from ten to fifty acres each. Next spring these farms will be planted with strawberries, raspberries, currants, cherries, pears and apples, together with all kind of garden vegetables, potatoes, corn, tomatoes, etc.

"If the roads are improved, delivery will be made each morning before 7 a.m., in good condition, to the retailer.

"He pointed out that in England and France farmers haul their produce to large cities, as far as 60 miles, by motor-trucks, and take loads of from four to six tons. One of the leading fruit-growers in the vicinity of Toronto is at present in Europe investigating the possibilities of securing trucks for this purpose, to be used in case the good roads by-law is carried.

"For every dollar's worth the farmer sells, he added, the consumers now pay at least \$1.50, the difference going to the express companies and other middlemen. Is it any wonder," he asked, "that the people of Toronto pay dear for their fruit and vegetables, and complain that they only receive second-class stuff. At present it is impossible to deliver produce in Toronto in good shape. The jolting of the wagons ruin the fruit and vegetables, so that all produce outside a very narrow limit must be shipped in by rail."

That is what the people of Ontario, Quebec and every other province have to meet and rectify. Bad roads prevent farmers from bringing their produce to market regularly. They discourage the production of the foodstuffs that have to be marketed fresh. As a consequence prices have risen enormously and the consuming public are not getting value for their money.

In Montreal *La Presse* has for weeks been educating the public to the good roads idea. That it is receiving support in its good work is shown by the letters and photographs of horrible examples with which it has been inundated. The slogan of cheap transportation from the farmer's door has been taken up. It should re-echo from one end of Canada to the other.

## AN OVERDUE REPORT

### The Annual Report of the Superintendent of Insurance Creates a New Record for Late Appearance.

**O**NCE a year the Dominion Government publishes and circulates the annual report of the Superintendent of Insurance, and the information contained therein is of the utmost importance and value to all interested in the various kinds of insurance being transacted throughout the Dominion under licenses issued by the federal authorities.

It is important that the general insuring public should know what the record of the various classes of business has been, and the tables presented in the Blue Book show this elaborately, and yet as simply as it is possible to do; indeed, in this respect the Canadian Government set a good example and may well be proud of the work of their Insurance Department.

It is equally important that the general insuring public should have the record of the experience, standing and resources of the companies compiled in a uniform, intelligent and readily comprehensible manner. This is the more necessary when it is known that the annual statements issued by the companies to their shareholders altogether lack uniformity, and are frequently very misleading. In this respect the Government Blue Book is the only authentic source of adequate and reliable information. One has only to superficially compare the annual statements of some Canadian companies issued at the close of the year's business with the sworn and supervised statements published in the Blue Book to observe considerable dissimilarity between the two, and it need scarcely be added that the statements issued by the companies to the public present them in a much more favorable light than is shown by the Government returns.

In the absence of any law requiring insurance companies to issue uniform accounts on a clear and simple formula, it is very important that the Government Blue Book should be promptly issued, and be available at the earliest possible moment; there can be no two opinions on that point.

It is, therefore, somewhat startling to have to record that this interesting and very necessary Blue Book for the year 1909 was distributed from Ottawa on Dec. 7th, or three weeks before the completion of another year!

The Association, through the Insurance Committee, took occasion eighteen months ago to lay the matter before the Minister of Finance, and then urged that so important a work should be given to the public at a much earlier date, and the only answer is found in the fact that the 1909 Blue Book was received at a later date in the succeeding year than in any



of its predecessors. At the meeting of the Executive Council, on Dec. 15th, 1910, the Insurance Committee was once again charged with the duty of taking all possible measures to lead the Government to give the public the benefit of the work very much earlier in the year; they will endeavor to secure the co-operation of other commercial bodies and the Insurance Associations in support of the reform and to create an agitation which will show the Government that there is a well grounded and general demand for it.

Our contemporary, *Office and Field*, of Dec. 15th, 1910, has already taken up the cudgels, and a leader of that issue puts the whole subject so tersely that we offer no apology for quoting the following extracts:—

“But the report of the Insurance Department is intended to be much more than a work of reference to be used in future years. It is a digest of the business done in Canada, a final authority on the standing of the companies, a public acknowledgement of the faults and virtues which tend to influence the public in its life insurance. It is the official form of the country's guardianship of the people's welfare, the net results of Government control and the visible oversight which the country exercises for the protection of the public. It is undoubtedly interesting to be able to know, in 1911, that the Blank Company was a substantial affair in 1909, that the business done two years ago, the standing of the securities and investments, the expenditure and dividends, were most satisfactory—but it would be much more valuable to know all that the following year after that which the report covers.

“There is always a lack of interest in ancient history, and in the hustle of modern life things quickly become ancient history. Events of 1909 are forgotten except by the newspapers, in 1911. It is of little importance to the general public that a company was of a certain kind two years ago, that its financial figures were thus and so. What the people want to know is what this company is like now, or recently. And in the present lack of sufficient proof to the contrary, the public has a right to that information. They pay to get it, not for filling the shelf space in the reference libraries for learned articles and prize debates; they pay for a Blue Book on their desks when it will be of immediate use. It is not research that the department is instituted to indulge in. The insurance report is a matter of business, that and nothing else. Some mathematical genius would collect for us the figures and sell them to some magazine, which would be found in the reference library whenever we wanted it. And it would cost us nothing.

“Figures of more than a year old are ignored by the House Committees, except upon special resolution. The public should be considered as having the same desires as its representatives.”

## GERMAN METHODS OF INDUSTRIAL TRAINING

In Munich has been Developed a System of Industrial Training through Continuation Schools, which has attained Excellent Results.

THE training of the youth for useful industrial pursuits has been advanced to a high stage of efficiency in Munich, through the efforts of Dr. George Kerchensteiner, the Superintendent of Schools. Nowhere have trade schools and continuation classes been so successful. The remarkable success achieved in this kind of education was

described by the great Bavarian educator in a recent newspaper interview:

Munich has a population of half a million. It contains no less than fifty-two continuation schools, so-called, in which nine thousand pupils receive instruction. These nine thousand pupils divide their time between the school and the trade or factory work they are engaged in. Obviously a system of this kind would be absolutely impossible apart from the most cordial and sympathetic co-operation between the Government and the employers of labor. As a matter of fact, these schools are not primarily Government institutions. For every one of the fifty-odd specialized departments there is an organization of the men who employ labor in that trade, which acts as a board of control, providing material, recommending teachers, arranging courses, examining into results. Practically every important business man in Munich is a member of one or another of these bodies.

In his interview Dr. Kerchensteiner illustrated the kind of instruction given by reference to the curriculum of the coppersmiths. It may be divided into two parts: that portion which is peculiar to the trade of the coppersmith, and that which is common to all the departments. The course covers four years, and includes in the first year a study of apprenticeship and the apprentice's contract, and physiology and hygiene, especially as bearing upon the preservation of health and the avoidance of danger in the coppersmith's trade. In the second year there is a careful study of the history of the trade of the coppersmith; the standing of the craft in the Middle Ages, and the up-growth of present trades and labor organizations; along with the strongest possible emphasis upon the relations of master, journeyman, and apprentice. The third year is devoted to what is called citizen lore, a branch which is common to all courses, and is usually known on this side of the water as civics. The fourth year covers a comprehensive study of trade and commerce, Germany's place in the world of trade and the world of culture, Germany's colonies, and a discussion of the practical problems of the day in the light of social laws.

The ten hours a week which these young people thus devote to school work are allotted as follows:—An hour goes to reckoning and book-keeping, an hour to reading and writing, an hour to citizen and life lore, an hour to religious instruction, and six hours to technical work, theoretical and practical and to drawing. The technical work involves the actual working out, either in miniature, or, if possible, in real materials, of every important process or method in his trade. Drawing is so strongly emphasized that “the students must draw everything they are to construct, and must construct everything they draw.”

There are several features of this system which are worthy of close consideration. One is the fact that attendance is compulsory. Every calling from which twenty apprentices seek instruction is given a school of its own, so that there is accommodation for everyone desiring it. Again, many of the employers actually pay the boys in full for the time they spend in the school. These men evidently believe that the boys' gain is their gain. Further, there is a whole system of domestic science schools for girls, attendance being compulsory, where “everything that goes to make up the German home is taught for three hours per week.” The doctor does not believe in co-operation. “Boys,” he says, “like physics, chemistry, mathematics, all exact sciences and constructive work. Girls like applied art, social sciences, literature, and languages.” In drawing he found that the girls had less liking and ability for perspective work than for decorative design, and the boys vice versa.

Another feature is the comprehensiveness of the system. It is comprehensive in that it includes schools for traders, builders, engravers, wood-workers, butchers, gardeners, goldsmiths, chimney-sweeps, druggists, photographers, coachmen,

and many more. It is comprehensive in that it seeks to make its students men as well as craftsmen. In other words it combines the advantages of a technical and a liberal education. The instruction given aims at an intelligent understanding of the history of each trade in its relation to the other means employed by man in the upbuilding of society. Every industrial group within the community is thus seen in its true relation to others, the interests of all being inextricably woven together in a single fabric. In short, these schools aim at teaching the students not only how to get their living, but also how the world gets its living. An insight into this latter question is the essential thing in a liberal education.

## A BRITISH TRADE MARK

### To Make it Possible for a Purchaser to Identify Goods Made in Britain or the Colonies is the Object of the British Trade Mark.

**A** DMITTING that for sentimental and other reasons the people of the United Kingdom and the Dominions Beyond the Seas would prefer to buy goods from their fellow-countrymen rather than from foreigners, the proposal to adopt a uniform trade mark whereby the British origin of goods would be at once apparent, has a commercial interest for us which is as broad as the Empire.

To adopt a trade mark, register it, license its use throughout the Empire, and advertise it, is the idea of the originators of the movement. The idea was first taken up by the Glasgow Chamber of Commerce, and was later subscribed to by seventy per cent. of the Chambers of Commerce in Great Britain. It was then decided that the carrying out of the proposal should be handed over to some organization which would represent all bodies, whether in Great Britain or in the other British States. The British Empire League was asked to organize the work, and it has accepted the task. The objects aimed at are these:

1. To provide a simple, practical and definite means of identification of British manufactures and produce, which will show clearly the particular part of the British Empire in which these goods are produced.
2. To divert to the Colonies the home country's foreign source of food supplies.
3. To effectually stop foreign manufacturers from fraudulently placing names or trade marks of British manufactures, or names of British places, upon goods which have not been manufactured within the United Kingdom; and, at the same time, to stop British traders from selling, as British goods, what are actually of foreign manufacture.

With the statement that the prosperity of a nation depends on the development of its productive capacity, the argument for the proper marking of British goods is worked out as follows:

"It is a popular belief that foreign goods must be cheaper or of better value than home goods to obtain an entry into our markets. Investigation proves that this is entirely erroneous.

"The foreigner receives as much consideration and as good a price as the home producer. Foreign goods of the same quality and the same kind command the same price as home goods. Foreign goods of a higher quality command a higher price, and foreign goods of a lower quality receive a lower price—in neither case because they are foreign, but because they are of a higher or of a lower quality. In other words, when the merchant purchases a line of goods, he seldom, if

ever, considers whether these goods are British or foreign, and, unfortunately, the same lack of consideration is shown by the consumer."

The plan of campaign is to form a great Association, comprising manufacturers and merchants throughout the Empire. A retail dealer who belongs to the Association can use the trade mark on British goods, but not on those goods which are made by a firm outside the Association. Thus it is believed that every manufacturer will pay the small annual fee for membership and for the privilege of using the trade mark.

The fund raised from members' fees will be used to advertise the trade mark and to expose and secure the punishment of fraudulent markings.

The whole matter lies in the power of the retail consumer, and it is to him or to her that the British producer and manufacturer should look for support. The indifference of the British consumer can only be overcome by a systematic expenditure on advertising—advertising being accepted as the best means of promoting sales. The most ignorant consumer thus being in a position to clearly identify British Empire goods, a greatly increased demand for these goods will be created; the foreigner would then require to sell his goods considerably cheaper to induce the consumer to give him his support.

The result of these simple proposals will be far-reaching indeed. It is well known that, given a genuine demand, it is only a question of time to have that demand met; consequently, if the consumer demands British Empire goods, the British Empire must eventually meet that demand. Further, this increased demand for Colonial produce will create a flow of British capital to the Colonies to enable the latter to increase their productive capacity.

At a meeting of the British Empire League, presided over by Lord Avebury, the following resolutions were adopted:

"That in the interests of the trade of the British Empire it is desirable that a Trade Mark, to be known as the British Empire Trade Mark, be established under proper control for the purpose of distinguishing products of the various parts of the British Empire."

"That the British Empire Trade Mark should be controlled by the council to be formed under the auspices of the British Empire League in association with the official representatives of His Majesty's dominions beyond the seas, the London Chamber of Commerce, the Associated Chambers of Commerce, and such other Chambers of Commerce and other bodies as may be determined."

"That a council be and is hereby appointed for the purpose of preparing a constitution, together with rules and regulations for its guidance, and to establish a guarantee fund of such an amount as may be deemed by them to be necessary."

A strong committee was formed to forward the movement.

### Varnish Men in Convention.

The representatives of the International Varnish Company were in convention at the head office in Toronto on Dec. 19th and 20th. The past year's business was gone over, and suggestions and plans for 1911 were discussed.

At the close of the meeting on Tuesday evening the representatives made a presentation to Mr. J. E. Ebersole, the general manager, as a token of the esteem in which he is held by the staff. Following the presentation, the management and representatives retired to the Queen's Hotel, where the annual banquet took place. The extra number of chairs placed around the table was significant of the continual growth and progress of this company. The banquet, which was made gay and lively with toasts, speeches, songs and stories, was concluded by a theatre party.



A Shipping Scene at St. John

## A CANADIAN WINTER PORT

By Mr. W. E. Anderson

With the close of navigation on the St. Lawrence, St. John with its fine harbor and excellent facilities comes into its own. A fine record of business development.

**T**HE winter-port business in St. John, N.B., is now in full swing. The big ocean steamers are leaving the port each week loaded to their utmost capacity with grain from Western Canada, and manufactured goods from both Eastern and Western Canada and Western United States.

Looking at the great activity of the port to-day, with its large docks, grain elevators, vast railway terminals, etc., and with six or seven ocean liners tied up to the different docks at the one time, one can scarcely realize that a few years ago the site of the present activity consisted of one or two old wharves and an immense stretch of undeveloped shore. With the commencement of the winter-port business, however, this was quickly changed, and is being changed year by year as the development of the port demands additional facilities.

The port of St. John is to Canada in winter what Montreal is in summer—the natural outlet for its products.

It was not until the winter season of 1896-7 that the advantages of Canada were recognized. In that year the Federal Government was induced to subsidize the Beaver Line of steamers to carry mails to St. John instead of to Portland, Maine, as they had done in the past. The first steamer to open the service was the old "Lake Superior." It was with a great deal of hesitation that this subsidy was granted; there was much opposition to the idea of diverting the trade from Portland, Maine. From the first, however, the citizens of St. John were confident that this port was the natural outlet for Canada's trade, and immediately undertook the construction of wharves and warehouses. The city continued building to meet the always increasing demands of the trade until upwards of a million and a half of dollars has been spent.

These demands, however, became so great with the tremendous increase in trade, that it was beyond the financial ability of the city to meet them, and the Federal Government is now constructing great wharves and warehouses to meet the requirements of rapidly increasing trade.

### Increasing Facilities and Business.

One large wharf capable of accommodating three ocean steamers has just been completed, and is available for this season's business. It will relieve to some extent the congestion of the past few years, when it was a common sight to see two or three steamers tied up beside each other, receiving cargo at the different berths.

The following figures, showing the value of exports through the port of St. John since 1897-8, give an idea of the development of this port:

1897-1898 .....	\$4,848,768
1898-1899 .....	7,176,246
1899-1900 .....	10,567,051
1900-1901 .....	6,704,039
1901-1902 .....	10,403,617
1902-1903 .....	14,503,747
1903-1904 .....	16,630,116
1904-1905 .....	14,879,479
1905-1906 .....	23,337,505
1906-1907 .....	19,623,508
1907-1908 .....	23,541,537
1908-1909 .....	24,564,840
1909-1910 .....	24,030,007



Ocean Liners in Harbor

This winter-port business has, of course, brought other business with it. Manufacturers in St. John have felt the benefit of it as giving them the advantage of a low rate of water freight for their manufactures, to European, West Indies and South African ports, and also for bringing in such raw materials as they may import. In this respect they are not confined to the winter season, as several of the lines are now running steamers to St. John all the year round.

#### Importance of Location.

Ever since these trans-Atlantic services were started manufacturing in St. John has been going ahead by leaps and bounds. Small industries that were barely paying expenses are now among the largest dividend payers in Canada. The *all-important* in manufacturing is location! The man or business enterprise hoping to win, cannot enter the fight for existence unnecessarily handicapped by the want of facilities that secure economy of production and distribution. It is just these facilities that have made the manufacturer in St. John successful; he is located where natural and not artificial conditions enable him to prosper.

#### C. P. R. Stretching Out.

The Canadian Pacific Railway Co. has just completed the purchase of some four city blocks on Main and Mill Sts., upon which, it is stated, they intend putting up large freight sheds and a new railway depot. The land is situated at the head of the harbor, and it is understood the additional facilities are required to take care of their Nova Scotia business in connection with their purchase of the Dominion Atlantic Railway and Steamship Line.

The C. P. R. has also acquired control of some forty acres of land on the west side of St. John harbor, where they will make large expenditures to provide additional trackage.

President C. M. Hays, of the Grand Trunk Pacific Railway Company, on a recent visit to St. John to inspect the site pur-

chased by his company at St. John harbor east, made the statement that almost before facilities could be provided to handle it the freight from the west would be coming over the new transcontinental railway to St. John for export. Construction work on facilities for this railway will be commenced early in the spring.

As a result of this railway development, and the assurance that St. John is to have a dry-dock and a ship-repairing plant, there is great activity in real estate. A great deal of property has changed hands during the past month or two. Business men from Ottawa and Montreal have recently purchased valuable sites in St. John, and several large manufacturing concerns have made arrangements for sites, warehouses, etc., in this city.

#### A FORESTRY CONVENTION.

AS short a time ago as the year 1900 the subject of scientific forest protection was practically unknown in Canada, but events have moved so rapidly that the announcement that Sir Wilfrid Laurier has issued a call for a Dominion Forestry Convention, to meet under the auspices of the Canadian Forestry Association in the city of Quebec, January 18th and 19th, 1911, has resulted in such an amount of interest being aroused that it is now practically assured that a great working convention will be the result.

As the result of previous convention and the work of the Canadian Forestry Association, Fish and Game Associations and similar organizations the public mind has been considerably aroused on the question of conservation, and the aim of this convention will be to point out practical ways in which this aroused and enlightened public opinion can work to save Canada's forests and all that depend upon them.

Upon the maintenance of forests on the non-arable lands about the headwaters of our streams depend the evenness of flow, the water-powers and the navigation capacities of our



A Business Street in St. John



Ready for Cargo

ivers. Hence arises the importance of the forests to the manufacturer for his power and to the shipper who uses the waters of rivers and canals for the transportation of freight. Agriculture is badly affected by too close cutting, and much more by the ruthless destruction of our forests.

The railways need ties and lumber, the mines the props without which mining cannot be carried on. Cities need power and good water. People need hunting and recreation grounds and health resorts.

The tourist travel to a well-forested back-country will be an immense trade, bringing millions into Canada when properly developed. These are apart from the first use of the

On this board from the Province of Quebec are Hon. Sydney Fisher and Messrs. William Little, E. G. Joly de Lotbiniere, E. Stewart, H. M. Price, Ellwood Wilson, G. C. Piché, Alex. MacLaurin, and Carl Riordon. Ontario is represented by Messrs. Aubrey White, Deputy Minister of Crown Lands; Hiram Robinson, Thomas Southworth, J. B. Miller, Hon. W. A. Charlton, Gordon C. Edwards, and Dr. B. E. Fernow. Mr. Campbell, Dominion Superintendent of Forestry, is a director, as also Mr. W. B. Snowball, of New Brunswick, Mr. F. C. Whitman, of Nova Scotia, and Mr. A. P. Stevenson, of Manitoba. It is unnecessary to mention these further. Their names in their several provinces are sufficient. The



New Canadian Citizens Entering the Port of St. John

forest—that of providing fuel, logs for the sawmills and the raw material for furniture factories, wagon factories, handle factories, and a hundred other industries.

The Commission of Conservation, of which Hon. Clifford Sifton is chairman, will meet in the city of Quebec the same week, so that there will be a gathering of experts and administrators to give the statistics and the technical side, while the Forestry Convention will translate these into practical work and show what the people and the governments of Canada should do to save and develop the great asset this country has in her forests.

The names connected with this convention show how the conservation idea is gripping Canadians. His Excellency Earl Grey is patron of the Canadian Forestry Association; Sir Wilfrid Laurier is honorary president; Senator W. C. Edwards, one of Canada's foremost lumbermen, is president; and Mr. Geo. Y. Chown, of Queen's University, vice-president. The Ministers of Crown Lands in the different provinces are territorial vice-presidents, as is also the Archbishop of Montreal. Mr. R. L. Borden, M.P., is also one of the directors.

secretary, to whom all enquiries may be addressed, is Mr. James Lawler, Canadian Building, Ottawa.

The Premier of Quebec, Sir Lomer Gouin, and the members of his Cabinet are taking the greatest interest in this matter.

Hon. Jules Allard, the Minister of Lands and Forests, is personally looking after the details in conjunction with a committee of the Association in the city of Quebec. The railways have granted special rates, and altogether the meeting in the city of Quebec, January 18-20, promises to be one of the most important ever held in Canada.

As indicating the efforts being made by the United States to secure a full share of South American trade, it is announced that a new steamship line will commence operating between New Orleans and Rio de Janeiro early this year. The line will be subsidized by the Brazilian Government.

## HOW TO SECURE GOOD GOVERNMENT

To Interest the University in Civic Problems and to Elect Good School Boards are the Surest Means of Good Government.

**A**N interesting contribution to the subject of civic government was made by Mr. G. Frank Beer in a report to the Toronto Branch of the Canadian Manufacturers' Association recently. Mr. Beer represented that body at the sixteenth annual meeting of the National Municipal League held at Buffalo. The conference was attended by representative men from many United States cities, while Montreal and Toronto were also represented.

"The dominant note of the Conference," Mr. Beer reported, "was the absolute necessity of getting citizens to realize and exercise their citizenship. Not 'better government,' but 'self-government' was a phrase frequently heard. In other words, to achieve self-government is the first step toward better government. The experience of many cities is that political machines, ward rings and secret fraternal societies are able by their better organization to defeat the best effort of disinterested citizens. I leave you to judge whether we know anything about that in Toronto. The first object, therefore, of many experienced workers is not to organize new societies, however worthy their object might be, but to rouse to greater efficiency existing organizations whose object directly or indirectly is the betterment of city life or civic government. To this end some daring experiments are being tried. For instance, in Milwaukee meetings are held from time to time in the City Hall at which the heads of the several civic departments give addresses upon their work. The meetings are well attended by representative citizens, and the effect upon the city employees is distinctly good, stimulating them to give of their very best to citizens no longer indifferent and inappreciative of good work. The election of a Socialist Mayor has had something to do with the increased public interest in city government, but behind the city's awakening was the University of Wisconsin with a band of enthusiastic university extension workers and public spirited professors. Columbia University is exercising the same influence in New York, and to-day New York enjoys the best government in thirty years, and a quickening of the public conscience which is rapidly being translated into action.

"Many workers voiced the conviction that greater attention should be given to the character and ability of the men and women forming the Boards of Education in our cities. The feeling was general that no permanent reform can be effected in any city until the school board is composed of men commanding the confidence and esteem of those who elect them, and the respect of the teachers and scholars under their care. Needless to add, this can be won only by competency and disinterestedness. The election of incompetent and self-seeking men to these positions lowers not only the standard of teachers and inspectors, but has a directly injurious effect upon the boys and girls. The loss of respect for those over them results in the development of the lower, instead of the higher qualities of habit and character.

"These, then, are my only two messages to the Toronto Branch of the Canadian Manufacturers' Association:

"First—Get into closer touch with the university of which we are all so proud. Spare no trouble to get the university in closer touch with the city and its problems. Rightly directed, the influence of the University of Toronto can do more

for the betterment of our city than any other society or organization. Public opinion can be influenced by a great intellectual centre, such as a university is, and it may be the privilege of the Canadian Manufacturers' Association to unite the theoretical with the practical in a great movement for the improvement of city government in Toronto.

"The second message is to take a much greater interest in the selection of the members composing our school board. No city board is of greater importance and none is being so neglected. Many of the problems that bother us to-day would be solved automatically to-morrow if the training and education of our boys received the care we give to the business of money-making. When the making of good citizens appeals to us as being of equal importance with the making of good carpets, good underclothing, good baby-carriages and good picture molding, the solution of many of our social problems will be in sight."

## REVIVAL OF APPRENTICESHIPS.

**T**HERE has been during the last few years considerable effort in various directions tending towards restoration in part at least of the system of apprenticeship so familiar to all students of earlier English industrial and commercial life. That such efforts are countenanced by authority is made clear by the recent action of the Wandsworth Education Committee, which has issued a special report on the subject, and appears desirous of obtaining support from other London Councils. This plan, it should be observed, is quite distinct from, though in sympathy with, the efforts of various trade organizations to encourage systematic apprenticeship.

The committee's plan is to elaborate such a scheme as will enable deserving boys and girls to learn, under proper conditions and immediately after they leave school, some suitable trade or occupation, to be approved or selected where possible by the parents. According to this plan boys or girls who gain scholarships should first have the option of choosing a technical or purely scholastic training. Other children who have not won scholarships after passing the school age, have the same privilege of choice, at least so far as vacancies for trade training can be found them. In the case of these latter, any premium which may be required by the employer would be advanced by the Education Committee, and refunded in whole or in part by the parents in agreed instalments.

It is advocated that for apprentices the school age should be raised to whatever age is considered necessary in each trade for the learning of that particular trade and completion of the proper term of apprenticeship. In this connection it should be noted that observant, economic thinkers claim that the ranks of the unemployed, and of those otherwise depending upon the State, are recruited very largely from those boys who are taken from school the moment they reach the minimum age fixed by law even when no employment for them is available, and are allowed from that time on to loaf about the streets picking up only such casual work as may present itself.

### Suggested Conditions of Educational Apprenticeships.

It is advocated that arrangements be made so that a boy or a girl can learn the trade of his choice in working conditions, and under the supervision of the employer's own foremen. In fixing the hours of labor it will be an essential condition that time shall be allowed where desired for afternoon classes on one or two days each week, so that theory may go hand in hand with practice. In other respects apprentices would work the customary hours of the chosen trade, and in every case would stop work in time to attend evening classes in technical subjects.

### Official Inspection.

It is suggested that all such apprentices should be subject to inspection by a representative of the Education Committee, and that the inspector should satisfy himself that the conditions of employment and training are being reasonably carried out on both sides; while in addition the employer should report twice a year as to the conduct, punctuality and progress of the apprentice.

### Technical Schools.

It will be observed that one effect of the execution of such a plan as outlined will be to increase further the supply of students for the evening classes of Municipal Technical Schools. These institutions have attained a high degree of efficiency, and are being more and more heartily supported by public opinion and by associated or individual employers in the various trades affected. The Birmingham Municipal Technical School, with some 2,500 pupils on the rolls, has been obliged to undertake a considerable enlargement of its already extensive premises, and has also found it necessary to limit entries to the elementary classes by imposing an examination, so that only the more intelligent applicants are admitted. The general inauguration of systematic apprenticeship would undoubtedly lead to an increase in the numbers of those desiring technical education, and should also substantially improve the standard of intelligence of those admitted.—*Trade and Commerce Report.*

## ASSISTING BRITISH IMMIGRANTS

### Winnipeg Employers Have Devised a Scheme Where by Money is Advanced to British Workmen to Enable Them to Bring Out Their Families.

A GROUP of Winnipeg employers have devised a plan for assisting the families of workmen from Great Britain to join their husbands in Canada. Hitherto it has been a slow and difficult process for a wage-earner to pay his own expenses here, send to Great Britain enough to support his family there, and then in addition save enough to bring out that family. During the months or years until he had saved the requisite sum Canada was losing much of the benefit of his citizenship. He was not establishing a home here, his money was being spent with shop-keepers abroad, and for the produce of outside labor.

While from the economic standpoint this condition was undesirable, it was much more so from the individual and moral standpoint. A condition of employment which is to separate a family by thousands of miles is objectionable. Entering upon a new life in a strange country it is well that a man be supported and strengthened by all the home ties possible. The establishment of a home ensures stability in the artisan, it curbs the roving spirit and makes for good citizenship.

Recognizing these facts, Winnipeg employers have arranged for the advancement of money to enable families of British workmen to come to Canada. The transaction is carried on through a bank, acting as trustee for the subscribers.

The plan operates as follows: A number of employers sign an agreement, each guaranteeing to indemnify a bank up to \$250 for all losses sustained in advancing money for transportation. A workman who wishes to bring out his family makes application to a committee of the subscribers. They investigate his condition, the probable permanency of his employ-

ment, the amount of his earnings, etc., and if satisfied of the man's reliability they advance whatever sum is necessary for the emigration of his family. He, on his part, undertakes to pay a certain sum weekly until the advance is repaid.

No money is actually paid by the subscribers except in the case of a default by a beneficiary. On the security of the signed agreements the bank advances money as instructed by the committee.

The plan has been in operation now about two months. Over two hundred persons have been brought out under its provisions. Its success has been such as to cause a number of other western cities to adopt similar measures.

The form of agreement signed by subscribers is as follows:

#### AGREEMENT

To Pay Losses of Trustee in Advancing Transportation to Families of British Workmen.

Each of the undersigned subscribers without regard to the number of subscribers or to any representations that may have been made or may hereafter be made as to the number or names of the parties to become subscribers to this agreement or document or otherwise howsoever, hereby agrees with any chartered bank to pay the said bank upon demand the sum of two hundred and fifty dollars (\$250.00) each on account of or in liquidation of any and all loans that may from time to time be made by the said bank to one of the \_\_\_\_\_, in the Province of \_\_\_\_\_ hereinafter called "trustee" for the purposes hereinafter mentioned.

And it is hereby agreed by and between the parties hereto:—

1. That no one subscriber is to be called upon in any event whatever to pay more than the sum of two hundred and fifty dollars (\$250.00), that being the extent of the liability assumed by each subscriber hereto.

2. That the said trustee may borrow from time to time from the said bank on the security of this agreement such sums as he may require and may be able to borrow from the said bank for the purpose of assisting English-speaking workmen resident in Canada to bring their families and dependents to Canada.

3. Before any such assistance shall be given to any such workman, he shall be recommended to receive same by at least three of the subscribers hereto, and shall first give note security to the satisfaction of the said trustee for the due payment of all sums advanced to him.

4. The trustee shall apply all sums of money received by him from workmen and subscribers hereto in repayment of such sums as he may borrow from the said bank.

5. Whenever the said bank desires repayment of any sum borrowed by the said trustee under the provisions of paragraph 1 hereof, the said trustee shall prepare a statement in writing showing all moneys received and disbursed by him to the date of such statement with details showing what such moneys have been paid out for, and for and from whom they have been received, and such statement in addition shall show the number of subscribers hereto. The amount required to be repaid shall be assessed equally upon all subscribers and the statement shall also show the amount of such assessment. Thereafter the trustee shall mail a copy of the said statement of assessment to each subscriber at the address set opposite to his name, and thereupon each subscriber agrees to pay the amount of such assessment. Subsequent assessments may be made from time to time until each subscriber has paid the total amount of two hundred and fifty dollars (\$250.00) subscribed as aforesaid.

6. Notwithstanding anything herein contained it is distinctly understood and agreed that the said bank is not to be

bound by any arrangement or agreement with respect to the manner or way in which the subscribers hereto are to pay the amount for which they have respectively subscribed or agreed to pay. On the other hand, it is distinctly understood and agreed by and between all the parties hereto that so far as the said bank is concerned, it may whenever and as often as it sees fit to do so, demand, sue for and recover from the subscribers hereto or such of them as the bank shall in its discretion consider good for the amount all moneys loaned for the purposes aforesaid.

7. It is also understood and agreed that the said bank is not bound or expected to investigate or enquire into the rights of the said trustee to borrow money from time to time, or as to whether any necessary preliminaries have been complied with or not, but the application of the said trustee for loans from time to time will be sufficient justification for the said bank to make such loans as it deems advisable.

8. It is also understood and agreed that the said bank is not to be responsible for the application of any moneys borrowed by the trustee or for the mis-application or non-application thereof.

9. The trustee or any three subscribers hereto may at any time by three days notice in writing call a meeting of the subscribers hereto, and a majority of the subscribers at any such meeting may appoint a new trustee if they deem it advisable, and may give such directions to the trustee as may to them seem advisable respecting the performance of his duties hereunder and may if advisable direct the trustee to give no further assistance hereunder.

10. It is further understood and agreed between the parties hereto that all the promises, covenants and agreements herein contained shall be binding upon the subscribers, their respective heirs, executors and administrators and shall enure to the benefit of the bank, its successors and assigns.

11. The said trustee and any successor of any such trustee shall sign the acceptance hereto endorsed and agree to faithfully perform the said duties.

Dated at \_\_\_\_\_, this \_\_\_\_\_ day of \_\_\_\_\_  
A.D. 1911.

### PROGRESS AT THE SOO.

T. J. Drummond, Montreal, President of Lake Superior Corporation; J. Fraser Taylor, Sault Ste. Marie, Vice-President; W. C. Frantz, General Manager Algoma Central and Manitoulin and North Shore Railways, and Thomas Gibson, were in conference with Sir James Whitney and Hon. J. J. Foy, Attorney-General, recently. Interviewed subsequently, the visitors said they had been reporting progress and discussing future enterprises. The Corporation has gone ahead by over \$11,000,000 since its reorganization last year. It is now proposed to proceed with the construction of the Algoma Central Railway to the junction with the C. P. R., thence proceeding northward to the Grand Trunk Pacific.

### BILLING GOODS VIA UNITED STATES PORTS.

Whenever possible, shipments should be made via a Canadian port, but when, for geographical reasons, goods come via United States ports, arrangements should be made with the transportation companies to have them billed through from the point of origin. Frequently goods are billed to New York and rebilled from there to Havana. The Havana office of the Ward Line will bill goods from Havana to any point in Canada and equal facilities should be available from the Canadian end. Freight is prepaid in Havana to New York and from there to destination the goods are forwarded, charges collect.

For a number of years the Ward Line of steamers have been in complete control of the service for freight and passengers between New York and Havana. Beginning with the first of December, however, the Hamburg-American Line will furnish a weekly service between these ports and will make a special bid for the tourist traffic. The 11,000-ton steamer Hamburg will be one of the boats in the service, and will arrive in Havana Harbor on Dec. 3rd.—*Trade and Commerce Reports.*

### PRESENTATION TO SUPERINTENDENT.

At the offices of the Toronto Carpet Manufacturing Company, on a recent occasion, the foreman and department managers, together with the office and travelling staff, gathered to express to the superintendent of the works, Mr. C. H. Thompson, the high esteem in which he is held by all who know him.

The meeting was made the occasion of the presentation to Mr. Thompson of a gold watch, locket and chain, also an easy chair.

On behalf of those assembled, the president and general manager, Mr. F. B. Hayes, and the secretary-treasurer, Mr. C. V. Harding, conveyed to Mr. Thompson an expression of the feelings of his associates, which took tangible form in the gifts mentioned above. Mr. Thompson briefly expressed his thanks for the honor which had been done him.

Mr. Thompson has acted as superintendent for the Toronto Carpet Manufacturing Company for eight years, and to no small extent is that company's success due to his untiring zeal and thoughtful interest in his fellow-workers.

### SOUVENIR FROM THE WEST.

From the Manitoba *Free Press* has reached us a little roll of news print, as a Christmas remembrance. With this miniature replica of the roll of paper as it is fed into a modern press is sent a booklet descriptive of the pulp and paper industry of Canada, with a historical glance at papermaking in earlier eras. There is always something individual about the *Free Press'* Christmas offerings. This one is fully up to its predecessors in interest and attractiveness.

The Tallman Brass and Metal Co., Hamilton, have sent out an attractive watch charm to their friends as a Christmas souvenir.

The Alaska Feather and Down Co. are presenting to their customers an attractive and serviceable vest-pocket diary as a holiday remembrance.

The Provincial Steel Company of Cobourg, Ont., have issued a catalogue, illustrating the products which they turn out. The catalogue is excellently designed and printed, and should be of great interest to those requiring rails of any kind.

The North American Furniture Co., Limited, of Owen Sound, Ont., have under construction a factory building 397 by 60 feet and 4 storeys high. A dry kiln has been constructed 80 by 100 feet, and an engine room 72 by 40 feet. The company will manufacture quartered oak and mahogany bedroom and dining-room furniture.



# IMPORTANT RULING IN EXPRESS CASE

After a thorough investigation the Board of Railway Commissioners have rendered a decision which will greatly improve the conditions of express carriage, with a reduction in cost in many cases.

**T**HE Board of Railway Commissioners for Canada have delivered a judgment, consisting of 114 closely type-written pages, in connection with the general express enquiry, together with affirmative approval of the Classification. The rulings when put into effect will revolutionize the express business of Canada, and, if taken as precedents in dealing with the tolls of the railways, will be far-reaching in their effect.

The matter has been treated as an application by the express companies operating in Canada for approval of their "Standard" or maximum tariffs. After quoting at considerable length from the opinion delivered by the late Chief Commissioner, Judge Killam, regarding jurisdiction, the Board proceeded to consider the capitalization, stock, and finances of the three principal Canadian companies. The statements filed by the companies, those prepared by counsel, and the evidence adduced at the earlier hearings, show that the amount of capital invested in these companies is comparatively small, while the capitalization is exceedingly large, being, as the Chief Commissioner puts it, nine-tenths water and one-tenth cash.

The Dominion Express is owned by the Canadian Pacific Railway Co., the Canadian Express by the Grand Trunk Railway Company, and the stockholders of the Canadian Northern Express Co. are practically the same as those of the Canadian Northern Railway Co. The Board, in determining as to the reasonableness of the tolls, have, therefore, not considered the invested capital as an amount on which the companies might earn a fair return, but have treated the express companies as agents of the railways. To quote from the judgment:—

"The real question for consideration is whether the moneys turned over in the first instance by the express companies to the railway companies for furnishing cars and hauling the traffic, plus the balance handed over to the railway companies by the express companies after taking out the expenses of the latter, properly remunerate the railway companies, or whether these sums in the aggregate, are excessive. In this view, it makes little difference what the capitalization of the express companies is, or what, if any, dividend they may earn on the paid up or the total capital stock. The railway company is the real principal, and it is its interests that are to be reasonably protected in the consideration of these express tariffs, although they are prepared and filed by the express companies. Of course, it is not being overlooked that express companies operate over the lines of other railway companies than those owning their stock. These operations are carried on under various forms of contract, but this makes no difference in considering these tolls as really tolls of the railway companies.

\* \* \* \* \*

"The railway companies have, in fact, very small, almost negligible, portions of their capital invested in these express agencies, and these latter, being common carriers performing quasi public functions, are accountable, not only as separate corporations or entities, but

likewise the railways as their real principals, to the public and to the country at large. The law, as interpreted by the late Chief Commissioner, and with which interpretation we entirely agree, imposes upon these carriers the onus of satisfying the Board that their tolls are fair and reasonable. Has this burden been discharged? We feel that it has not been, and in so ruling we are not interpreting the meaning of this onus in a narrow sense. It should not be so dealt with. The carrier is entitled to much latitude in framing these tariffs. There are many elements of loss and danger that must be provided for; but, after making every allowance for all the contingencies we can think of, we are impressed with the fact that the earnings of the railway companies upon express traffic are, upon the whole, excessive and should be reduced.

\* \* \* \* \*

"Arriving, after most serious consideration, at this conclusion, it follows that the application to allow these tariffs as they stand, cannot succeed, and must be refused."

At the present time there are in effect in Canada about twenty different "Standard" or maximum mileage tariffs. The Board has ruled that the principal one now in effect in the east appears to be reasonably grouped and worked out on a logical basis, and that it may be continued.

The Standard tariffs in the west are very much higher, and have been the subject of complaint. Further, it has been the practice to make rates to points on branch lines by adding arbitraries to the locals, or by the combination of the locals, to and from the junction point. These mileage tariffs are to be greatly reduced, and the through mileage is to be applied in all cases.

To sum up, the Board directs:—

1. That there shall be four Standard mileage basing scales, viz.:

(a) On all lines east of and including Windsor and Sudbury, excluding the line of the Temiskaming and Northern Ontario Railway.

(b) On all lines west of and including Sudbury to and including Sault Ste. Marie, Ont., Crownsnest, B.C., Canmore and Thornton, Alta.; also north of and including North Bay, Ont.

(c) On all lines west of and including Crownsnest, Canmore and Thornton to the Pacific Coast and to Vancouver Island transfer ports.

(d) Vancouver Island.

2. That the mileage groupings of (b), (c) and (d) be assimilated to those of (a), so there shall be no overlapping.

3. That the basis of (a) do not exceed \$3.00, of (b) \$5.00, (c) \$6.00, for the 900-1,000 mile group. In Vancouver Island the mileage groups should be harmonized without increasing the rates.

4. On inter-division traffic which is not subject to the Sudbury basing schedule, the higher or highest standard mileage scale as applied to the through mileage shall govern in either direction.



Victoria .....	13.50	11.00
Vancouver .....	13.00	11.00
Rossland .....	12.00	10.00

From Winnipeg to

Nelson .....	8.00	6.25
Calgary .....	5.00	4.75
MacLeod .....	5.25	4.50
Red Deer .....	6.50	4.75
Wetaskiwin .....	6.25	4.75
Grand Forks .....	9.50	6.50

From Vancouver to

Calgary .....	5.50	5.00
MacLeod .....	6.25	5.50
Red Deer .....	6.00	5.50
Nelson .....	5.00	4.50
Rossland .....	5.00	4.75

Between competitive, or what are known as "common," points, the express companies have had in effect joint rates, but between local non-competitive, or what are known as "exclusive" offices, through rates are made by the addition of the locals, with the exception of special traffic matter subject to one graduate.

The Board has ruled that joint rates must be put into effect between all points not modified by competition which shall be constructed on the basis of at least 10 per cent. off the lowest combination of "merchandise" rates between the same points, regardless of point of interchange, and to apply in both directions; the minimum charge to be similarly constructed, unless joint minimum charges are specifically provided in the classification. The various "scale" rates will be made from these joint "Mdse." rates, in the same way as they are now constructed, on local business. The "graduate" charge on this joint business will be made by applying the "Table of Graduate Charges" directly to the joint rate, or, if the specific joint rate does not appear in the table (which is constructed for local rates), the graduate for the next higher rate is to be applied.

**Reduce Graduate Charges.**

The "Table of Graduate Charges" for small packages was criticised by the Board, who ruled that the companies should provide reasonably proportioned graduates for all 100-pound merchandise rates published in the local tariff. It is left to the companies to be worked out, but as these small package shipments are the essence of the express business disturbance of the scale is bound to cause large reductions in the revenues. For example, the table shows a graduate for \$5.00 and \$6.00 "Mdse." rates, but does not show a rate of \$5.25, \$5.50, or \$5.75. The practice in the past has been to apply the \$6.00 graduate for these intermediate rates, but to follow out the Board's ruling it will be necessary to provide graduates for the three rates, less than the \$6.00 graduate. The companies' proposition will be awaited with interest.

**Where Parcels will be Delivered.**

Considerable space is given in the judgment to a discussion of the question of delivery limits, and the companies are required to submit some plan to cover the traffic moving to points where there is a delivery service whereby the shipper will know that his shipment is destined to an address outside the delivery limits, and be enabled to provide against the contingency of non-delivery, or extra charge, in the absence of such information the company is liable to make delivery to the address given. If satisfied that this matter can be properly worked out, the Board will approve defined delivery

limits; otherwise they must be abolished. In connection with this delivery question the judgment reads, in part, as follows:

"It is obvious that as to all this class of traffic the part of terminal expenses representing collection and delivery should not form part of the toll charged. In the past the tariffs have not provided for this feature, the same charge being made (1) where there was no collection or delivery service; (2) where there was a collection but no delivery; (3) where there was a delivery but no collection; (4) where there was both collection and delivery. This sort of tariff has discriminatory features, and the new one must be based upon the service actually rendered; in other words, that part of the public that does not enjoy the collection and delivery service should not pay tolls that include the expenses of such services."

"The companies have, after conference, arranged to publish directories, showing the delivery limits in all cities of 10,000 or upwards, and in large towns of less population where there are at present delivery limits. This may be a fair plan to try, but it must be upon the understanding that it is not final, if the general result should be found to be unsatisfactory; and the approval of the delivery limit clauses in the Merchandise Receipt is subject to the foregoing. Of course, the companies in removing these discriminations must not increase tolls for any services performed by them."

The question of the delivery in cities and towns that have that service has always been a vexatious one, and the Board heard numerous complaints in this connection. The public are entitled to the information as to these limits, if they do not conform to the municipal limits, and unless a plan satisfactory to the Board can be worked out the municipal boundaries will no doubt be made the delivery limits. The section of the judgment above quoted, however, deals with quite a different matter, about which there was no complaint so far as can be learned. It is ruled that the rates between points which do not enjoy these services shall not be the same as between points where there are deliveries or collections, and as the companies are prohibited from increasing the tolls for any services performed by them in this connection it follows that the rates prescribed by the Board can only be applied at such points as have a collection at one end and a delivery at the other. Between other points the rates must be lower. The question is how much lower? Take the Dominion Express as an example, that company has approximately 1,200 offices, with such a service at only 198 of them. The Board has not fixed the rate for the 1,002 offices, but has left it to the companies to make some lower rate therefor.

**New Forms of Contract.**

The Board has prescribed new forms of contract, which are a great improvement over the old forms, loaded down, as they were, with ambiguous language and useless and onerous conditions.

The Classification is unique in that it does not contain the words "Owner's Risk," the liability of the companies having been fully covered in the contract forms above referred to.

The Classification is to be put into effect not later than February 1, 1911, and the local schedules are to be submitted to the Board within three months. No time is fixed for the establishment of joint rates, but the companies have stated that it will take at least twelve months to cover all the points in Canada.

# PROSPECTS FOR BUSINESS IN NEW YEAR

Opinions of Prominent Manufacturers Covering a Wide Range of Territory and Activity on the Probable Trade Tendencies of 1911. A Feeling of Confidence in the future.

**I**N response to enquiries, the following letters have been received from manufacturers in various lines outlining the situation as it now appears and forecasting the trend of business during the coming year. Our correspondents, while recognizing that there are possibilities for trouble in the complexity and hesitancy of United States conditions, are nevertheless almost unanimous in anticipating no serious trouble here so long as the tariff is left alone. It is sincerely to be hoped that no cloud will appear in what is now a clear sky.

GALT, ONT.,  
Dec. 22nd, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—In answer to your favor of the 19th inst., it is difficult to make an accurate forecast for the coming year. Conditions in the United States are very far from good, and, as there will assuredly be a period of dull times there, business in Canada will be more or less affected by it, and also by the fact that reciprocity is being actively urged by a certain element in Canada, and is being discussed by the Governments of Canada and the United States. Americans who have been contemplating building branches of their industries in Canada, and some Canadians who have been considering extensions to their present plants, are holding off. Conditions here are sound, however, and we believe that there will be a satisfactory volume of business, although, from all appearances, it will probably be at close figures.

Yours truly,

THE GOLDIE & McCULLOCH Co., LIMITED.

TORONTO, ONT.,  
Dec. 20th, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—In reply to your enquiry as to the trade outlook for the coming year, would say that while each manufacturer will speak from individual experience, yet I fancy the general trend is toward a very promising year in all lines of trade, especially in manufacturing. This feeling I believe to be well founded, owing to the general and rapid development of the resources of our country and the ever-growing confidence, not only of our own people, but those of outside countries as well, in the great future of Canada. This, coupled with the steady influx of immigrants, whose wants must be provided for, are some of the reasons why the manufacturers of Canada should expect an excellent year in 1911.

Speaking for ourselves, ours is a new line, and, as a consequence, the development will be slower than some others, but the future is full of promise and the business steadily growing as our goods are better known.

Very truly yours,

THE CHAPMAN DOUBLE BALL BEARING Co. OF CANADA, LTD.  
per W. J. Murray, Mgr.

HAMILTON, ONT.,  
Dec. 22nd, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—We anticipate that business during 1911 will be about the same in volume as during the year just closing, although in the States it is likely that 1911 will be a quieter year than the present one. Everything points to a considerable increase in business in 1912, providing there is no crop failure. In our opinion, 1911 will see the end of the downward movement in all steel markets, and we do not anticipate any lowering of prices, but expect them to move upwards when reports of the seeding begin to come in.

Yours very truly,

THE CANADIAN DRAWN STEEL Co., LIMITED.  
H. J. Waddie, President and Manager.

DUNDAS, ONT.,  
Dec. 22nd, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—Replying to yours of the 19th inst., the machinery trade for 1910 has shown considerable improvement for the last half over that of the first half of 1910. The railroads have been compelled to add to their equipment to keep pace with the development in the West; and, with the G. T. P. nearing completion, from Winnipeg to the Coast, new fields for the iron and steel trade will be opened up. This, with extensions and improvements to the Canadian Pacific and the Canadian Northern, contemplated for next year, ought to stimulate the demand for machinery among Eastern manufacturers. Much, however, depends on the material for all the great public works being manufactured in Canada to ensure an increase in the machine trade for 1911, as under ordinary conditions the outlook at present would indicate that it will only be equal to that of 1910.

Yours very truly,

THE JOHN BERTRAM & SONS Co., LIMITED,  
Henry Bertram, Sec'y-Treas.

PRESTON, ONT.,  
Dec. 22nd, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—The prospects for Canadian business in 1911 are very bright, and I am inclined to believe that it will be the best year our country has ever experienced.

Farm crops during the past year exceeded previous records, and the products of our mines and forests have made us a wealthy nation. Canadians generally possess a strong faith in the future of their country, with the result that building next season will be very active.

There is plenty of money available for business expansion, and the banks show a disposition to assist liberally all legitimate enterprises. The huge amount of money on deposit in Canadian banks justifies this policy and, at the same time, gives certain evidence of our national prosperity.

Conditions in the United States are the only cloud upon our horizon. However, based as they are upon political uncertainty and such purely national questions as the controversy on railway rates, it is hardly possible that they will disturb Canada's sound position. I anticipate a record-breaking year in every branch of Canadian industry.

Yours very truly,

THE METAL SHINGLE & SIDING Co., LIMITED.  
C. Dolph, President and Gen. Mgr.

TORONTO, ONT.,  
Dec. 22nd, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—Replying to your favor of the 21st inst., in which you ask us to forecast the trend of business during 1911, we regret being unable to foretell the future, but from present indications we look for a slightly reduced business during the winter months. We consider, however, that the demand for material during next summer and fall should be excellent.

Yours very truly,

PAGE-HERSEY IRON, TUBE & LEAD COMPANY, LIMITED,  
W. W. Near, President and Managing Director.

HAMILTON, ONT.,  
Dec. 22nd, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—Notwithstanding the outlook in the United States, for manufacturing, being not particularly bright for the early months of 1911, the prospects for continuance of active business in Canada look favorable. The phenomenal development of the Dominion west of the Great Lakes is encouraging to Canadian manufacturers generally, and particularly Ontario industries, which have cultivated those wider markets. We believe the year 1911 will be a prosperous one.

Yours very truly,

E. C. ATKINS & Co., LIMITED,  
H. P. Hubbard, Gen'l Mgr.

GALT, ONT.,  
Dec 20th, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—Replying to your favor of the 19th inst., it is a little early to forecast with any degree of accuracy the business conditions in our line that are likely to prevail during the year 1911.

Judging from the business the last two months of 1910, however, we should say that 1911 would be fully up to the average, or slightly better than 1910. Inquiries at the present time are numerous and there apparently is enough work in sight in the home market to insure a good year in our line of business, providing of course that there is no slump in the United States, which always causes more or less dumping at reduced prices in this country.

Yours very truly,

CANADA MACHINERY CORPORATION, LIMITED,  
T. F. Kenny.

TORONTO, ONT.,  
Dec. 21st, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—In reply to your favor of the 19th, in which you ask us to briefly analyze the present business situation and the likely trend of business for next year, we wish to say that so far as we are concerned the present situation is all that we can hope it to be, as we have materially increased our business this year over last.

From the letters which we receive from our representatives from the Atlantic to the Pacific, we feel very sanguine at this time for the business outlook for next year. While crop failure has been very bad in some sections of the North-West, our salesmen write us that they have had considerable rainfall this year, and that as a consequence the earth is being frozen up with considerable moisture in it, which will benefit greatly next year's seeding.

Yours very truly,

S. F. BOWSER & Co., LIMITED,  
W. R. Hance, Manager.

GALT, ONT.,  
Dec. 21st, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—Answering your favor of the 19th inst., regarding prospects for 1911, we see no reason why the coming year should not be one of the best in the history of the country. The only trouble which would be likely to ensue would be caused by stagnation on the United States side of the line. The possibility of goods being dumped into the country is the only drawback which is apparent. There is nothing the matter with Canada, and it will be too bad if the good average should have to be cut down in order to share the troubles of our neighbors caused by their own internal dissensions. We will look for the best, however.

Yours very truly,

THE R. McDUGALL Co., LIMITED,  
A. J. Oliver, Mgr.

LONDON, ONT.,  
Dec. 27th, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—Replying to your favor of the 22nd inst., asking for the outlook for business during the coming year in our particular branch, we beg to state that we are at the present time receiving particulars of large quantities of work in the ornamental iron and metal line from the Western provinces, and this no doubt is merely a forerunner of what we shall receive the next two or three months from all over the Dominion.

In our steel locker department the outlook is also very bright. We are receiving nearly every day inquiries from factories and offices which are thinking of installing articles made from steel, which also goes to show that things are exceptionally bright for the future.

In the interior metal work line, such as bank fittings and elevator enclosures, our inquiries are also very good. We feel sure that there will be a very large volume of trade to be done during the coming season.

Many firms whom we are acquainted with are thinking

of extending their plants and are putting things in shape for a larger volume of business. We therefore think that 1911 will be a very good year all round.

Yours very truly,

DENNIS WIRE & IRON WORKS CO., LIMITED,  
G. Hardy, Sales Manager.

WALKERVILLE, ONT.,  
Dec. 23rd, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—Answering your letter of Dec. 22nd, we see no reason why Canada should not progress during 1911, at least as fast as it did during the present year. It is our belief that the year 1911 will be a prosperous one generally for Canada.

Yours truly,

THE CANADIAN BRIDGE CO., LIMITED,  
F. C. McMath.

MONTREAL, P.Q.,  
Dec. 23rd, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—Answering your favor of the 19th inst., asking my opinion as to the business outlook for 1911, while there is still considerable doubt in the United States as to the trend of business for 1911, there does not seem to be any as far as Canada is concerned. There seems to be but one opinion, and that is that business will be decidedly good.

Railway construction will probably be fully up to the record. The Quebec Bridge will be under construction; also dry docks, while all the large cities will expend very large amounts on new buildings.

As to our own business, while we are only in the third month of our present fiscal year, our output already exceeds three million dollars, with about seven and a half million dollars uncompleted orders on our books.

Notwithstanding the large amount of orders we already have, we still have capacity to turn out about 5,000 freight cars before the 1st of October next, and expect to receive orders for pretty near that number,

Yours truly,

CANADIAN CAR AND FOUNDRY CO., LIMITED,  
N. Curry, President.

AMHERST, N.S.,  
Dec. 24th, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—Answering your favor of the 21st inst., regarding forecast of business for 1911:

We may say that in the Maritime Provinces the outlook is good—in Amherst, it seems to us, that people are spending money more freely than we have ever known them to do. Industries are busy—farmers are getting unheard of prices for their produce. Any manufacturing industries having goods suited to the rapidly developing Western part of Canada appear to be well supplied with orders. The rapidly growing increase in imports of woollen textiles from England (over eleven millions worth last year), of course, make it impossible for any very great or profitable activity to be found in woollen mills manufacturing cloths, and until this matter is

dealt with in a firm and permanent way by our Government, so as to place the industries on a solid footing, we do not see that the future holds much in store for the development of woollen cloth manufacturing on any large scale in this country. We are fully convinced that it is a business that should be dealt with, as it is one that Canada needs, as it would be very bad business to have to depend entirely upon foreign manufacturers for the clothing of the vast population which must eventually inhabit the northern portion of this Continent, with its rigorous climate and special requirements.

A good deal has been said about sheep raising. This is an industry which would evidently produce great profits and provide the raw material for enormous woollen industries, employing thousands of operatives, who should be kept in our own factories instead of allowing them to drift across the line, where the busy hum of industry prevails everywhere.

We have unbounded faith in Canada—we believe it is the best country under the sun to live in. We are also believers in the East as well as the West. Nova Scotia might be made a veritable garden. Something is being done towards calling the attention of the European immigrants to the advantages of the Maritime Provinces. When they are well known they will certainly call for much more attention than they have ever received in the past.

Yours very truly,

HEWSON WOOLLEN MILLS, LIMITED,  
H. L. Hewson, President.

TORONTO, ONT.,  
Dec. 24th, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—Your favor of the 22nd inst. to hand, and we are pleased to advise you that during the year just ending business has been decidedly encouraging, the sales increasing to such an extent that we were obliged to increase our factory output considerably.

Our salesmen have been working on spring orders during the past month, and the volume of business already done bespeaks for an extra heavy spring trade.

Also, we were agreeably surprised at the increased amount of business done with factories with our patented "Steel Grip" painters' brushes, and in this connection would say that we attribute a good measure of the success of this line in the manufacturing field to INDUSTRIAL CANADA, as our advertising to this class of trade has been almost exclusively through your paper.

Yours very truly,

THE BOECKH BROS. COMPANY, LIMITED,

WALKERVILLE, ONT.,  
Dec. 23rd, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—Your favor of the 22nd inst. is to hand, asking our opinion as to the prospects for business in Canada during 1911, and in reply we would say that the inquiries to date confirm our opinion that business in Canada in 1911 will be fully up to that of 1910, if not an improvement on it, but if the depression felt in some lines in the United States at the present time continues throughout the year, manufacturers of many lines in Canada will suffer from the keen competition brought about by the slaughter of prices. We know it to be

a fact that certain manufacturers of the United States have already begun to make propositions in Canada which would be considered ridiculous under normal business conditions. It is to be hoped, however, that the Canadian people will not permit the demoralized conditions in the United States to affect the prosperity of this country.

Yours truly,  
THE KERR ENGINE COMPANY, LIMITED,  
By H. O. Kerr, Secretary.

TORONTO, ONT.,  
Dec. 24th, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—In reply to your enquiry of the 19th inst. as to the outlook for the coming year, would say that from present indications we expect business to be good, especially in the marine line.

Yours truly,  
POLSON IRON WORKS, LIMITED,  
A. H. Jeffrey, Secretary.

TORONTO, ONT.,  
Dec. 24th, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—There is no doubt that business conditions never were better, and, as a consequence, the manufacturers of Canada never so hopeful as at the present time. We need, however, to stand firm in a policy of no interference with a tariff of protection, which has helped to build up our factories and encourage the investment of English and American capital within our Dominion.

Yours truly,  
CANADA COATING MILLS, LIMITED,  
Archibald M. Huestis, Managing Director.

WEST TORONTO, CANADA,  
December 29, 1910.

The Editor of INDUSTRIAL CANADA:

Dear Sir,—The business outlook in Canada for 1911 appears to be satisfactory. There has undoubtedly been a let up in activity in the United States, and this will unquestionably affect the trend of business in Canada. On the other hand, there is enough new development work going on in Canada to keep our conditions healthy and stable. There will not, however, be the same expansion and growth over previous years' records that there has been during the past year.

Yours truly,  
CANADA CYCLE & MOTOR Co., LIMITED,  
T. A. Russell, General Manager.

PORT HOPE, ONT.,  
Dec. 23rd, 1910.

The Editor, INDUSTRIAL CANADA:

Dear Sir,—Our company has enjoyed a splendid business during the year 1910.

Based upon the effect of reports received and tabulated from the various sections of the country, we are inclined to be optimistic as to the character and volume of business for 1911.

The consolidated bank reports, coupled with the payment of dividends, have made an unusually high record.

We cannot see a cloud of any material size upon the horizon. Yes, there is a faint one located in the vicinity of Ottawa.

If the politicians there will be considerate enough to let

the question of reciprocity and tariff alone "prosperity" should continue.

I am a firm believer that the tariff should be placed in the hands of a special Tariff Commission, independent of politics, thereby giving capital that confidence that is necessary to secure uninterrupted and safe investment.

Yours very truly,  
THE STANDARD IDEAL Co., LIMITED,  
H. T. Bush.

TORONTO, December 29, 1910.

The Editor of INDUSTRIAL CANADA:

Dear Sir,—The indications for our line of business for 1911 are extremely bright. Canada has been going forward at such a steady rate, and, generally speaking, on such a sound basis, that it is difficult to conceive of any appreciable slackening of the pace, despite the tendency in this direction in the United States.

While there has been a slight halting in the pressure from the West (owing to the crop troubles of the past year) we believe that with their usual optimism the West will soon regain its stride, so to speak.

We agree with a Western man who said to us a few days ago that the progress of the West in the next ten years will be far and away beyond that of the last ten years. If so, this must benefit the whole of Canada.

Very truly yours,  
DUNLOP TIRE & RUBBER GOODS Co., LIMITED,  
J. Westren, Manager.

WINNIPEG, CANADA,  
December 27, 1910.

The Editor of INDUSTRIAL CANADA:

Dear Sir,—I am in receipt of your favor of the 21st inst., *re* forecast of the business for the coming year. In this connection I would say that I anticipate for the West a year of fair average prosperity. I do not think it will be abnormal in any respect, as the volume of the crop this year was somewhat below the normal. The results will be felt more in the early part of next year than they have been this year. However, if artificial disturbances are not injected into the situation, I think we may fairly count on a good average year.

Yours truly,  
THE MANITOBA BRIDGE AND IRON WORKS, LIMITED,  
T. R. Deacon.

HAMILTON, CANADA,  
December 29, 1910.

The Editor of INDUSTRIAL CANADA:

Dear Sir,—In reply to your letter of the 22nd inst. regarding trade conditions, we wish to say that we are very pleased with the volume of business we have done this year as compared with former years. This has been easily our banner year.

While the iron and steel industry in the country to the south of us is in rather a distressing condition, it is a noticeable fact that this state of affairs does not seem to affect Canada as it would have done some years ago.

While these conditions may result in closer margins to the Canadian manufacturer, we believe that the increased volume of business which we anticipate will offset any reduction in prices. A factor which will help the Canadian manufacturer will be the loyalty of our people to "Made in Canada."

Yours very truly,  
THE CANADA WIRE GOODS MFG. Co.,

# CHANGES IN FREIGHT RATES DURING DECEMBER

List of Freight Schedules Filed with the Board of Railway Commissioners During month of December, 1910.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Canadian Pacific Railway.</b>				<b>Grand Trunk Railway.</b>			
E. 1957	E. 1550			Sup. 3	Sup. 3	Dec. 29, '10	Pulpwood, c.l., from points in Canada to stations in the U.S.
Cancels	Cancels			2024	C.F. 183		
E. 1321	E. 903			Sup. 14	Sup. 14	Dec. 28, '10	Commodities between Buffalo, Black Rock and Suspension Bridge, N.Y., and points in Canada.
1503	1088	Dec. 22, '10	Commodities between stations on the, and points on connecting, lines and points in the Maritime Provinces.	E. 1691	C.U. 39		
1588	1175			E. 2218	C.I. 120	Dec. 3, '10	Iron and steel billets and ingots, c.l., Hamilton to Welland, 90 cts. per gross ton.
1580	1176			Cancels	Cancels		
E. 1973	E. 1566	Jan. 2, '11	Classes and commodities from Detroit, Mich., to points in Canada.	E. 1831	E.I. 84		
Cancels	E. 1566			Sup. 10	Sup. 10	Jan. 1, '11	Classes and commodities from G.T. western lines points to stations in Canada.
E. 1480				W. 213	W. 1612		
E. 1981	E. 1574	Jan. 15, '11	Warehouse storage charges at C.P.R. stations.	Sup. 13	Sup. 13	Dec. 10, '10	Local switching between Industrial Sidings at St. Catharines and Warton, Ont., 1 cent per 100 lbs.; min., \$5.00 per car.
Sup. 10	Sup. 10	Jan. 14, '11	Paper, c.l., from C.P. stations to U.S. points.	E. 1686	S. 71		
E. 1593	E. 1180			E. 2221	I. 107	Jan. 12, '11	Import rates from Portland, Me., to points in Canada.
Sup. 4	Sup. 4	Dec. 22, '10	Paper commodities between points in Canada.	Cancels	Cancels		
E. 1900	E. 1490			1834	I. 86	Dec. 12, '10	Mattress and cot frames, sides and ends (wooden, in the white, unfinished), c.l. minimum 40,000 lbs., Orillia and Toronto to points in the Northwest.
E. 1984	E. 1578	Jan. 17, '11	Woodpulp board, c.l., Ottawa to point in the United States.	E. 2224	C.N. 83		
E. 1983	E. 1577	Jan. 17, '11	Machinery and structural steel, c.l., Toronto to Sault Ste. Marie, Ont., 10½c. per 100 lbs. Applies only on shipments handled inwards from Pennsylvania over C.P.R.	Cancels	Cancels		
Sup. 1	Sup. 1	Dec. 24, '10	Commodities between C.P. stations.	E. 2127	C.N. 79		
E. 1957	E. 1550			E. 2222	C.P. 72	Jan. 9, '10	Woodpulp, c.l., Campbellford, Ont., to points in the U.S.
<b>Grand Trunk Railway.</b>				E. 2172	C.P. 69	Dec. 10, '10	Classes, Montreal to points on the Dominion Atlantic Ry.
E. 2229	C.O. 87	Jan. 15, '11	Cobalt speiss and matte, c.l., Thorold to stations in the U.S.	E. 2190	M. 14		
Cancels	Cancels			E. 2214	C.M. 17	Dec. 22, '10	Commodities, G.T. stations and points on connecting lines to points in the Maritime Provinces.
E. 1921	C.O. 60			E. 1800	C.M. 12		
Sup. 7	Sup. 7	Jan. 13, '11	Class and commodity, G.T. stations to points on the Toledo, St. Louis & Western R.R., including St. Louis, Mo.	E. 2218	C.Y. 16		
E. 578	V. 1			Cancels	Cancels		
Sup. 34	Sup. 34	Dec. 10, '10	Iron commodities, Toronto to Peterboro, c.l., 13 cts.; l.c.l., 16 cts. per 100.	E. 1364	C.A. 61		
E. 150	G.B.Y. 5			1404	62		
E. 2231	E. 39	Dec. 25, '10	Class and commodity, Montreal, Dominion, St. Paul and Lachine, to St. John and Halifax, for export.	1439	67	Dec. 22, '10	Commodities between G.T. stations, and from and to connecting lines.
Cancels	Cancels			1449	86		
E. 1839	E. 34			1799	90		
Sup. 30	Sup. 34	Jan. 18, '11	Classes from G.T. stations in Canada to New York, Pennsylvania, etc.	1830	C.C. 11		
E. 176	G.A. 10			1845	C.D. 57		
Sup. 6	Sup. 6	Jan. 15, '11	Lumber and forest products, c.l., from G.T. western stations to points in Ontario.	1892	C.I. 88		
W. 228	W. 306			1991	86		
2210	C.I. 119	Jan. 3, '10	Bar iron, nails, etc., Montreal to New York for export, 15 cts. per 100 lbs., including lightage.	2065	98	Jan. 1, '10	Petroleum and products, Buffalo, Black Rock and Suspension Bridge, N.Y., to stations on G.T. Ry. east of Prescott and Kinburn, Ont.
Cancels	Cancels			2162	120		
E. 1992	C.I. 97			2212	C.Y. 10		
				E. 2211	C.O. 84		
				Cancels	Cancels		
				E. 1324	C.O. 25		
				1796	A-18707	Jan. 1, '11	Class rates, Ogdensburg and Norwood, N.Y., to Montreal, via G.T.R.
				Cancels	Cancels		
				1430	A-14313		



C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Grand Trunk Railway.</b>				<b>Bay of Quinte R.R.</b>			
1802 Cancels 1584 1804 Cancels 1591	A-18721 Cancels A-15675 A-18723 Cancels A-15743	Jan. 1, '11	Classes, New York to Ottawa Div. of G.T. Ry., via Rutland Ry.	369 Cancels 200 368 Cancels 200	119 Cancels 109 120 Cancels 110	Dec. 8, '10   Nov. 28, '10	Pig iron, c.l., Deseronto to points on connecting lines. Pig iron, c.l., Deseronto to stations on the G.T. Ry.
1805 Cancels 1583	A-18724 Cancels A-15674	Jan. 1, '11	Classes, New York to points on G.T. Ry., Dorval to Kingston inclusive.	<b>Pittsburg and Lake Erie R.R.</b>			
1906 Cancels 1451 1807 Cancels 1486	A-18725 Cancels A-14394 A-18726 Cancels A-14724	Jan. 1, '11	Classes, N.Y.C. stations to Montreal, via G.T. Ry. Classes, Harlem Div. stations to points on Ottawa Div., G.T. Ry.	Sup. 27 102	Sup. 27 B. 1050	Dec. 17, '10	Classes and commodities, P. & L.E. stations to points in Canada.
<b>New York Central and Hudson River R.R.</b>				<b>Pennsylvania R.R.</b>			
1831 Cancels 145	A-18179 Cancels A-1396	Jan. 16, '11	Pig iron, c.l., from North Tonawanda, N.Y., to stations in Canada.	J. J. 33 Cancels J. 80		Dec. 12, '10	New iron and steel rails from P.R.R. stations to points in Canada.
1832 Cancels 131	A-18816 Cancels	Jan. 16, '11	Pig iron, c.l., North Tonawanda, N.Y., to stations on and via G.T. Ry.	Sup. 4 J. J. 30		Dec. 15, '10	Iron and steel articles from P.R.R. stations to points in Canada.
1817 Cancels 1673	A-18758 Cancels A-16601	Jan. 7, '11	Scrap iron, old rails, rails, etc., from New York State points to Montreal.	Sup. 12 F. 27		Jan. 15, '11	Class and commodity from stations on the P.R.R. to points in Canada.
1824 Cancels 1637	A-18774 Cancels A-16250	Jan. 7, '11	Petroleum and products, Buffalo, Black Rock and Suspension Bridge, N.Y., to stations on the Ottawa and New York Ry.	281 Cancels D.D. 9, K. 5 E. 16 Sup. 35 G. 1		Jan. 20, '11	Classes, P.R.R. stations to points on the G.T. R.
1821 Cancels 1248	A-18778 Cancels A-11745	Jan. 9, '11	Rail joints, c.l., Green Island and Troy, N.Y., to Montreal, 13 cts. per 100 lbs.	Sup. 7 G. 36		Jan. 20, '11	Classes from P.R.R. stations to points on G.T. Ry.
1810 Cancels 993	A-18730 Cancels A-8478	Jan. 2, '11	Pig iron, c.l., Buffalo, Black Rock and Suspension Bridge, N.Y., to Montreal, \$2.80 per gross ton.	Sup. 5 J.J. 30		Dec. 19, '10	Iron and steel from P.R.R. stations to points in Canada.
1814 Cancels 1473	A-18734 Cancels A-14698	Jan. 2, '11	Pig iron, c.l., Buffalo, Black Rock and Suspension Bridge, N.Y., to Sherbrooke, Que., \$2.75 per gross ton.	C.C. 48 Cancels C. 31 & 32	2	Jan. 12, '11	Classes from P.R.R. stations to Montreal and St. John's, Que.
1816 Cancels 1640	A-18749 Cancels A-16253	Jan. 3, '11	Classes, Watertown, Oswego, and other New York State points to stations on C.P. Ry.	<b>Baltimore and Ohio R.R.</b>			
1800 Cancels 1438	A-18719 Cancels A-14329	Jan. 1, '11	Classes from point on the Putnam Div. to Montreal.	794 Cancels 254 795		Jan. 2, '11	Classes from B. & O. stations to points in Canada.
<b>Michigan Central R.R.</b>				806 Cancels 627		Jan. 1, '11	Articles of iron and steel from B. & O. stations to points in Ontario.
Sup. 19 1443	Sup. 19 7960	Dec. 21, '11	Commodities from points on the M.C.R.R. T.H. & B., C.W. & L.E. and N., St. C. & T. Rys. to points in Canada.	796		Jan. 20, '11	Scrap iron, old rails, etc., from Fostoria, Ohio, to points in Ontario.
1728 Cancels 1719	8687 Cancels 8661	Jan. 7, '11	Sugar beets, c.l., from stations in Ontario to points in Michigan.	800 Cancels 541 798 Cancels 659		Jan. 10, '11	Class and commodity from Philadelphia and Baltimore to stations on G.T. Ry.
<b>Central R.R. of New Jersey.</b>				<b>West Shore R.R.</b>			
444		Jan. 5, '11	Cotton seed oil, c.l., from Port Ivory, S.I., N.Y., to Hull, Que., and Toronto, Ont., 22 cts. per 100 lbs.	463 Cancels 384	A-6316 Cancels A-5195	Jan. 10, '11	Import class and commodity rates from New York to points in Ontario.
Sup. 17 336		Dec. 15, '10	Classes from C.R.R. of N.J. stations to points in Canada.	<b>Wheeling and Lake Erie R.R.</b>			
				63 Cancels 35 & 36		Dec. 17, '10	Class and commodity, W. & L.E. stations to points in Canada.
				<b>Lehigh Valley R.R.</b>			
				Sup. 5 252		Dec. 11, '10	Classes from L.V. stations to points on C.P. Ry.
				881 Cancels 650		Jan. 14, '11	Copper rods and copper wire, c.l., Perth Amboy, N.J., to Montreal, 20 cts. per 100 lbs.

## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.*

1. **Axes and Edge Tools.**—A Demerara hardware firm would like to handle axes and edge tools of Canadian manufacture.
2. **Biscuit Making Machinery.**—A firm who are just commencing operations in the West Indies are desirous of receiving catalogues, etc., of biscuit making machinery.
3. **Brushes and Grindstones.**—A firm of wholesale dealers in St. John's, Newfoundland, desires quotations on brushes and grindstones.
4. **Babbitt Metal.**—A firm in Newfoundland desires the addresses of Canadian manufacturers of babbitt metal.
5. **Boots and Shoes.**—A merchant of Georgetown, British Guiana, is desirous of handling Canadian lines of boots and shoes.
6. **Boots and Shoes.**—A Demerara firm would like to open up correspondence with Canadian exporters of boots and shoes.
7. **Brooms and Brushes.**—Canadian manufacturers of brooms and brushes should communicate with a British Guiana firm handling these articles.
8. **Box Boards.**—A Manchester firm asks for dimensions and prices of box boards from Canadian manufacturers.
9. **Bronze Powder.**—A Lancashire firm asks for prices of bronze powder from Canadian manufacturers.
10. **Church Pew Seating.**—A prominent firm of importers of wooden goods in Cape Town, South Africa, is in the market for church pew seating in birch and Canadian oak.
11. **Canadian Produce.**—A Canadian, now resident in Havana, Cuba, is interested in hearing from Canadian manufacturers seeking to develop trade with the island of Cuba.
12. **Canned Goods.**—A Demerara merchant handling canned goods would like to hear from Canadian exporters of condensed milk and canned fresh salmon.
13. **Condensed Milk.**—A firm of British Guiana merchants would like to hear from Canadian exporters of condensed milk.
14. **Clothes Pegs.**—A Manchester firm wishes to correspond with Canadian manufacturers of clothes pegs.
15. **Druggists' Sundries.**—An important firm of druggists and chemists in Georgetown, British Guiana, invite correspondence from manufacturers of all kinds of druggists' sundries, proprietary patent articles, etc.
16. **Farm Wagons.**—A South African carriage importer desires to be placed in touch with Canadian shippers of farm wagons with all-steel wheels. Ocean freight rates to East London and Durban.
17. **Flour.**—Canadian exporters of flour should correspond with a firm in Demerara.
18. **Furniture.**—A Demerara firm would like to correspond with Canadian manufacturers of furniture.
19. **Furniture.**—A furniture dealer in British Guiana is desirous of handling Canadian chairs and rockers.
20. **Greyboards.**—A Manchester firm asks for samples and prices of greyboards from Canadian manufacturers of same.
21. **Handles.**—A firm in St. John's, Newfoundland, makes enquiry for the names of Canadian exporters of handles.
22. **Horse Nails.**—A wholesale importer in St. John's, Newfoundland, desires to get in touch with exporters of the above goods.
23. **Hardware.**—A firm in Demerara with a line of general hardware would be willing to substitute some articles of Canadian manufacture for those now stocked, if samples could be seen. They invite correspondence.
24. **Hardware.**—An important firm of hardware dealers in Demerara solicit correspondence from Canadian manufacturers.
25. **Last Blocks.**—Particulars of openings for the sale of dried last blocks in the rough and tree fronts, dried ready for use in the manufacture of lasts and trees respectively, may be had by applying to the Secretary. The blocks for lasts should be turned to shape and lasts ready to be finished.
26. **Lanterns and Wicks.**—A firm in St. John's, Newfoundland, makes enquiry for the names of Canadian exporters of wicks and lanterns.
27. **Mexican Representative.**—A proposition has been received from a Canadian now resident in Mexico for the establishment of sample rooms. It is proposed that a number of Canadian firms should co-operate, and share the expense involved in the renting and fitting up of the sample rooms. The enquirer would look after the sale of the goods.
28. **Nail Kegs.**—A firm with a plant capable of producing a large number of wooden kegs for spikes, nuts and bolts, is anxious to hear from possible buyers, domestic and foreign.
29. **Optical Goods.**—A jeweller in Georgetown, British Guiana, would like to correspond with manufacturers of optical goods in Canada.
30. **Office Specialties and Systems.**—A firm of stationers in Georgetown would like to become acquainted with a line of office specialties made in Canada, including loose leaf systems.
31. **Photo Mounts and Cardboard.**—A Christchurch, N.Z., importer desires names and addresses of Canadian exporters of the above articles.
32. **Putty.**—A Newfoundland firm makes enquiry for the names of Canadian exporters of putty.
33. **Paper Board.**—A Yorkshire firm makes enquiry for the names of Canadian manufacturers of paper board.
34. **Pianos.**—The leading firm dealing in pianofortes in British Guiana would like to become acquainted with Canadian pianos, and requests correspondence, with prices, etc.
35. **Perfumery and Soaps.**—Canadian exporters of perfumery and soaps are invited to communicate with a Demerara firm of druggists.

36. **Packing-house Products.**—An English ship handler in Havana, who is installing an up-to-date cold storage plant, wishes to handle Canadian packing-house products, including butter. A good opportunity will be offered for shipments via Elder, Dempster Line.
37. **Pick Handles.**—A Manchester firm asks for prices and dimensions of pick handles from Canadian manufacturers.
38. **Roofing Felt and Roofing Tins.**—A firm in Newfoundland are desirous of getting into touch with exporters of roofing felt and roofing tins in Canada.
39. **Roofing Material.**—Canadian manufacturers of roofing material are invited to correspond with a Demerara merchant.
40. **Rope and Cordage.**—A Demerara firm invites correspondence from Canadian exporters of twines and ropes.
41. **South American Trade.**—Commission merchant in Vancouver, B.C., with excellent references, is open to represent first-class Canadian firms in South America, particularly along the west coast.
42. **South African Trade.**—Prominent manufacturers' agent, with excellent connections and references, is open to act for Canadian firms seeking business in Johannesburg and district.
43. **Saddlery and Harness Supplies, General Saddlery, Hardware.**—An Auckland, N.Z., firm, importing large quantities of these goods heretofore from New York, would like price lists from Canadian houses, with a view to purchasing.
44. **Shot.**—A firm in Newfoundland is in a position to buy shot from Canada.
45. **Silverware.**—A firm of jewellers and fancy goods dealers in Demerara would like to see samples of Canadian silverware.
46. **Typewriters, Typewriter Supplies, Office Supplies, etc.**—Resident of the Canary Islands is in the market for the above supplies from Canadian firms.
47. **Tweeds and Gents' Underwear.**—A merchant tailor in British Guiana handling gents' furnishings is open to receive samples of light-weight tweeds; also men's underwear.
48. **Umbrellas.**—A dry goods firm in British Guiana would like to become acquainted with Canadian lines of umbrellas and parasols.
49. **Varnish.**—A Newfoundland firm is prepared to purchase varnish from Canada, and would like to know their prices.
50. **West Indian Trade.**—A prominent Ontario hardware merchant is making a trip to the West Indies during the coming winter, and is anxious to hear from some manufacturers of hardware and hardware specialties whose samples he might carry on his trip.
51. **Wood Handles.**—A prominent export forwarding agent in New York City wishes quotations on a full line of wood handles. Can do a large trade.
52. **Wool Blankets.**—An enquiry has been received from Newfoundland for heavy wool blankets such as are used for lumbermen.

53. **Wrapping Paper, Bags, Twine and Cartons.**—A firm of druggists and chemists of Georgetown, British Guiana, using large quantities of wrapping paper, bags, twine and cartons, solicit correspondence from Canadian manufacturers.

54. **Wood Pulp Boards.**—A Manchester firm asks for prices and samples of wood pulp boards from Canadian manufacturers.

#### Labor Enquiries.

1. **Expert Designer or Foreman.**—Expert designer or foreman in the manufacture of woollens and cottons is anxious to come to Canada and secure position. Belgian by birth, but can speak English. Excellent technical training and experience.
2. **Leather Process Man.**—Ex-manager of tannery, having a process for all kinds of shoe leather, chrome leather or tanned leather, varnishes of all kinds, good references, wants situation.
3. **Surgical Instrument Maker.**—Englishman with many years' experience in the manufacture of various surgical instruments is anxious to secure a position with a similar concern in Canada. Excellent references.
4. **Copperplate Engraver.**—Englishman with thorough experience in this trade is anxious to come to Canada and secure position. Address and samples of work on application.
5. **Mechanics of all kinds.**—Through a well-known foreign immigration agency in Great Britain, particulars have been received regarding mechanics in the following trades who are seeking work in their trades in this country:—Blast furnacemen, slater, bolt maker, laborers, steel sawyer, stampers, rivetters, fruit grower, carter, miners, erector, woodworker, planer, stoker, collier, bricklayer, driller, dresser, crossing fitter, striker, ironworkers, blacksmith, navy, excavator, toolsmiths, warehouseman, bridge erector, assistant electrician, wheelborer, brickworker, bricklayer's laborer, rail fixer and setter, bridge and girder worker, collier laborer, stampers, hammerman, ironshearer, chipper, turner. The applications of the mechanics mentioned above have been investigated by the organization in question who will supply detailed information. We believe that most of the applicants would need to have their fares advanced.

#### Special Enquiry.

A small Ontario village is anxious to get in touch with manufacturers who might consider locating their factories in said municipality. Good situation.

#### The First Annual Convention of Pinchin, Johnson & Co. (Canada), Ltd., Manufacturers of Minerva Paints and Varnishes.

The management and representatives of this new Canadian organization, which is a branch of Pinchin, Johnson & Co., Ltd., London, E.C., established in 1834, met in convention at their head office in Toronto on Dec. 19th and 20th. The policy of the company, the merits of the goods and plans for the coming year were thoroughly discussed.

At the close of the meeting on Tuesday the representatives and management all retired to the Queen's Hotel, where the first annual banquet took place, which was thoroughly enjoyed by all present.

## AMONG THE INDUSTRIES

Listowel, Ont., will spend \$5,000 in completing the equipment of its electric light plant.

The Dominion Power and Transmission Co. will spend \$100,000 on new substations in Hamilton.

The Colonial Real Estate Co. will build an eight-storey building in Montreal this year, at a cost of \$300,000.

The Dominion Cooperage Company's plant at Bridgden, Ont., was destroyed by fire recently with a loss of \$14,000.

The Canadian Rubber Company, of Montreal, will erect a new factory in that city at a cost of a quarter of a million.

The Western Bridge and Equipment Co. will establish a plant in Chatham, Ont., if they get certain considerations from the town.

A ten-storey building will be erected in Vancouver by Mr. Jonathan Rogers, at a cost of \$500,000. Gould and Champney are the architects.

The Sherlin, Clarke Co. will erect saw mills and planing mills at Fort Frances, Ont. A fixed assessment has been granted to them by the town.

The Nova Scotia Car Works, successors to the Silliker Car Company, have received concessions from the City of Halifax, as a result of which it is believed they will enlarge their plant.

The Eastern Canada Power and Pulp Company have under consideration a large power development and pulp mill on the Malbie River above Murray Bay, Que. The cost will approximate half a million.

John Wanless & Co., Toronto, are building a new factory on Hayter Street, Toronto. It will be large and modern, and capable of providing accommodation to meet the needs of their rapidly growing business.

The sawmill of the Rat Portage Lumber Co., of Norwood, Man., was destroyed by fire recently, entailing a loss of \$200,000. In addition to the sawmill proper there were also destroyed the engine room and the box factory.

The Western Paint Co. will build a warehouse in Winnipeg.

The Monarch Knitting Co. will build a \$30,000 factory in St. Thomas.

The Toronto Type Foundry, Toronto, will erect a warehouse in Regina.

The Bell Telephone Company will erect an exchange building in Owen Sound.

The Independent Rubber Co. will shortly commence operations in Merritton, Ont.

McClary's, of London, will build some additions to their factory during the coming year.

The Pearce Lumber Co., of Marmora, Ont., have been granted a fixed assessment by that town.

The J. B. Hicks Gas Engine Co. may establish a factory in Sarnia. The town will vote on a proposal to grant a bonus.

The contract has been let for additions to the Brandon Shoe Factory in Brantford.

The Bonner Worth Co. are negotiating with the City of Peterborough, with a view to the establishment of a worsted yarn factory at that place.

Operations on the new Bank of Toronto building, to be erected on King and Bay Streets, Toronto, will commence at once. The building will cost about \$1,000,000.

It is reported that Jas. Robinson, of Millerton, N.B., will build a 200-ton paper mill at Grand Falls, N.B. The Van Horne interests are said to be behind the enterprise.

The Alberta Clay Products Company had an official opening of their plant in Medicine Hat recently. A great crowd of citizens seized the occasion to view this prominent industry. The factory is now in operation, and will add greatly to the industrial activity of the western city.

Work will proceed on the new building of the Provincial Museum, Toronto. After a meeting of the Board of Governors of the University of Toronto with the Provincial Government it was announced that \$400,000 would be spent immediately, with provisions for future development.

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Kearney and  
Foot

McClellan

*Archibald*

Globe

Eagle

Great  
Western

J. B. Smith

Dominion Works, Port Hope, Ont.

The printing firm of C. R. Corneil has been incorporated as C. R. Corneil, Limited, with capitalization of \$100,000.

Canadian Explosives, Limited, with a capitalization of \$15,000,000, with headquarters in Montreal. This concern is a merger of several existing companies engaged in the manufacture of explosives.

The Fashion Dress and Waist Company are incorporated with a capital of \$45,000, with headquarters in Montreal. They will manufacture clothing of all kinds. Hector Lamontagne and others are the provisional directors.

Walter Baker & Company, Limited, the cocoa and chocolate manufacturers, have been incorporated as Walter Baker & Company of Canada, Limited, with a capitalization of \$50,000 and head office in Montreal, where they already have a distributing warehouse—the big Gut Street factory building formerly occupied by the R. E. T. Pringle Co., Ltd., manufacturers of electrical goods.

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—The Philosopher of Metal Town.



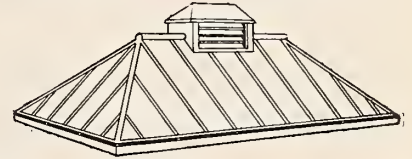
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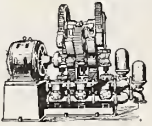
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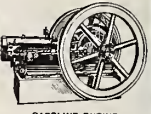
ELECTRIC PUMPS




AIR COMPRESSORS



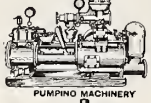
WATER TUBE BOILERS




GASOLINE ENGINE



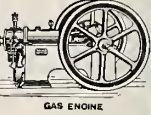
TURBINE PUMPS



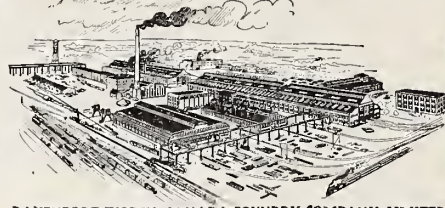
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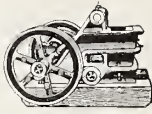
STEAM BOILERS



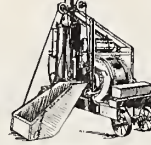
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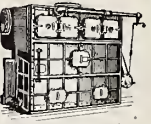
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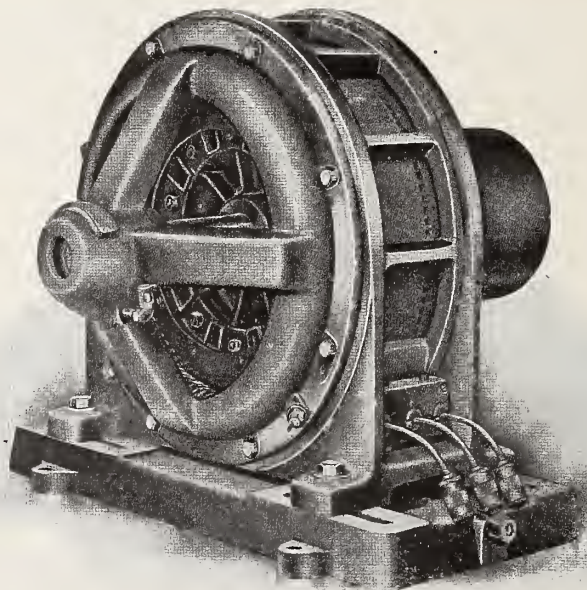


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ISSUED BY

*The* CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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No. 7

## INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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### COMMENT OF THE MONTH.

#### A Crisis.

CANADA is at the parting of the ways. The straight path which for years has led through a land of prosperity, still runs on without a break. But along the by-paths new leaders have appeared who would draw us from our steady course. We are prospering. Not a class or section of the country but is reaping rich rewards for its labor and enterprise. Artisans have steady employment at high wages and under most favorable conditions. Farmers are admittedly prospering as they never prospered before. Merchants and professional men are profiting by the general business activity and by the influx of new citizens as a result of our national development. Capital is in active use. Transportation companies and

banks each month record increasing business. Our natural resources, minerals, timber and fish are being profitably developed, each providing new outlets for the nation's activities. So tremendous is our growth that in spite of the great increase from year to year in the acreage under cultivation, our home market absorbs eighty per cent. of our entire farm produce. If ever there was a country favored of Providence it would appear to be this. We have not the grinding poverty of England's submerged tenth, nor the crushing taxes of Germany's millions, with their barren army. Earning and producing much we are left with the fruit of our labor. Are we to leave all this to follow the leading of economic adventurers? What has any leader to offer more than what we now enjoy? It would be the supremest folly to forsake a condition of uniform prosperity for a tariff will o' the wisp which might lead us, who knows whither?

#### Who is Protected?

A TARIFF system that will ensure for Canada the utmost prosperity for all citizens, securing for each the fair fruits of his industry and enterprise, and maintaining a standard of life that will induce a high type of honest citizenship, this should be our goal. We are not living in a Utopia. Each nation has to do for itself what it can to increase and conserve the general well-being of its members. It is not for us to figure out what effect our tariff policy will have on capital or labor in Europe. By protecting home industries in Canada it may be that capital and labor will be disorganized or thrown out of employment in some foreign country. It is for such a country to work out its own economic salvation. This Canadian brotherhood is only interested in seeing that every one of its members is provided with the opportunities for living the best life, for adding his utmost to the general wealth and for getting for himself such a return for his labor as will enable him to live in comfort and develop his body and mind. How is this to be accomplished? First, employment must be provided; for the man who is not employed adds no wealth to the nation, nor can a man without income live the good life. Sec-

only, employment, being general, must also be profitable. There is the essence of the protective policy. Protectionism is not primarily the protection of the individual manufacturer or of the manufacturing class; it is the protection of the workman, the great class of employees, the men and women who have to live on what they can earn from week to week. Take employment from them in Canada and they starve or migrate to some other country. Manufacture in the United States the shoes that are worn in Canada and Canadian factories close. Put on a protective duty and compel their manufacture in Canada and several thousand skilled workers find employment at lucrative wages. The tariff does not, nor was it ever intended that it should, provide a bounty to manufacturers. If a duty of twenty-five per cent. is fixed it is because the cost of manufacturing is that much greater here than in competing countries. In one country wages are lower; in another the hours of labor are greater; in a third a great production reduces the cost of the individual article; in a fourth the cost of raw materials is less. In any case, the greater cost in Canada is not within the control of Canadians. No criticism can be made of the efficiency of Canadian manufacturers. Plants are well equipped and economically managed. There is no suggestion that they are wasteful in their methods or that economies could be effected such as would materially reduce the cost of production, without adversely affecting the quality of the output.

\* \* \* \*

Unless, then, this greater cost of production in Canada is offset by a protective tariff, how are the industries to be maintained? A reduction in wages would alone avert the total disappearance of manufacturing. There is the real question before the people of Canada to-day, for the problem of the profitable employment of labor is of far greater moment than that of the profitable employment of capital. True, a yielding to the lower tariff demands of the farmers would destroy large industrial investments and would ruin many manufacturers. But this calamity would be as nothing compared to the disaster that would come upon hundreds of thousands of employees. "Let them migrate to the country to which the manufacturing has fled," it may be said. Not such an easy thing for the man with a family, the savings of whose lifetime are tied up in his house, which in a period of depression would be but a burden on his hands. Nor, as another might suggest, could he turn to some other line of employment, for the man who has devoted the best years of his life to learning a trade cannot enter upon another occupation without losing all the benefit of his years of training.

\* \* \* \*

This free trade agitation is a question of bread and butter to the workman. At present there is a full employment for his skill. A high standard of living has been set up and wages are paid commensurate with the expenditure required to maintain that standard. With industries receiving a moderate protection, general prosperity obtains

in every district and among every class. The workmen's districts in Canadian industrial towns are not made hideous by the tenements and overcrowded and unsanitary habitations which make life in many European cities an abomination. The drawn faces and stunted and deformed bodies, which burned themselves into the minds of the Canadian journalists who visited English manufacturing cities last year, are nowhere visible. Instead, workmen's homes in Canada are commodious and good, and present that aspect of care that bespeaks the pride of ownership. In some countries, the distribution of wealth has become a critical problem; the rich, it has been said, are becoming richer and the poor, poorer. In Canada the question is not present. The wealth produced by industry is so distributed through wages that artisans have enough to provide themselves and their families with the necessaries of life, with a surplus for a fair measure of its luxuries. It is not necessary for whole families to work in the shop or mill to eke out a slender existence. On the contrary, suitable education is provided for the children, and the mother is left to manage the home and keep it attractive.

\* \* \* \*

Anyone who is at all familiar with the manufacturing cities of Canada will hesitate long before supporting any fiscal change which will change the social conditions now obtaining. Those conditions are absolutely dependent upon the maintenance of the existing protection to labor, through the customs tariff. If we admit the products of Chinese labor to compete on an equality with our own manufacturers, it is evident that our workmen to maintain the struggle, would have to drop to the level of the Chinaman. This year, steel rails were delivered on the Pacific Coast of the United States, the product of a Chinese mill. An investigation by a steel expert showed that the pay of labor in the Chinese mill was one-tenth of that of similar labor in the United States, whereas ten Chinamen could do just as much and as effective work as nine white men. A real Yellow Peril arises. Have free trade advocates considered the meaning of this? The man who does a hard day's work in Canada has to be fed well, he must be clothed well, it costs him no inconsiderable sum to heat his house, his home itself must be better built at a consequently greater cost. The climate controls these things. The workers in several competing countries, in Europe particularly, are not at such great expense, because the climate is milder. They pay less for food, clothing and rent. They can accordingly work for less. Must not our workmen be protected against this labor which is not on an equal basis?

---

Value to Farmer.

"THE farmer, too, must bear in mind that twenty years ago his dollar bought him about the same as it does now; whereas he is now getting for what he sells anywhere from \$1.25 to \$2.25, as against his dollar of



twenty years ago. He has had a home market created for him which has given this result, and he has had it at very little expense to himself. No doubt the farmer wants cheaper goods, but he must remember that if he gets those cheaper goods by destroying his home market the country as a whole must inevitably suffer."—*Hon. Wallace Nesbitt, before Chatham Board of Trade.*

#### What Canada is Gaining.

**M**R. FOSS says that the present state of the tariff relations between the two countries has sent \$300,000,000 of United States capital to Canada to build up branch industries which compete with United States factories in foreign markets. He says that it has stifled the growth of Massachusetts and New England industry, and has kept Americans out of business which belongs to them by every right. He points out that it has kept the great Canadian railroads from United States ports, and contends that it has ruined New England coasting and shipping interests, and made New England wharf property of little value. The contention of Mr. Foss is that under Reciprocity \$300,000,000 would be kept in the United States; that Canada would continue, as in an earlier stage in her development, to be supplied with manufactured goods by United States workmen out of United States factories. Do we want that kind of Reciprocity? What do our workmen think of the suggestion?

#### A Fallacious Argument.

**O**NE fallacy which the Canadian manufacturer seems to endeavor to keep before the people is that it is "Canada" that manufactures. As a matter of fact, it is the individual manufacturer who manufactures and reaps the benefit. . . . Whatever the customs' duty enables the manufacturer to add to his product makes

him that much richer and the purchaser that much poorer, and nothing is added thereby to the national wealth." The above paragraph, which is an excerpt from a letter by R. McKenzie, of the Grain Growers' Grain Co., is the kind of misstatement and sophistry which the farmers of the West are having served up to them continually by their leaders. As far as INDUSTRIAL CANADA knows, no manufacturer has asked for a protective tariff so long as he could manufacture on an equality with foreign companies. A protective tariff covers merely the difference in the cost of production and distribution at home and abroad. The fifteen, twenty or twenty-five per cent. represented by the tariff goes to the miner who gets more for mining a ton of ore than his fellow in Europe, to the artisan who gets more for turning it into a machine, to the transportation

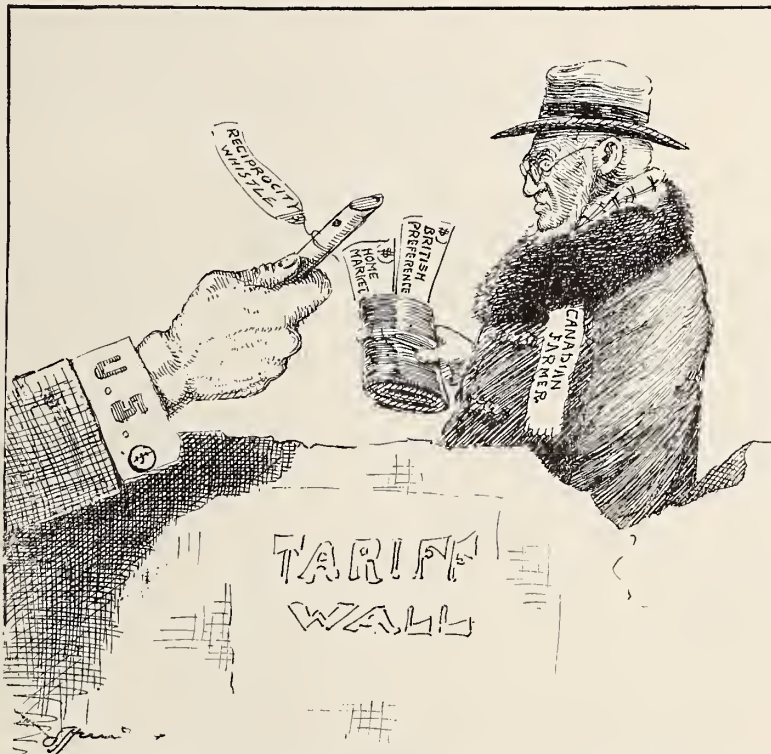
company which gets more for transporting it. If the manufacturer gets as much profit as his competitor, he is in luck. Therefore, when Mr. McKenzie says that the duty represents so much profit to the manufacturer, he is manifestly misinforming his readers, or attempting so to do.

#### Have No Entanglements.

**I**F we enter upon trade relations of an extensive character with the United States, and if the most favorable anticipations which can be entertained turn out to be well-founded, and our friends south of the line use us well and give us the necessary time we ask for, what is the inevitable conclu-

sion? Must not our trade and business and very life, become mixed with theirs, so that we shall become increasingly dependent upon them, with the ultimate end of political union? If this favorable anticipation is not realized, and they will not treat us well, and want to grab and quibble on the interpretation of any reciprocity treaty, what will that mean? It will simply mean that ten or fifteen years from now we shall have to begin all over again, just where we are now, and start once again to put ourselves right. I do not hold with those who say that those who are opposed to a trade treaty between Canada and the United States are opposed to good relations between the two countries. On the contrary, my view is that the best way of continuing good relations be-

### Injuring Canada's Interests



U. S. Manufacturer: "I'd Build a Factory here if I was sure they wouldn't destroy the dams."

tween Canada and the United States is that each should do its own business independently and have no entanglements—nothing in the world to quarrel about.”—*Hon. Clifford Sifton before Canadian Club, Montreal.*

#### Protecting the Workman.

“**B**UT if in Germany or England a piece of raw metal can be turned into an article of commerce by one day’s labor, and if the workman in those countries gets one dollar a day for doing that work which a similar workman in this country doing it in the same length of time gets two dollars, then I say that a dollar duty must be placed on that article. It is the workman you are protecting, not the manufacturer.”

#### Farmers Oppose Reciprocity.

**T**HE Central Farmers’ Institute, representing farmers from all parts of British Columbia, at its annual convention in Victoria, on January 10th, unanimously adopted a resolution in which alarm was expressed at the movement of the grain growers of the prairies for reciprocity in natural products with the United States, and asking, on the contrary, that the duties on fruit entering Canada be raised so as to make them equal to the duties now levied on fruit entering the United States.

#### Protection Increases Farm Values.

“**I**T should not be a matter of surprise that farms were deserted in the sixties, seventies and eighties. The husbandman could not get adequate return for his long and grinding hours of labor. At home there was an insufficient market; while the market abroad was unprofitable. It is scarcely to be wondered at that men turned their backs on the farm, when eggs had to be exported to the States, netting eight cents a dozen, and when butter did well if it fetched twelve cents a pound. All farm stuffs sold at unprofitable prices. To an inadequate home market in these days, was undoubtedly due the decline in husbandry. With the rapid development in coal mining since 1890, a very different tale is to be told. The home market to-day cannot be supplied from the home farms. Instead of sending the produce of the farms to Boston, at unprofitable prices, Nova Scotia is to-day on a very considerable scale, an importer of farm products, at fancy prices.”—*From memorandum drawn up by the coal operatives of Nova Scotia.*

#### The Price Too High.

**T**HE *Weekly Sun* begs the whole tariff question in an editorial criticism of the manufacturers’ memorial presented to the Government recently. “If,” says this farmers’ paper, “farmers were growing rich in supplying the home and the British market, this would not be any justification for denying them the right of access to the American market in order that they might grow richer still.” The manufacturers entered no objection to the farmers finding a market for their produce wherever they wished, but they do object to them getting it at the expense of the whole rest of the country. The farmers are getting much more for their products than they did ten years ago; Government investigators say fifty per cent. more, the *Weekly Sun* admits thirty per cent. In the meantime they are buying the manufactured goods that they need at practically the same figure as a decade ago. Is there anything in these figures which would justify them in demanding that another industry be sacrificed in order that their profit be still further increased? It was not the United States market that the Grain Growers’ sought when they put forward their demands at Ottawa. Free imports was the burden of their cry. Cheaper farm implements, no matter how many artisans throughout Canada were thrown out of work in consequence; cheaper clothes, cheaper boots, cheaper house furnishings; everything cheaper but their own products. These must be made more profitable by Government expenditures on railways, on harbors, on elevators. Manufacturers did not oppose the expansion of the farmers’ markets. On the contrary they have supported every measure which would add to the facilities of the country for handling farm produce. But with the nation, as with the individual, there is a price above which the article is too dear to buy. Such is the present case. Reciprocity with the United States means the paying of a certain price—the throwing open of the Canadian market—for a problematical advantage. The price includes the destruction of much capital and the throwing of many men out of work. Canada cannot afford to pay that price for the doubtful advantage of greater freedom in the United States market. We have undertaken to make of Canada a country of diversified interests, wherein those who have special talents for mechanical pursuits will have full opportunities for utilizing them, and similarly with those whose abilities lie along the line of agriculture. We have gone so far; we cannot turn back. The acceptance of reciprocity would make all our efforts towards the establishment of manufacturing industries abortive. The price is too great.

#### Opinion in British Columbia.

“**A**NOTHER section of farmers has been shown the evil of Reciprocity as applied to them. Addressing the Stockbreeders’ Association of British Columbia, Hon. Price Ellison, Minister of Agriculture for that Province,

recently said: "We have a protective tariff and I do hope and trust there will be nothing happen to destroy that. I don't want to see any reciprocity with the United States and I don't think there is one of you gentlemen who has thought the subject over, that wants to see it either. Do you know what it will mean? It will mean that we will have to go out of business, and I for one would fight to the last to prevent anything of that kind. It is a very, very serious question, indeed, for British Columbia. We cannot afford it. I am speaking now I know to good Liberals as well as good Conservatives, and I do not wish to discuss politics. But we all want what will make British Columbia and Canada, and it cannot be done by having any reciprocity with the United States."

**Bankers Oppose Reciprocity.**

"**T**HAT the present is not the time to let down the bars of trade and turn Canada's natural resources over to the United States, was the opinion expressed at the weekly luncheon of the Canadian Club, Montreal, to-day by Hon. Clifford Sifton, Chairman of the Dominion Conservation Commission, and a former member of the Laurier Government. His audience was composed of the leading bankers and business men of Montreal, as well as Senators and members of Parliament, and they cheered the sentiment to the echo."—*The Globe, Toronto.*

**Conference on Conservation.**

**C**ONSERVATION was discussed during the past month by a gathering of men who were alive to the importance of their subject. The joint meeting of the Commission of Conservation and the Canadian Forestry Association at Quebec, on January 17-20, was of first importance to our continued prosperity. On our natural resources, the continued fruitfulness of the soil, the perpetuation of our timber supply, the economical development of

our mines, and the sane exploitation of our fisheries, depend that material development to which we have a right to look forward. That these resources have been dissipated in the past with a recklessness which is in no way creditable to our foresight is now admitted. Luckily a public conscience was aroused before it was too late and now active measures are being taken to perpetuate the supply. That men eminent in every public activity were present at the conference, and gave their serious attention to the problem confronting the country, is in itself a guarantee for the future. The greatest waste in the past has been in the destruction of our forests. The fire fiend

has been allowed to devastate mile after mile of timber lands, causing a national loss of hundreds of millions of dollars. A considerable part of the time of the Quebec meeting was devoted to the consideration of schemes for overcoming this waste. No doubt the suggestions which will be made to the Dominion and Provincial Governments, as a result of these deliberations, will become effective through legislation. The time for extravagance with timber has gone by. No country is wealthy enough to use its forests for a national bon-fire.

While forests were the most important subject for discussion, other resources were considered. During the sessions of the Commission of Conservation the problem of preserving waterpowers for the use of the people was taken up by the chairman. Hon. Mr.

Sifton took strong ground in advocating the retention of all waterpowers for the public advantage. Where leases were granted he favored a term of years not exceeding twenty for their continuance.

Henceforth more attention will be given to the preservation and extension of our fisheries. An enormous sum is represented in the annual catch of fish in Canadian waters. Unfortunately in some cases and particularly in the lakes and streams, the supply is decreasing, through lack of protection. Moreover in some classes of fish the highest price is not secured owing to inferior curing. The problem is one for close study.

**A Possibility**



The Canadian Farmer may have to Pay Too Dear for His Whistle.

## STEAMSHIP SAILINGS

### St. John to Liverpool—

Canadian Pacific, Feb. 10, Feb. 24, March 10.  
Allan Line, Feb. 17, Feb. 25.

### St. John to London—

Canadian Pacific, Feb. 15, March 1.

### St. John to Manchester—

Manchester Liners, Feb. 11, Feb. 25.

### St. John to Glasgow—

Donaldson Line, Feb. 9, Feb. 23.

### Halifax to Bristol—

Canadian Northern, Feb. 8, Feb. 22.

### St. John to London and Havre—

Allan Liner, Feb. 8, Feb. 22.

### St. John to Australasian Ports—

New Zealand Shipping Co., about Feb. 15.

### St. John to South Africa—

Elder-Dempster, about Feb. 25.

### St. John to Dublin—

Head Line, about Feb. 28.

### St. John to Belfast—

Head Line, about Feb. 5.

### St. John to West Indies (various ports)—

Pickford & Black Line, about Feb. 9.

### Halifax to Turk's Island, Cuba and Jamaica—

Pickford & Black Line, about Feb. 9.

### Halifax to West Indies—

Pickford & Black Line, about Feb. 18.

## NEW PATENTS

The following is a list of patents granted by the Canadian Patent Office to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada:—

- 130,415, Jno. Hollinger, Toronto, Ont.—Milk Receptacles. Jno. Hollinger and A. A. Adams.  
130,420, M. Power, Toronto, Ont.—Window Ventilators. M. Power, R. Geo. Dickson, Wm. Phillips and W. Ed. Ireland.  
130,421, Wm. E. Werner, Montreal, Que.—Ink. Wm. E. Werner, J. M. Gelz and M. Schneider.  
130,430, Jos. A. Brule, Montreal, Que.—Heaters. Brule & Giguere.  
130,457, Wm. Milne, Renfrew, Ont.—Casings for Cream Separators. The Renfrew Machinery Co., Ltd.  
130,459, I. L. Sheith, Vancouver, B.C.—Steam Niggers. Can. Summer Iron Works, Ltd.

- 130,461, I. L. Sheith and Wm. E. Burrows, Vancouver, B.C.—Power Lifting Mechanisms for Saw Trimmers. Can. Summer Iron Works, Ltd.  
130,471, D. McKenzie and Wm. J. Morrison, Winnipeg, Man.—High and Low Pressure Testing Devices.  
130,473, L. I. Greaves and Wm. McKillop, Hepworth, Ont.—Rail Joints.  
130,476, A. McCloy and Jas. W. Bolger, Stratford, Ont. Pickling Machines.  
130,490, M. A. Cameron, Toronto, Ont.—Clasps.  
130,491, A. Carlson, Edmonton, Alta.—Switches.  
130,492, A. B. Champagne, Montreal, Que.—Drawing-boards.  
130,495, B. W. P. Coghlin, Montreal, Que.—Ground Anchors.  
130,497, E. Corcoran, Vancouver, B.C.—Means for Automatically Opening and Closing Elevator Gates.  
130,505, H. G. Fisher, New Denver, B.C.—Sign Displaying Indicators.  
130,506, A. Fitzpatrick, Toronto, Ont.—Bath Suits.  
130,507, A. A. Forbes, Vancouver, B.C.—Fertilizers.  
130,508, Napoleon Fortin, de L'Islet, Que.—Machines a Laver (Washing Machines).  
130,513, E. R. Greiner, Brantford, Ont.—Clothes Driers.  
130,514, Jan Grierson, Toronto, Ont.—Nest Boxes.  
130,521, F. Hoglang, Alberni, B.C.—Hand Loggers' Winches.  
130,522, E. Geo. Jackson, Toronto, Ont.—Railway Switches.  
130,528, A. Lefebvre, Montreal, Que.—Railway Switches.  
130,536, Mary A. Phillips, Montreal, Que.—Vehicle Tyres.  
130,544, Jno. A. Shaw, Montreal, Que.—Berth Lamps.  
130,555, R. B. Watson, Winnipeg, Man.—Weeding and Surface Pulverizing Machines.

## INTERNATIONAL EXHIBITIONS

*Amsterdam, Netherlands.*—An International Exhibition will be held in this city from April to June, 1911, of office requirements and organization. It will be held under the auspices of the Netherlands Society of Exhibitors. Particulars may be had from the "Secretaris, Netherlandsche, Vereeniging van Expositanten, Keizersgracht 257."

*Le Mans, France.*—An International Exhibition will be held at Le Mans, for five months, commencing May 15th, 1911. The Exhibition will include exhibits relating to industry, commerce, agriculture, science, art, sports, and touring. Foreign exhibits, provided that they are re-exported within one month of the closing of the Exhibition will be admitted free of duty, and will be carried on the French railways at half the usual freight rates. Applications for space should be sent to "M. le Directeur General de l'Exposition de l'Ouest de la France," Le Mans.

*Chicago, United States.*—An International Municipal Congress and Exhibition will be held in Chicago from 18th to 30th September, 1911. The Exhibition will consist of manufactures, etc., required in connection with municipal government services, including road-making and paving, sewage systems, garbage collection, incineration, fire department and hospital supplies, etc. Address E. H. Allen, General Manager, International Municipal Exposition, 1107 Great Northern Bldg., Chicago.

## REGULATIONS RE CARDBOARD BOXES

**S**UPPLEMENT No. 1 to Canadian Classification No. 15, which is now before the Board of Railway Commissioners for approval, contains some amendments in the specifications required in the construction of pulpboard, fibreboard and corrugated strawboard packages in order to entitle them to acceptance by the carriers at the same ratings as apply on wooden packages. The proposed specifications are practically the same as are at present in effect in the United States, and will, in effect, provide stronger and better packages.

It is important that manufacturers and shippers using these packages see that they comply with the regulations, otherwise the freight will be subject to a charge 20 per cent. greater than the wooden box ratings.

Any shipper or manufacturer desiring to have his packages tested can do so, free of charge, by forwarding a sample to the Canadian Freight Association, 314 Union Station, Toronto.

In submitting samples for test, a complete package should be sent, in order to ascertain if all the specifications and requirements have been complied with.

## AUSTRALIAN CUSTOMS DECISIONS

A decision has been given by the Department of Customs in Australia that cloth waterproofed with oil can be used as a substitute for cloth waterproofed with rubber, and, in consequence, shall be charged, in accordance with the provisions of sec. 139 of the Customs Act, 1901, rates of duty similar to those leviable on rubbered waterproof cloth upon importation into the Commonwealth, as follows:

Article.	Rates of Import Duty.	
	Under the United Kingdom Preferential Tariff.	Under the General Tariff.
Rubbered waterproof cloth—		
Woolen or containing wool AD VAL.	30 %	35 %
Silk or containing silk, but not containing wool . . . . .	20 %	25 %
Other . . . . .	15 %	20 %

## FOREIGN TRADE OF JAPAN.

The Foreign Trade Association of Japan, an organization of business men having in view the promotion of foreign trade, deals with the trade situation in the following article which appeared in their official publication recently. It endeavors to indicate the revival in that market in keeping with the general trade impetus elsewhere.

Owing to the recovery of the markets, both at home and abroad, the foreign trade of this country has been showing an unusual activity of late, the exports always exceeding the imports. The total volume of both exports and imports of merchandise since January up to the end of October last has reached 753,904,000 yen, showing the remarkable increase

of 90,376,000 yen as compared with the corresponding period of the last year.

The total volume of exports during the ten months amounted to 373,452,000 yen, the figures being an increase of 43,999,000 yen over the figures for the corresponding period of last year. The most conspicuous items of the increase were the manufactured articles and manufactured raw materials, which showed the conspicuous increase of 15,429,000 and 22,595,000 yen respectively. Of the articles belonging to the former category those which attained the most remarkable increase during the period under review were cotton stuffs, woven cotton undershirts, habutaye and silk handkerchiefs, which respectively increased by 3,078,000 yen, 2,198,000 yen, 2,972,000 yen and 1,246,000 yen. Of the articles belonging to the latter category cotton yarns, raw silk, and braids for hats showed the conspicuous increase of 13,274,000 yen, 3,794,000 yen, and 2,721,000 yen respectively. In view of the fact that the above named articles are mostly exported to China and America their increase this year may be regarded as an unmistakable barometer to indicate the certain growth of our commercial relations with those two countries.

Again the total volume of imports during the period is represented at 380,462,000 yen, showing an increase of 4,637,000 yen as compared with the corresponding months of last year. Although the imports of manufactured articles showed a limited increase of only 1,158,000 yen, the total value of the imports of raw materials has reached the enormous sum of 43,715,000 yen as the result of the remarkable increase of imports of raw and ginned cotton, which totalled 36,497,000 yen, and other articles such as wool, phosphates, etc. In the import of manufactured raw materials, iron rods, tubes and plates increased by 4,567,000 yen, while sundry other goods increased by 6,258,000 yen, thus showing an increase of 8,936,000 yen in the grand total. This conspicuous increase of imports cannot but be regarded as a sure evidence of the home market gradually but steadily reviving. In these circumstances we may safely predict that the country's external trade will continue to improve and that the year's trade will probably again end in our favor, that is, in the excess of exports over imports.—*Trade and Commerce Reports.*

## MEXICAN BOOM IN ELECTRICAL FITTINGS.

In spite of the political troubles in Mexico, business is, it is learned from correspondents there, very little affected. Public works, especially are going ahead, electricity undertakings being a noticeable feature of current activity. For instance, with the mains of the Central Mexico Light and Power Company now almost at San Luis Potosi, where the company have acquired the local electricity undertaking, a considerable impetus to the trade in material and fittings should be given. Current is to be provided for such important industrial purposes as mining and smelting, agriculture, irrigation, etc., and no doubt it will be utilized for government and municipal purposes. These developments will create a considerable demand for electrical machinery and equipment, but as United States capital is chiefly interested, it is more than likely that the bulk of the orders directly created will be retained on that side of the Atlantic. The more general business in small motors, domestic, store and office fittings, etc., which will follow should, however, do something to add to the few thousand pounds' worth which Great Britain already ships annually to Mexico.—*British Export Gazette.*

## DEBATE BEFORE FARMERS.

Mr. E. C. Drury of the Dominion Grange and Mr. T. A. Russell Debate the Tariff Question at Beaverton.

THE public hall at Beaverton was all too small to hold the crowd which gathered to hear the tariff debate between Mr. E. C. Drury, Master of the Grange, and Mr. T. A. Russell, General Manager of the Canada Cycle and Motor Co., on the evening of January twenty-seventh. From the surrounding country came farmers in large numbers, keen to have the facts in the disputed question laid before them that they might decide wherein lay their own best interests and the interests of the country; from the village came business men, the intermediaries between the manufacturer and the farmer; from Toronto came a stalwart band of manufacturers, eager to have their case laid before a representative audience of farmers, and confident in the ability of their champion to placate some of the animosities which had been aroused and to prove to the farmers the necessity of protection for the continued prosperity of Canada; lastly were present in considerable numbers professors and students of the University of Toronto, showing the healthy interest which is taken by the University in the practical problems of our national life.

Nor were those who attended disappointed. Mr. Drury, who spoke first, displayed fine ability as an orator and as an advocate. He handled his facts well and made the most of the arguments which he advanced. Contrary to expectations, and in contrast to the grain growers who appeared at Ottawa, Mr. Drury admitted the necessity of protection under certain circumstances. In general, however, he argued for a tariff for revenue only and stated his willingness to accept direct taxation as a preferable alternative to the present revenue raising system. He used specific cases where manufacturers were earning an excessive profit on their investment, to prove that manufacturers in general were becoming abnormally rich, and he maintained that manufacturers added the amount of the customs duty to the price of their goods and in consequence put into their own pockets the difference.

Mr. Russell, in his reply, presented a closely reasoned statement of the tariff case from the viewpoint of the moderate protectionist. His arguments were aimed at persuading his audience rather than at scoring at the expense of his opponent. That he did not argue in vain was proven by the intent interest with which he was followed by those present and especially by the sympathetic hearing he got from the farmers.

To Mr. Drury's claim that an amount equivalent to the duty was taken by the Canadian manufacturer and that this was in effect a direct bounty to the manufacturer Mr. Russell countered with a list of articles with their price in the United States, the Canadian price, and the United States price plus the duty. In every case Canadians were selling considerably below the price set by American competition. Again, he met the charge that in one item which we purchase the price is \$4.95 per hundred, whereas the United States price, plus the duty, is \$5.98. In another important item, the price of the Canadian goods is \$1.50, as against the United States price of \$1.42, or the United States price, plus the duty, of \$1.91. In another item prices are identical. In a fourth item the Canadian price is twenty-four cents, as against the United States price of twenty-eight cents, or United States price, plus the duty, of thirty-five cents. In another item the Canadian price is \$2.50; the United States price, plus the duty, \$2.62. In another item the price is \$2.25; the United States price \$1.80, or with the duty, \$2.40.

A strong point was made of the evil effects of free trade

with the United States on Canadian national life. He quoted Goldwin Smith, Sir Geo. Ross and Hon. Wallace Nesbitt to show that political union would follow commercial union.

Mr. Russell argued that free trade does not always mean cheap goods. In Australia, where there is no duty, farm implements cost about twenty per cent. more than in Canada, where there is a duty of 17½ per cent.

"Will any farmer contend that the price of general manufactured goods in the United States is forty-five to fifty per cent. higher than in England for example?" he asked. "Would this be the only deduction if we adopt the theory that a tariff enhances the price of goods by just the extent of the tariff? If we adopt that theory, how is the Canadian farmer to be improved in his condition by having his lot cast in with manufacturers in the United States operating a tariff of from forty-five to fifty per cent?"

In speaking of the prices of threshing machines, Mr. Russell gave the following statement:

"I find that the average-priced American machine, 20-22 h.p., is \$2,166; Canadian, \$1,955. The average price of 25-28 h.p. American, \$2,534, and Canadian, \$2,422. The average price of 30-32 h.p. United States, \$3,021; Canadian, \$3,065.

"The average price of threshing machines—United States, \$569; Canadian, \$511."

Mr. Russell concluded by quoting some striking figures illustrating the value of the home market. It was a market, he said, which should be conserved with the utmost care. On a uniform development of the country depended the prosperity of every class.

## TRADE IN NEW ZEALAND.

Imports from overseas arrive with conspicuous regularity. The fact that the sources of supply are far away explains the steady stream of foreign freight. The holiday season has no effect upon this condition of affairs; Christmas goods have been on the market for several weeks. This class of trade resembles that of any other English-speaking country at this time of the year.

The fact that shipments from New York show a decided falling off is quite apparent. This may be attributed to two causes: First, that contracts with New York lines are expiring; and secondly, that the additional opportunities provided for shipping from Montreal and St. John have stimulated trade with Canada. The *Waimate* from Montreal has 600 tons for this port, and 1,600 tons for all New Zealand ports.

Canadian firms would be well advised to establish agencies in New Zealand. Importers here give large orders to New York commission houses without stipulating whose goods are wanted, and Canada loses much trade from this cause. In some cases Canadian goods are expressly mentioned, but United States goods arrive.

This loss of trade would be obviated if Canadian firms would establish agencies in New Zealand. In all cases it would be desirable to appoint one for the North Island and one for the South Island, as the requirements for both are dissimilar. An agent could cover the ground more effectively with this division. There are many old-fashioned firms in New Zealand of good financial standing who would act in this capacity, and much business would result.

## INDUSTRIAL OPPORTUNITIES.

The C.P.R., through its Industrial Department, has issued a book on the manufacturing and business opportunities of Western Canada. The C.P.R. officials, through their close knowledge of Western Canada, are peculiarly well-situated to estimate the requirements of the country. The present volume will be studied with interest by the many people who are interested in the West.

# OPPOSE CHANGE IN EXISTING TARIFF CONDITIONS

Strong Body of Manufacturers Representing Interests from Coast to Coast, Present Memorial to Government Setting Forth their Grounds for Opposing Grain Growers Demands for Reductions in Tariff.

To the Right Honorable Sir Wilfrid Laurier, G.C.M.G.,  
Premier and President of the Council.

The members of the Canadian Manufacturers' Association, in whose behalf we appear before you to-day, desire in the first place to thank you for this opportunity of laying before you their views on the question of closer trade relations between Canada and the United States, and of acquainting you more in detail than has been possible on previous occasions with their attitude towards the present tariff policy of the Dominion.

Business men all, trained in the school of competition, and required by the very nature of things to cultivate their faculties of observation to the fullest extent, they have watched with more than ordinary interest the returning crisis in the life of our young nation, when, through the renewal of the agitation for reciprocity with the United States, its commercial and industrial destinies would again be brought to the parting of the ways. If thus far no official pronouncement has been made by our Association upon a subject that is obviously fraught with deep significance to every form of Canadian manufacturing enterprise, it is because of the fact that we have viewed the situation with more or less equanimity, feeling sure that the wisdom that has characterized the management of the tariff policy of the Dominion for the past thirty years could still be relied upon to bring us safely through the present situation.

Although the prospect of reciprocity has already caused some unsettling of business, our confidence is still unshaken, but lest there should be a disposition on the part of our neighbors to stiffen their demands on your Government in the expectation of finding on this side of the line any considerable element of our population favorable to their view, we welcome this opportunity of assuring you that the interests for whom we can fairly claim to speak, representing approximately, \$1,200,000,000 of invested capital, \$1,000,000,000 of annual output, furnishing direct employment to 435,000 artisans and workpeople, and distributing annually \$250,000,000 in wages, are opposed at the present juncture to any reciprocal tariff arrangement between the two countries that would necessitate a lowering of the Canadian Customs Tariff on manufactured products. They are convinced that any reduction would prove injurious to the industries directly affected, and indirectly detrimental to the interests of Canada and consequently the Empire as a whole.

As Canadians, they regard the present as an inopportune time for the negotiation of a Reciprocity Treaty. (See Appendix 1). United States enterprises are developed to the highest state in point of capital, specialization of products and magnitude of operations; Canadian enterprises, because of their restricted markets, are not yet so developed, and it would be obviously impossible for them to withstand the competition that would inevitably follow reductions in the present Canadian tariff.

## Canada Not Ready.

The United States may be ready for reciprocity; Canada is not. The United States already enjoys an enviable position in the matter of international trade. Dutiable products coming from that country into Canada, are admitted under an

average duty of less than 25 per cent., whereas they themselves, in order to encourage and protect their own industries, have imposed an average duty of 43 per cent., the result being the present all too successful exploitation of the Canadian market by the United States people, as evidenced by Canadian trade statistics. (See Appendix 2). Further, Canadian exporters are seriously embarrassed by the lack of facilities in the United States for transacting Customs business, and by onerous regulations requiring expensive entry fees, consular certificates, etc. Canada has made things easy for the United States exporter by establishing a port of entry in almost every town of any account, while practically the only ports of entry in the United States are on the frontier, where the duty has to be paid. (See Appendix 3).

If a reciprocal trade agreement embracing manufactured goods were entered into with the United States now, the latter country would have an immense advantage. Canadian manufactured goods have been excluded from the United States, because of the high tariff, and are therefore practically unknown to the consumers of that country. The products of the United States manufacturers on the other hand, by reason of the lower Canadian tariff, have been freely sold in this country and are well known to the Canadian people.

The Canadian people have invested heavily in existing industrial enterprises and all interests, agriculture, fishing, lumbering, mining, banking, transportation, etc., are vitally concerned in the continuity of their operations.

## Trusted to Maintenance of Tariff.

Relying upon the maintenance of our tariff, especially as against competition from the United States, British Capitalists of late years have invested large sums of money in Canadian enterprises. French and other European investors are beginning to follow the same course. The adoption of a Reciprocity Treaty with the United States would unquestionably check the inward flow of capital, which is necessary to the continued development of our country. (See Appendix 4).

Moderate as is the existing Canadian tariff, it has already induced a large number of United States manufacturers to establish branch factories in this country, thus causing our population to be increased by the employment of labor within our own borders, and creating a large home market for the products of our farms. Reciprocity would kill this movement, which is as yet only in its infancy. It would be obviously impracticable for a manufacturer to equip factories on this side to cater to a market of 100,000,000 people, when 90 per cent. of that market might be cut off at any time by the termination of the treaty. (See Appendix 5).

Canada is rich in raw material—forest, field, mine and fisheries. If these are now thrown open to the United States, and consumed with the same extravagance that has characterized that country's use of its own resources, they will be depleted in a few years. With her growing population, Canada should not allow her raw materials to be exported in their crude state, but should develop them within the country, build up strong, diversified Canadian industries, and distribute the finished products of Canadian labor throughout the world.

### Preserve East and West Lines.

Canadian transportation lines run East and West. The Canadian people have made and are still making great sacrifices to build them, in order to encourage trade between the provinces and with the United Kingdom. This immense investment should not be jeopardized by a Reciprocity Treaty which would divert traffic southward, benefiting United States transportation lines at the expense of Canadian railways and steamships. No extended treaty of trade should be entered into with the United States unless we are prepared to abandon the National Transcontinental with all the millions already spent upon it, and unless we are ready to relinquish the idea of deepening the Welland Canal, of constructing the Georgian Bay Canal, of building the Hudson Bay Railway and of erecting terminal elevators adequate to our needs at Montreal and Vancouver. (See Appendix 6).

As regards the negotiations of a reciprocal trade agreement that would be limited in its application to the exchange of farm products in their unmanufactured state, the members of the Canadian Manufacturers' Association hesitate to express an opinion. We feel constrained, however, to remind the farmers of the bitter disappointments they have experienced in times past when their own home markets have been impaired by a flood of surplus produce from the United States, and when their access to the markets of the latter country has been shut off without warning by the imposition of prohibitory rates of duty or by the abrogation of existing treaties. When the McKinley Tariff, with its 30 cts. a bushel duty on barley, was announced in 1890, many a farmer through Ontario and Quebec found himself reduced to the verge of ruin. Since it would seem to be impossible, short of political or at least commercial union, to guard against such an eventuality from the negotiations now in progress, we cannot but express our fear that the advantages accruing to our farmers from any trade agreement with the United States would fall far short of realizing their expectations.

### National Investments Imperilled.

From the standpoint of business, it is manifestly unsound for us as a nation to invest our money in developing channels of trade which lack the essential of permanence, particularly when the opportunities for establishing profitable connections which possess this essential are open to us on every hand. That being the case, we would seriously ask our farmers, would it not be better for them to relinquish their pursuit of reciprocity with the United States and continue to apply themselves to the building up of strong home and Empire markets, out of which they would never be legislated at the will of some foreign power.

The home market is unquestionably the farmer's best market. Despite the levity with which some prominent agriculturists have treated the subject, the fact remains, and is capable of proof in more ways than one, that easily 80 per cent. of everything that is grown upon the farm is consumed within our own borders. (See Appendix 7). Instead of being compelled to sell his produce under heavy expense and against keen competition in the markets of the world, as some would have us believe, the Canadian farmer is in the happy position of being able to convert four-fifths of his produce into cash at his very door. Nay, further, in some lines, more especially in the West, the demands of the home market are such that we actually are compelled to import farm produce. (See Appendix 8). With our rapid increase in population the home market must continue to expand and call for the best the farmer can produce.

### Encourage Establishment of Industries.

To achieve this end, we believe that the Canadian tariff

should be so framed and consistently maintained as to encourage the investment of capital in Canadian enterprises, and to effectually transfer to the workshops of the Dominion the manufacture of many of the goods which we still import from other countries, and notably from the United States. Whatever fault may be found with individual items of our present tariff, as a whole it is proving itself to be a powerful factor in the upbuilding of our country and in the expansion of our home markets. Our earnest hope therefore is that it will not be disturbed.

In expressing this desire we know that we are not in accord with the Grain Growers of the West who recently appeared before you. We give these gentlemen credit for being perfectly sincere in their representations, at the same time we believe they have been misinformed; from many of the statements advanced by them it would appear that they have argued from data that has been either insufficient or inaccurate. We therefore beg to offer a few explanations which we hope will make our own position clear and obviate future misunderstandings.

### No Privileged Class.

It is fallacious to look upon the tariff as a favor granted to a privileged class, whereby they are enabled to enrich themselves by levying toll on all other classes of the community; it is equally fallacious to speak about the beneficiaries of protection. The workingman, the storekeeper and the farmer are just as much beneficiaries under a moderately protective tariff as is the manufacturer. True, through the aid of the tariff the latter may be enabled to enlarge his business and increase his output, but the point to remember is that every dollar he spends in the employment of labor or in the purchase of supplies means so much more money in circulation, and so much more wealth in the hands of the community at large.

Moderate protection sanctions no tribute from any class; on the contrary, it induces a condition of general prosperity in which every citizen, including the farmer, gets his full share. The statements that the manufacturer adds the whole duty to his selling price are general in character and offered without any shadow of proof. Such statements can be easily disproved over and over again to the satisfaction of any impartial investigator who will examine the facts as they really exist. (See Appendix 9). The great majority of manufacturers are offering the consumer better articles for less money to-day than they were twenty years ago. This is only what might be expected under the healthy competitive system which a moderate tariff regularly induces, and which can nearly always be depended upon to hold in check any desire to reap immoderate profits.

### Fair Trade Guaranteed.

That competition is eliminated, that prices are enhanced by agreements among the manufacturers, is a serious charge that all too easily suggests itself to the suspicious or biased mind, and which for that reason should not be uttered lightly. Those who do make the charge should remember that the statutes of our country provide ample machinery for the suppression of combinations in restraint of trade. If such illegal practices are resorted to, we desire to state frankly that the Canadian Manufacturers' Association has no sympathy with them, and to those who feel themselves aggrieved, we would say that the remedy lies in their own hands. Combinations have no connection with fiscal or tariff policy—they are the result of the modern tendency to organize. Free Trade England is a leader in the promotion of industrial mergers. It should not be forgotten, however, that many forms of trade agreements, many so-called mergers or combines, are per-



fectly legitimate. Those that lead towards standardization of quality, those that make lower prices possible through the adoption of more economical methods of production and distribution, are obviously as much in the interests of the consumer as they are in the interests of the manufacturer.

Another claim advanced by the agriculturists who waited upon you, is that in the depopulation of Eastern Canadian farm land, and in the disproportionate increase of urban to rural population in the West, we have clear evidences that agriculture is not prospering as it should. As one of the principal causes contributing to this, they allege that the purchasing power of their produce is depreciated 25 per cent. through their having to buy all their supplies at prices that have been unduly enhanced by the tariff. We have the authority of Mr. Coats, Associate Editor of the *Labour Gazette*, in his Report on Wholesale Prices in Canada 1890-1909 (page 16), for the statement that the appreciation in value of grain and animal products for 1909, over the average for the decade 1890-1899, was greater than the appreciation in the value of any other commodity investigated, with the exception of lumber and furs. According to the same authority the farmer is getting 50 per cent. more for his grain, 48 per cent. more for his meat, and 35 per cent. more for his dairy produce than he did 10 years ago, while for other foodstuffs he pays only 7 per cent. more, for textiles only 8 per cent. more, for implements only 2 per cent. more, and for house furnishings in which lumber largely enters only 10 per cent. more, while on many manufactured articles he pays less, as shown in appendix. It is probably no exaggeration to say that a fixed amount of almost any kind of farm produce will purchase 50 per cent. more of general manufactured goods than it would have 20 years ago.

Farmers are Prospering.

However the decline of rural population may be explained, it is surely not because farming has become less profitable than it was. On the contrary, the fact that business was never better than it is to-day, coupled with the axiom that the farm is the basis of our national prosperity, clearly indicates that the farmer is making most gratifying progress. The fact that experienced United States farmers by the hundred thousand are annually coming to our West, and there becoming wealthy, is the best evidence of the improved position of the Canadian farmer over the farmer in the United States even with his larger market. (See Appendix 10.)

We have noted the suggestion offered on behalf of the farmers that the British Preference should be immediately increased to 50 per cent., with provision for such further

reductions in the preferential rates of duty as would establish complete free trade between Canada and the Motherland within ten years. The Association's position on this subject was defined at the Halifax Convention in 1902. The resolution on this subject has been reaffirmed at every Convention since 1902, and is as follows: "That while the tariff should primarily be framed for Canadian interests, it should nevertheless give a substantial preference to the Mother Country, and also to any other part of the British Empire with which reciprocal preferential trade can be arranged, recognizing always that under any conditions, the minimum tariff must afford adequate protection to all Canadian producers." Having regard to present conditions in Canada, we consider that any increase in the existing preference is inadvisable and would imperil the existence of many Canadian industries.

In its relation to the manufacturer, the tariff stands in exactly the same position as experimental farms, grain inspection, terminal elevators, facilities for chilling meat, cold storage shipping, the Hudson Bay Railway and a score of other things stand in relation to the farmer. With the request of the farmers for federal assistance in surrounding their industry with such adjuncts as will contribute to its advancement and their own prosperity, we are in hearty accord, feeling hopeful that with a fuller and better understanding of the situation, they will speedily join hands with us in a firm stand for stability of tariff, diversified home industries, and strong home and Imperial markets. (See Appendix 11).

A Uniform Development.

For why should the farmers not do so? They cannot hope to be permanently benefited by sacrificing other industries in order to advance their own. Like the human organism, a nation is best developed by the healthful exercise of all its functions—by the judicious utilization of all its powers and resources.

And so as the growth of our young nation proceeds, we should see to it that its development is well ordered and well balanced. By nature we have been singularly blessed, both in the extent and in the variety of our resources. In utilizing, in cultivating, and in improving not merely one but all of those resources lie our surest road to present prosperity and future happiness.

And that is why we say to you, Sir, in concluding this expression of our views, that we are opposed at the present juncture to any tariff reductions or treaties of trade that would exercise an unsettling influence upon the prosperous conditions which now obtain. Thus far Canada has done well, remarkably well. Our population is increasing by leaps

Cartoons of the Month

RISKING HIS LEGS



A Hazardous Jump.

LITTLE WILLIE TO THE RESCUE



"Help!"

BLUFFING WILF.



Mr. Taft (softly): "Don't kill the dog till this timid gentleman pays me to chain him up."

and bounds, our avenues of communication are being extended and improved, our industries are daily growing stronger and more diversified, while our markets are rapidly becoming the envy of the world. The course we are now travelling lies clear before us; looking ahead we can see that not only is it free from all those entanglements that would tend to check our progress, but that it steadily approaches that great Imperial goal wherein our warmest hopes are centred. To depart from that course into alluring by-paths, whose ways are devious and that lead us we know not whither, would only seem to be courting disaster, and we earnestly pray, therefore, that you will deem it the part of wisdom to continue adherence to a policy which through thirty years has proven itself to be abundantly satisfactory, and under whose beneficent influence Canada seems destined to attain her highest ambitions and her greatest good.

#### APPENDIX 1.

##### United States Exports of Manufactures

An examination of the trade statistics of the United States throws an interesting side light upon that country's present overtures for Reciprocity with us. For the nine months ending September, 1910, their exports of domestic merchandise of every kind were \$1,193,321,512, of which \$210,490,966 were manufactures for further use in manufacturing, and \$401,684,694 were manufactures ready for consumption. The sum of these two, \$612,625,660, accounts for 51 per cent. of all of their exports put together. But this is not crediting the exports of manufactures with a class known as "foodstuffs, partly manufactured," which are valued at \$180,159,193. If we regard this also as legitimately forming a part of the exports of manufactured goods, it means that of everything the United States exported for the nine months ending September last manufactured goods amounted to over 66 per cent.

Applying the average for the first nine months to the last three, the figures for which were not available when this statement was prepared, it indicates that the exports for the year of manufactures ready for consumption and manufactures for further use in manufacturing will pass the \$800,000,000 mark. This is an enormous amount for which to have to find an outlet, and there can be little doubt that underlying the present agitation in the United States for Reciprocity with Canada, is an earnest desire to open wider the markets of this country for exploitation by their manufacturers.

At the same time it enables us to catch a glimpse of what the future may hold in store for us if we continue to work out our own industrial destiny along independent lines.

#### APPENDIX 2.

##### The Balance of Trade—Canada and the United States

For the fiscal year ending 31st March, 1910, our purchases from the United States were \$223,501,809, their purchases from us \$113,150,778. For the past decade the returns in round figures show imports from the United States of \$1,600,000,000, exports to the United States of \$800,000,000. In other words seven million Canadians purchased twice as much from the United States as ninety million people in the United States purchased from Canada.

#### APPENDIX 3.

##### Comparison of the Customs Regulations of the United States and Canada.

As illustrating the difficulties to which the United States Customs regulations give rise, in the case of a Canadian

manufacturer attempting to sell goods in that market, it may be stated that in the United States the Customs ports of entry with very few exceptions are located at the frontier. Where the goods are consigned to an inland point, therefore, the Canadian exporter is required to employ a broker at the frontier, unless he is prepared to accompany his shipment that far on the way, as it is the general practice in all such shipments from this country to sell at duty paid delivered prices.

If the shipment is valued at over \$100 the exporter must declare to an invoice before the particular consular officer of the United States who has jurisdiction over the district in which the goods were manufactured or purchased. The procuring of this certificate is a serious inconvenience to those whose place of business is in a town or city other than that in which the consular officer resides, and the delays arising from this cause often make it difficult for the exporter to hold his trade in competition with United States houses not so handicapped.

The consular certificate costs the exporter \$2.50 (sometimes travelling expenses besides) in addition to which there are the usual entry fees payable to the frontier broker. These expenses almost always have to be borne by the exporter as part of the costs of securing business. That they are by no means a negligible quantity is shown from the fact that the aggregate amount so paid by two firms in Ottawa, on shipments last year, totalled \$7,700. In fact, the claim is made by people who are in a fair position to judge, that a large portion if not all of the costs of the United States Consular Service in Canada is borne by Canadian shippers.

As against all this, the United States manufacturer exporting to Canada can always forward his goods through to destination in bond without cost or trouble of any kind to himself, no consular invoices being required, and every place of any size in this country having been constituted a Customs Port of Entry.

The difference between the two systems places the Canadian manufacturer at a tremendous disadvantage; in fact, so expensive and so difficult is it made for Canadians shipping goods to the United States that only those whose transactions run into very large figures find it worth while to persist in the effort.

#### APPENDIX 4.

##### British and European Investments in Canada

Upon this point Sir George Ross in an address delivered before the Toronto Board of Trade in November, said:

"The British market has always been our base of supplies for every large national and industrial undertaking. It was with British capital that we built our railways and dug our canals. Nearly every large municipal work in Canada was carried out by loans in London. British capital is now building two transcontinental railways. It lights our streets, lays down our sewers, builds our water works and carries us from continent to continent. In the last five years, according to *The Monetary Times*, the sum of \$605,453,856 has been invested in Canada of which \$97,500,000 has been invested in enterprises for the development of the country. Mr. Paish, an eminent London authority on finance, says that Canada has absorbed £300,000,000 of British capital."

#### APPENDIX 5.

##### United States Capital in Canadian Industries.

As the result of some investigations conducted by *The Monetary Times* (Toronto) and subsequently verified and added to by officers of the Canadian Manufacturers' Associa-

tion, it is known that at the present time at least 200 United States manufacturing companies are operating branch factories in Canada, representing an aggregate investment of \$226,000,000. For this influx of capital, with all the benefits accruing to the Dominion therefrom, we must thank a tariff which made it worth while for those who hoped to sell us goods to come to this side of the line to manufacture. Had that Tariff not been a protective one, those United States manufacturers would probably have enlarged their home factories to take care of Canadian business instead of building on this side, in which case we would now be using goods made from United States material with United States labor, instead of goods made from Canadian material with Canadian labor.

That our neighbors look upon this movement as a distinct loss to be remedied by Reciprocity with Canada is shown in the following extract from a speech recently delivered by Senator Beveridge, of Indiana:

"There must be reciprocity with Canada. Our tariff with the rest of the world does not apply to our northern neighbor. That policy already has driven American manufacturers across the Canadian borders, built vast plants with American capital on Canadian soil, employing Canadian workingmen to supply trade. That capital should be kept at home to employ American workingmen to supply Canadian demand. We should admit Canadian wood pulp and Canadian paper free in return for Canada's admitting our agricultural implements, our engines, pumps, and other machinery free. We should freely admit Canadian lumber to American planing mills in return for Canada's freely admitting other American manufactured products to Canadian markets."

In this connection it is worthy of mention that certain wealthy United States concerns that recently acquired sites in Canada with a view to the immediate erection of extensive shops have suspended operations pending the outcome of the present negotiations, presumably in hopes that our tariff on the goods they manufacture will be so reduced as to make such a move on their part unnecessary.

APPENDIX 6.

The Effect of Reciprocity on Transportation

That this is not mere idle surmise on our part, but one of the objects which our neighbours actually hope to gain

by the negotiation of a Reciprocity Treaty with us, may be gathered from the remarks of public men who are leading the agitation on the other side of the line. Mr. H. M. Whitney of Boston, in an article contributed to the *Atlantic Monthly* for October, expresses himself in these words:

"If we were to admit Canadian grain free from tariff charges, much of it would stay with us for home consumption; a portion of it would go through our ports to foreign lands—New York, Portland and Boston are the natural outlets for the foreign trade of Eastern Canada. The elevators for storing and handling Canadian grain should be on this side of the line, and the steamers of the Canadian Pacific and Grand Trunk Pacific should in the winter time at least find their home port in Boston, New York and Portland."

Honorable Eugene N. Foss, Governor of Massachusetts, stated that the policy which has been in force for many years in the United States

"Has resulted in sending approximately \$300,000,000 of American capital to Canada, to build up branch industries which compete with our own in foreign markets. It has also resulted in stifling the growth of Massachusetts and New England industries and kept us out of the business and commerce which belongs to us by every right. It has kept the great Canadian railways from our ports. It has ruined our coastwise shipping interest and made our wharf property of little value."

APPENDIX 7.

The Farmers' Home Market.

Of the various methods that may be employed for arriving at the value of the farmers' home market, none is entirely satisfactory because of the fact that we have no machinery for collecting accurate crop and live stock statistics from year to year. The following examples, however, would seem to indicate that the statement "80 per cent. of everything that is grown upon the farm is consumed within our own borders" is well within the mark:

(1). The Crop Bulletin for 1909 places the value of all the wheat, oats and barley grown in Canada that year at \$289,144,000.00. To arrive at the home consumption of these crops we must deduct the net exports, *i.e.*, the exports of such produce proper, less any imports entered for consump-

Cartoons of the Month

THEY VIEW WITH ALARM



First Bear (to Second Bear) : "Mercy, Percy! Does the man mean to put us out of house and home?"

GETTING ANXIOUS



Uncle Wilf : "I wish the boys were home."

GETTING AFTER HIM



Forest Ranger Sifton : "Halt! there."

tion. For the fiscal year ending March 31st, 1910, the exports (Canadian produce only) were:

Barley .....	\$1,107,732
Oats .....	1,566,612
Wheat .....	52,609,351
Total .....	\$55,283,695

For the same period the imports entered for consumption were:

Barley .....	\$102,908
Oats .....	27,287
Wheat .....	55,612
Total .....	\$185,807

Deducting one from the other it leaves the net exports \$55,097,888. The balance therefore, \$234,046,112, or 81 per cent. of the whole, represents what was consumed by the home market.

(2). It will be noticed that the above example deals only with three commodities, wheat, oats and barley. The computation which follows embraces all field crops.

According to the Bureau of Statistics, the total value of Canadian field crops for 1909 was \$532,992,100. For the fiscal year ending 31st March, 1910, our exports of field produce (Canadian grown only) were:

To the British Empire .....	\$76,427,447
To other countries .....	14,006,300
Total .....	\$90,433,747

Of this \$20,083,959 was exported in a manufactured state (flour, oatmeal, etc.), leaving the exports of unmanufactured field products \$70,349,788. But again, to arrive at the net exports we must deduct imports of unmanufactured field products valued at \$12,601,742, bringing the final amount down to \$57,748,046. From these statistics the home market appears to have consumed 89-1-5 per cent. of the total production.

(3) Neither of the above illustrations takes cognizance of animal products, and in the absence of an annual inventory showing the value of our live stock, it is difficult to furnish satisfactory figures. The following comparison however, is suggestive. For the fiscal year ending 31st March, 1910, our exports of unmanufactured field products as shown above were \$70,349,788; to this add our exports of animals and unmanufactured animal products, \$43,900,000, and it shows our total exports of unmanufactured farm products to be \$114,000,000. Lumping the two together they only amounted to 21 per cent. of the value of the field crop alone. As a matter of fact, the grain crop for last year of one province (Ontario) was worth \$54,000,000 more than all the farm exports of the whole of Canada.

Honorable James A. Duff, Minister of Agriculture for Ontario, referring to the year just closed, states:

"We have had abundant crops in all lines of farm production, with few exceptions, and with good prices all round the farmers have enjoyed unprecedented though not undeserved prosperity."

Honourable George H. Murray, Premier of Nova Scotia, likewise reviewing the past year, says:

"With the exception of fruit, which has been a signal failure, and potatoes, which have been a partial failure, crops have been exceptionally good, and the year has been one of the most prosperous in the history of agriculture in the Province of Nova Scotia. \* \* \* \* The

striking feature in connection with this year's sales is the much larger amount of fruit being consumed in the home market, more especially in Cape Breton, than ever before."

Mr. James A. Ruddick, Dairy Commissioner of the Department of Agriculture, says:

"The main reason for the decrease in exports of butter and cheese is the increased home consumption. I see no reason to deplore our decreased exports. On the contrary, we have every reason to congratulate ourselves that we have found another outlet in the enlarged home market—the lesson for us is that we would give more attention to our home trade, which has already been of more importance than we have generally recognized. I have only to state that we consume in Canada over two-thirds of our total dairy production."

He further states that the market for dairy produce in Canada is increasing at the rate of \$2,000,000 a year.

#### APPENDIX 8.

##### Our Imports of Farm Produce.

The undue importance attached by Western agriculturists to the raising of wheat, combined with their apparent unwillingness to go in for mixed farming, has resulted in the peculiar anomaly that one of the greatest agricultural countries in the world is becoming an extensive importer of farm products.

Mr. William Whyte, Vice-President of the Canadian Pacific Railway Company, is reported in the *Toronto Globe*, of January 2nd, as saying:

"If ever there was an agricultural country in the world, Manitoba is that country. Our sole resource is agriculture. Yet this year there were imported into Winnipeg over twelve million eggs. For our dining-cars we are now bringing in chickens from Chicago. We are also importing cream from the United States.

"The trouble is that our farmers are wheat mad. They have made money with wheat and they have not the labor which mixed farming involves. They can go away in the winter, and leave the hired man to take care of the horses. The loss which follows exclusive wheat-raising on the farm is universally recognized. The agriculturist is engaged in selling, not his products, but the farm itself. He is not so much tilling his land as exploiting it. He is using the land, not as a farm should be used, but as a miner uses a mine. He is taking all out and putting nothing back. If the past hot summer should teach the farmer of our prairie to adopt other methods and to practice mixed farming, the loss of a portion of our crop would not be greatly regretted."

The total value of animal and agricultural products imported into Canada for consumption during the fiscal year of 1910 was \$31,500,000, exclusive of salted, smoked or prepared animal products and exclusive of ground or manufactured cereal products.

In fact so fast is the home market for farm produce growing that our farmers are practically unable to keep up with the demand.

#### APPENDIX 9.

##### The Effect of the Tariff on Prices.

At least two officers of the Canadian Council of Agriculture Mr. E. C. Drury and Mr. R. J. MacKenzie, have asserted that the manufacturer raises his selling price by the full amount of the duty. Illustrating the point, Mr. MacKenzie says:

"According to the census of 1908 there were agricultural implements manufactured in Canada in the year previous to the value of \$12,835,745, of which \$2,342,828 worth were exported, leaving for home consumption \$10,492,919. There were imported that year \$1,593,914 worth of implements on which the Government collected duty to the extent of 20 per cent., or \$318,782. It is now conceded that the manufacturer adds to the selling price of his commodity the total amount of the protection granted him by the Customs duty. The farmers of Canada thus paid the Government that year \$318,872 and to the manufacturers of farm implements \$2,098,383 (20 per cent. of \$10,492,919) \* \* \* \* \* For every \$100 farmers are taxed by reason of Customs duty on agricultural implements the Government gets \$14 and the manufacturers \$86." Leather, boots and shoes and cement are treated by Mr. MacKenzie in the same way for the purpose of showing how heavily and how unjustly farmers are being taxed for the benefit of the manufacturers.

It needs very little reflection to detect the fallacy of this argument, for if the home manufacturer took for himself the full amount of the duty how would he be able to secure seven times as much business in Canada as the foreign manufacturer? In the case of boots and shoes quoted by Mr. MacKenzie, the disparity is still more striking, because our own manufacturers apparently sell nearly 20 times as much to Canadian consumers as foreign boot and shoe manufacturers do. If they appealed to the consumer on terms equal or nearly equal there would not be such a wide difference.

That the manufacturer should be able to improve the quality of his product and at the same time reduce the price to the consumer may at first seem incredible, but it all hinges upon the output. Every manufacturing operation whether large or small involves a certain amount of stationary overhead expense including such items as rent, heat, light, insurance, taxes, office expenses, superintendence, etc. If these expenses have to be met out of the returns from a small output it follows that the proportion carried by each unit of production will be comparatively high. But if on the other hand they can be spread over a large output, then the proportion carried by each unit of production may become insignificantly small. Generally speaking, the larger the output the lower the cost of production and the cheaper the price to the consumer, hence the advantage of a tariff which secures the home market or at least the bulk of it to the home manufacturer.

A few examples will suffice to illustrate how this works out. In 1878 a certain Company in Ontario began the manufacture of buggies. In 1879 they sold all told about 30 buggies, for which farmers paid them from \$160 to \$170 each. Last year in various kinds of wheeled vehicles they had an output of 15,000, and were able to offer the farmer for \$85 a far better buggy than the one he used to have to pay \$170 for. In 1878 the price of sugar was nine and ten cents per pound retail; to-day it is under five cents. The best binder in 1878 sold at from \$275 to \$300; to-day the farmer gets a lighter and more compact binder that will last longer for \$125. In 1878, single reapers retailed in Ontario at from \$100 to \$105; to-day the best reaper retails at from \$60 to \$65.

APPENDIX 10.

The Value of a Protective Tariff to the Farmer.

The members of the Canadian Manufacturers' Association have consistently advocated a tariff on farm produce as something that would materially improve the condition of agriculture in general. In this connection, Mr. C. C. Ballantyne, when delivering his Presidential address in 1906 used words

which in the light of subsequent developments were singularly prophetic. Mr. Ballantyne said:

"Our flaxseed is shut out of the American market on account of a duty of 25 cents per bushel. Why do not our Canadian farmers ask our Government to place a duty on flax grown in Canada to give them the home market which they are justly entitled to? There is from a million and a half to two million bushels of flaxseed consumed in Canada annually by our Canadian linseed oil crushers, and why should a million bushels or more of foreign seed be used instead of buying "Grown in Canada" flaxseed, and grown right here in the West, the best that can be produced?"

"I wish to point out to the intelligent farmers of the West that the American farmers find flax more profitable to grow than wheat, and I hope that, when revision of the tariff takes place, there will be a duty placed on flaxseed for the benefit of the farmer and that all flaxseed used in Canada will be 'Grown in Canada.'"

Up to 1907 flaxseed entered Canada free of duty and the figures, imports and exports, for the two years immediately preceding show that we were an importing country.

Fiscal Year.	Imports.	Exports.	(Canadian.) Value.
	Bushels.	Bushels.	
1905 .....	176,887	314	\$479
1906 (after deducting exports of foreign) .....	711,138	2,824	3,328

At the close of 1907 flaxseed was protected by a duty of 10cts. a bushel, and during the following three years, as will be observed from the figures, our imports dwindled down to practically nothing, while our exports jumped from nothing up into the millions.

Fiscal Year.	Imports.	Exports.	(Canadian.) Value.
	Bushels.	Bushels.	
1908 (after deducting exports of foreign) .....	495,154	10,997	\$15,098
1909 (after deducting exports of foreign) .....	288,468	693,779	855,908
1910 (after deducting exports of foreign) .....	4,344	1,997,648	3,642,476

And yet it is still alleged on behalf of the farmers that a tariff on their products can be of little value to them.

APPENDIX 11.

Do the Farmers Really Want Reciprocity or Free Trade?

While no effort has thus far been made towards organizing those farmers who hold views at variance with the Canadian Council of Agriculture, it seems probable from the voluntary expressions of opinion that have appeared, that farming sentiment favorable to stability of tariff is stronger than most people suppose.

The Wentworth farmers are reported in the *Globe* of December 12th, 1910, as having expressed themselves in these words:

"That if free trade were universally adopted we would be more than delighted, but so long as our neighbors and other countries adopt the opposite course we must uphold our own best interests under the circumstances as we find them, which we believe the present tariff is fairly successful in doing.

"If free agricultural implements and other articles required by agriculturists would assure us of their continued and increased production in Canada, and our necessary revenue raised under such conditions, we would also be delighted; but as past experience has shown that this is altogether unlikely, then we believe present conditions that have brought Canada so favorably conspicuous for prosperity in the eyes of the rest of the world had better be maintained or pretty nearly so.

"In our opinion the first step in the negotiations for more reciprocal trade with the United States should be a suggestion to the United States that their tariff should be reduced to a par with ours as a basis of beginning, then concession for concession should be had, always along the line of at least equal advantage to Canada; and in case progress could not be made in this way, then in view of the splendid prosperity we are now enjoying under present tariff conditions, it would perhaps be a mistake to reduce it; in fact, we believe a slight increase on a few of our agricultural products would be of immense benefit without any apparent disadvantage to any section of the community."

Dissenting French-Canadian farmers who attended the meeting of the Council of Agriculture in Ottawa, but whose protests were not listened to, handed the following statement to the press after the meeting:

"The Province of Quebec is satisfied with the present tariff and does not ask for any revision. It is becoming more and more a manufacturing centre, and is attracting to its large centres a population which makes a constant demand for agricultural products.

"We believe that it is the duty of the Government to protect our markets against American competition. The farmers of the west can hardly desire to injure those of the east when they ask for a reduction of the tariff, which would mean ruin of our markets and of our industries. This is not a fight between two sections of Canada; it is a national question.

"Similar petitions were passed by some half-dozen French agricultural societies of Quebec."

The following is a resolution unanimously adopted by the Ontario Fruit Growers' Association:

"Resolved—That in view of the possible negotiations with the United States in regard to reciprocity of tariffs, the Ontario Fruit Growers' Association wish to place on record their unqualified disapproval of any reduction of the duties in fruit coming into Canada without consulting a committee to be appointed by the association.

"The duty is now much lower than the duties on manufactured goods and lower than it ought to be in view of the fact that there can be no monopoly or combine in fruit; the price being fixed absolutely by the law of supply and demand."

The Winnipeg Vegetable Growers have memorialized the Government in these words:

"To the Hon. Sir Wilfrid Laurier, Premier of Canada, and to the Members of the House of Commons at Ottawa:—

"We, the members of the Kildonan and St. Paul's Agricultural Society, in annual meeting assembled, humbly desire to impress upon your honorable body the importance of the duty now being imposed upon green vegetables coming into Winnipeg from the United States. We therefore petition that this duty be left as at present, and sincerely hope that your government will not remove the same, as asked for by the wholesalers of the city of Winnipeg in the session of 1909, as it would be the means of depriving our gardeners of a very large proportion of their earnings, and, in fact, many of them would have to go out of business."

Only a few days ago the following telegraphic despatch appeared in all the Eastern papers from Victoria, B.C.:

"The Central Farmers' Institute, in annual convention here to-day with forty delegates from all parts of British Columbia, unanimously passed a resolution viewing with alarm the movement of the grain growers for reciprocity in natural products with the United States."

#### WHAT BUSINESS MEN THINK.

The Board of Trade of Smith's Falls, at a meeting held on Jan. 10th, passed the following resolution:—

"Whereas the Town of Smith's Falls is vitally interested

in the maintenance and development of its various implement and iron-working plants, which, by giving employment to many of its citizens, and by distributing large sums in wages, have been the means of creating a valuable home market for the produce of the farmers, and believing that any reduction in the tariff on *manufactured articles* would militate against the industries of the town and depreciate its value as a market,

Therefore be it resolved that this Board of Trade place itself on record as opposed to any lowering of the tariff on manufactured goods, and especially on agricultural implements, and respectfully asks the Government not to enter into any reciprocity arrangement with the United States on manufactured goods already made in Canada.

At a largely attended meeting of the Galt Board of Trade, held on January 11th, the following resolution in opposition to Reciprocity was unanimously adopted:—

"Whereas the Government of the United States are proposing a treaty of reciprocity, and considering the fact that under present conditions manufacturers of the United States are establishing factories in Canada to take care of their Canadian and export trade; and in view of the fact that the present Canadian tariff is so very much lower than the United States tariff and as low as it can be to permit goods to be made in Canada in competition with American manufacturers, and that imports to Canada in competition with the United States amount to twenty-five dollars against each dollar of exports from Canada to the United States,

Be it resolved that, in the opinion of this Board of Trade, a reciprocity treaty with the United States would not be in the interests of Canada, but would have a tendency to retard the progress of our country."

The resolution was supported in speeches by representatives of many classes in the community.

A protest was filed with the Minister of Finance by the citizens of Sydney, N.S., as the result of a public meeting, against any change in existing tariff conditions as it would affect the main industry of that town and province. The resolution, carried unanimously, was as follows:—

"Whereas the question of reciprocity between Canada and the United States is now under consideration, and whereas the prosperity of Cape Breton is dependent on the coal industry, and the revenue of the Province of Nova Scotia is in a large measure derived from the industry; and whereas the capacity of this section of the Dominion to purchase provisions and manufactures, the products of the Western Provinces, thereby developing the inter-provincial trade, is dependent on the coal industry; and whereas reciprocity in coal between the United States and Canada, or reduction of Canadian duties on coal would be disastrous to the Nova Scotia coal trade; Resolved that this meeting is opposed to any change in the existing coal tariff and to any reciprocal arrangement which would include coal."

#### PRESIDENT OF MONTREAL BOARD OF TRADE.

The Montreal Board of Trade is honoring a member of the Canadian Manufacturers' Association, Lieut.-Col. Jeffrey H. Burland, in electing him by acclamation to the presidency of that body. The new President stands high among Montreal's business men. He is President of the Consolidated Lithographing & Mfg. Co., and of the British American Bank Note Co. During the year 1905-6 he presided over the Montreal Branch of the C. M. A., and has been an active member of the Association for several years.

Lieut.-Col. Burland has devoted much time and money of late to the establishment and maintenance of a Sanitarium for Tuberculosis Patients. No finer form of public service could be carried on in Canada. For this he will be known more even than for his business career, which has had throughout an extraordinary measure of success.

**PARCEL POST**

**Canadian Regulations Operate to the Disadvantage of Home Shippers. Conditions in European Countries more Favorable for Transmission of Small Parcels.**

ARE Canadians paying too much for the delivery of small parcels? The recent Express decision was the result of an agitation which had its origin in a feeling that the Express Companies were charging too much for the service rendered. One result of that agitation has been a general improvement both in cost and in freedom from restrictive regulations. Another result, however, has been an inquiry into the general conditions of the post office parcel post system. A comparison of the service offered by the Post Office Departments of various countries is interesting.

The parcel post regulations in Canada, United States, England, France and Germany are as follows:—

**Canada—Inland Service.**

Merchandise. This includes merchandise of all descriptions, such as confectionery, dry-goods, groceries, hardware, stationery (including blank books, etc.), not included in the first, second and third rate classes, and not excluded from the mails by the general prohibitory regulations with respect to objectionable matter.

The rate of postage for articles in this class is one cent for each ounce or fraction thereof. The postage must be prepaid by postage stamps, and no packet will be forwarded that has not prepaid at least one cent.

The limit of weight for a packet is five pounds, and the limit of size is 30 inches in length by 1 inch in width or depth, but the combined length and girth of any packet must in no case exceed 6 feet.

It will be noted that packages are limited to five pounds in weight.

**Foreign Service.**

Eleven-pound packages may be sent from any point in Canada to the following countries at a flat rate of 12 cents per pound:—

Bahamas	—	Direct mail via Halifax
Barbadoes	—	“ “ “ “
Jamaica	—	“ “ “ “
Leeward Islands	—	“ “ “ “
Mexico		
St. Lucia	—	“ “ “ “
Trinidad	—	“ “ “ “
United Kingdom		

Note.—By payment of an additional fee of 10 cents the sender of a parcel can have it delivered by special messenger immediately after arrival at the place of destination in the United Kingdom; but in cases where the addressee resides at a distance from the office of delivery a special charge may be made on delivery not exceeding the fee for (British) inland transportation less the 10 cents prepaid. Such parcels are known as “express parcels” in the British postal service, and must be plainly marked with the word “express.”

The same sized parcel is accepted for Bermuda, the rate for the first pound being 16 cents, and 12 cents for each additional pound.

This same rate applies to Hong Kong and British post offices in China.

The rate to Fiji is 1 cent an ounce, or 16 cents per pound. Packages are limited to seven pounds.

To Newfoundland the rate is 15 cents per pound, limited to seven pounds.

The rate is one cent lower and the parcel is two pounds larger when sent from Canada to Newfoundland than when sent between points in Canada.

The service between the United States and Canada is confined to parcels not exceeding 4 pounds 6 ounces in weight, the rate being 1 cent per ounce, or 16 cents per pound.

**England.**

The domestic rates of postage on parcels in England are as follows:—

	s.	d.
For a parcel not exceeding 1 lb. in weight....	0	3
For a parcel exceeding 1 lb. in weight and not exceeding 2 lbs.....	0	4
For a parcel exceeding 2 lbs. in weight and not exceeding 3 lbs.....	0	5
For a parcel exceeding 3 lbs. in weight and not exceeding 5 lbs.....	0	6
For a parcel exceeding 5 lbs. in weight		
For a parcel exceeding 7 lbs in weight and not exceeding 8 lbs.....	0	8
and not exceeding 9 lbs.....	0	9
For a parcel exceeding 8 lbs. in weight and not exceeding 9 lbs.....	0	9
For a parcel exceeding 9 lbs. in weight and not exceeding 10 lbs.....	0	10
For a parcel exceeding 10 lbs. in weight and not exceeding 11 lbs.....	0	11
No parcel may exceed 11 lbs. in weight.		

**Size.**

The size allowed for an inland parcel is:—

Greatest length .....	3 ft. 6 in.
Greatest length and girth combined.....	6 ft. 0 in.

For example: A parcel measuring 3 ft. 6 in. in its longest dimensions may measure as much as 2 ft. 6 in. in girth, *i.e.*, round its thickest part; or a short parcel may be thicker; thus, if it measure no more than 3 ft. in length, it may measure as much as 3 ft. in girth, *i.e.*, round its thickest part.

Eggs, fish, meat, fruit and vegetables can be sent by parcel post, as well as glass, crockery, liquids, butter, etc., subject, of course, to special regulations in regard to packing.

The rates and limitations covering the foreign service are practically the same as the regulations in effect in Canada; that is to say, the weight of the parcel is limited to 11 pounds, and the size to the same measurements as in effect here.

As an illustration: The rate for 11 pounds from any point in the United Kingdom to any point in the United States is 4s. 6d.

**United States.**

The inland service is limited in weight to 4 pounds 6 ounces, the rate being 16 cents per pound.

The same regulations are in effect with respect to the foreign service, with the exception of Canada and Mexico, as are in effect from foreign countries to the United States; for instance, the rate from Chicago to London is the same as from London to Chicago.

## Germany.

The parcel post rates in the inland service are as follows:—  
 For a parcel up to 5 kg. (11 lbs.):  
 Up to 10 geog. miles (46 English miles)..... 6¼ cents  
 Beyond 10 geog. miles ..... 12½ “  
 For parcels weighing over 5 kgs. (11 lbs.) add to the foregoing rates the following:—  
 Up to 10 geog. miles (46 English miles)..... 1¼ cents  
 Over 46 Eng. miles and up to 92 Eng. miles.. 2½ “  
 Over 92 Eng. miles and up to 230 Eng. miles.. 5 “  
 Over 230 Eng. miles and up to 460 Eng. miles.. 7½ “  
 Over 460 Eng. miles and up to 690 Eng. miles.. 10 “  
 Beyond 690 English miles ..... 12½ “  
 Limit of weight, 50 kilogs. (110 lbs.).

## France.

Up to 3 kgs. (6 3-5 lbs.):—  
 If parcel is delivered at railway station..... 12 cents  
 If parcel is delivered at residence or at post office,  
 to be called for ..... 17 “  
 From 3 kgs. (6 3-5 lbs.) to 5 kgs. (11 lbs.):—  
 If delivered at railway station ..... 16 “  
 If delivered at residence or post office ..... 21 “  
 From 5 kgs. (11 lbs.) to 10 kgs. (22 lbs.):—  
 If delivered at railway station ..... 25 “  
 If delivered at residence or post office ..... 30 “  
 Limit of weight, 10 kgs. (22 lbs.).

It will be observed that it is possible to send a parcel from any point in Great Britain to Ottawa for less money than the same parcel can be sent for from Ottawa to Toronto; also that a parcel of 11 lbs. can be sent to Ottawa from a point in Great Britain, whereas we are limited to 5 lbs. between points in Canada, and that a parcel can be sent from Ottawa to Hong Kong for less money than it can be sent from Ottawa to any point in Canada.

## SOME PROFITS FOR THE FARMER

Mr. Louis Simpson discusses the profits made on Farming in Western Canada. A big return on the Capital Invested.

IT has not been claimed, it cannot be claimed, that the growing of wheat in the West is not, or has not, been profitable, but few appreciate how profitable the industry has been and is. The financial possibilities attending the operations of a homesteader, one who being “the head of a family or any male over 18 years old” receives a grant of land from the Government, being a quarter section or 160 acres, will best provide proof of the correctness of this statement. The financial operations of a large capitalist, one who acquires one or more sections each of 640 acres, or of a land speculator, is not of special interest while considering this question.

A homesteader, by paying a fee of \$10 and by undertaking to build a house on the 160 acres, in which he has to live for at least six months in each of the three years following, and who also breaks up during those three years land at the rate of ten acres per year, will, upon proof that he has fulfilled these very easy conditions, receive deeds making him the owner of the 160 acres. The expenses attending this proof may cost him \$25, making a total cost of \$35 for 160 acres of land.

The ultimate cost of a 160-acre farm, with necessary buildings and implements, together with the cost of breaking up the land, seeding it down, also including the cost of the seed,

is \$3,000. The money allowed for laborer in breaking up and seeding down, viz., \$450, will provide the homesteader, his family and live stock, with all necessities until the farm crops are harvested. Therefore, for a cash outlay of \$3,000 the homesteader becomes the owner of a farm of 160 acres, with house and stables, four horses, one cart and the necessary farm implements. Also, his land is broken up and seeded down.

The revenue from the farm is given as \$1,964, \$104 of this being a charge for house rent, and for the produce of the farm eaten in the house.

The expenses are given as \$800, including \$600 as being the value of the labor given by the homesteader, 300 days at the rate of \$2 per day.

The balance of profit is given as \$1,164.00 and the percentage of profit as over 35 per cent.

No straight manufacturing industry, that is a manufacturing industry not protected by patents, makes profits of such magnitude.—*Extract from an article by Mr. Louis Simpson, in which he compares the interests of the farmers of the east with the interests of the Grain Growers of the West.*

### OPPOSE TARIFF CHANGE.

The business men of Woodstock do not want a change in the tariff at the present time. At a meeting of the Board of Trade, recently held, a strong resolution was adopted setting forth that “this Board of Trade stands for the maintenance of the present tariff on manufactured goods, and is unhesitatingly and unalterably against any reciprocity treaty with the United States in manufactured products, and urges the Government not, at the present time, to lower the tariff duties or enter into a reciprocity treaty with the United States respecting manufactured products.”

It was pointed out that the tariff as it now stands had accomplished during the year of 1910 most effective work in the interests of Woodstock, in securing the location there of the Woodstock Textile Co. from Philadelphia, the Canadian Linderman Machine Co. from Muskegon, and the Maximilian Pneumatic Tool and Machine Co., from Buffalo. These advantages were known to all. Moreover, the building up of the two industrial centres of Woodstock and Ingersoll had provided a ready and valuable home market for their products.

In the course of a speech in support of the resolution, Mr. J. R. Shaw, General Manager of the Canada Furniture Manufacturers, reviewed the commercial and political history of Canada and the United States, showing that upon a protective tariff and the development of home industries depended our national existence.

“Goldwin Smith,” he pointed out, “firmly believed, and buttressed his belief with unanswerable arguments, that freer trade relations would hasten political union.”

Mr. Shaw did not contend that in some cases prices were not higher in this country than across the line. But the eastern manufacturer did not pocket this increased price. It is the added price paid on an East and West trade over a contiguous north and south trade, and this addition is the price of Canada's individual political existence separate from the United States.

“The added price to some of the things you buy,” continued Mr. Shaw, “is the tax we all pay for Canadian Nationalism. Goldwin Smith, the great protagonist of political union, knew this, and that is why he fought protection so bitterly. The American statesmen know that free trade between the various states of the Union is the great bond of union, and their endeavor is now to lead us gently in this direction. Protection was and is, surely and truly, the National Policy. By it, in my opinion, we must stand or fall.”

The resolution quoted above was supported by various other speakers and carried unanimously.



# PROPER USE OF NATURAL RESOURCES

A National Conference for the Discussion of Problems Affecting the Great Natural Resources which lie at the Basis of the Country's Prosperity.

**A** CHANGE has come over discussions on our national resources, as Hon. Clifford Sifton, Chairman of the Commission of Conservation, recently said. A few years ago the greatness of the supplies was what astounded us. Our forests were illimitable, our fisheries were beyond estimation, our minerals were boundless. We no longer talk that way. Now the tendency is to be pessimistic. The fisheries have to be nursed, the forests protected, or we shall find ourselves without wherewith to fill our own wants.

Happily, pessimism is without justification in Canada. While recklessness and waste have characterized the exploitation of most of the resources in the past, adequate steps are being taken before it is too late for the perpetuation of our present supply. Towards this object two strong forces are working, the Commission of Conservation and the Canadian Forestry Association, both of which have held meetings during the past month. There can be little doubt but that the deliberations of these bodies will result in rigid measures being adopted for the preservation of our natural wealth.

### What Commission is Doing.

The meeting of the Commission was opened by Hon. Clifford Sifton with a succinct statement of the year's accomplishments and a forecast of what would be required of it in the future. Various proposals for the diversion of water from navigable streams were opposed. In this connection, valuable data was collected on matters pertaining to hydro-electric development which will be of the utmost value in estimating the desirability of future development schemes. Speaking on the general subject of franchises, the chairman said: "My own view is in favor of limiting the term of the franchise to the shortest period compatible with the possibility of raising capital for development, and I suggest in this connection the term of twenty years as the limit."

The placing of responsibility in the case of forest fires started by locomotives was strongly advocated. The railways had been responsible for immense loss in this way. Hereafter, if the Commission's recommendations are adopted, adequate provision will have to be made for the equipment of loco-

motives with proper devices to stop the emission of sparks, and, in addition, fire-fighting forces will have to be supplied.

Various other lines of enquiry and recommendation were reported on, such as public health, lands, minerals, fisheries, etc. The work of the Commission is in the line of giving expert advice on matters pertaining to the natural resources of the country. In this work it has gathered around it experts in various branches who are steadily acquiring the data upon which intelligent action can be based. Its work will be of increasing value as the basis of future legislation and regulation. It has no power of compulsion, but through the authority of its work and membership it has succeeded in having practically all its recommendations adopted and put into force, both by the Government at Ottawa and by the various Provincial Governments.

### Forest Preservation.

Following the meeting of the Commission of Conservation was a three-day meeting under the auspices of the Canadian Forestry Association. Excellent discussions took place on all subjects pertaining to the preservation of our forest wealth. Among the most important papers was one on "Forest Administration," by Mr. R. H. Campbell, of Ottawa.

"The supreme question," said Mr. Campbell, "to be first settled in connection with Forest Administration is this: Is the forest to be a permanent factor in our civilization, or is it to pass out of the life and activities of the nation? To the latter alternative an everlasting No! is given by the increasing demand for the products of the forest, by the great value to the nation of the lumber and pulp industries, by the streams flowing from the forest watersheds, and turning the wheels of

commerce or refreshing the thirsty land and the teeming cities, by the pleasure of the forest resorts and the sturdy and industrious population growing up in its healthy occupations, and the vast tracts of rocky and non-agricultural land throughout Canada. And it is our place, as a Forestry Association, as administrators, as lumber operators, as good citizens, not merely to re-echo the negative aimlessly, but to translate it into a positive, definite, concrete, living actuality—the



A White Pine Forest Grown from Natural Seeding. This Land had been cut over and then a Fire had disposed of the Debris. From the few Remaining Trees the present Growth has Sprung.

forest, well protected, well administered, producing to its fullest capacity.

"Is it too soon to take up the question? We are beginning to feel the drain on our forest resources, although our production of lumber in 1909, 3,814,942,000 feet B.M., was only one-ninth of that of the United States in 1908. The cut of spruce was larger than for any other species, namely, 1,124,949,000 feet B.M., but did not quite equal that in the United States. White pine was second with 1,046,783,000 feet B.M., and it seems as if it had nearly reached its maximum, although the cut is only one-third of that in the United States. British Columbia species, Douglas fir, hemlock, cedar, come next and lift that Province to second place in Canada among the producers of lumber. It seems to be clear that, while we are cutting as lumber only a fraction of what the United States are, we are cutting largely of inferior species, or we are shifting our activities to the last west.

"What are the main points to be considered in policy and practice to ensure the maintenance of the forest as a permanent and effective factor in our civilization?"

"Specified districts should be set aside permanently as forest reserves. These and other timber areas should be protected in every possible manner against fire by the removal of debris along railway lines, by the provision of fire guards, ploughed strips or clearings, roads and trails should be opened up, and communication established by telephone as far as possible.

#### Efficient Forest Ranging.

"These precautions will be of little use if they are not supplemented by an efficient body of forest rangers. The forest staff must know trees and have the administrative ability to organize a real forest service. Fire-ranging is only one feature of the work required.

"For the reproduction of the forest the operation of natural causes will have to be the greatest dependence and it is one of the most hopeful signs for our future timber supply that natural reproduction is general and remarkably good. Artificial methods must be but an auxiliary and an experiment for many years to come, and in any case will be a waste of money unless we can protect the young growth from fire. We are doing some nursery and planting work on the Dominion Forest Reserves, but are throwing our main energy on providing adequate protection so that both the natural and the artificial reproduction may be permitted to reach its development.

"Proper methods of cutting so as to leave seed trees or otherwise provide for natural reproduction are necessary, and in this work the scientific forester is a valuable assistant. It requires a knowledge of tree growth and the relation of species, seed production and generation, soils and soil conditions. In recent disposals of timber on the forest reserves we are providing for having the trees on the tract to be lumbered marked for removal by a forester, and the system will be extended as rapidly as we have trained men to undertake it."

#### A Matter of Insurance.

"If," said Mr. W. C. J. Hall, Superintendent of the Bureau of Forestry, Quebec, "The total value of the standing timber in the United States and Canada were estimated, and the respective Governments called upon to pay an insurance premium thereon at the lowest first-class rate, the figures would be astonishing when compared with what is expended now in forest protection." Certainly the various Governments, considering the immense money value of the forests, could afford to pay much more for its protection than they now do.

#### Of Utmost Importance.

"The conservation of our natural resources," said Hon. E. H. Bronson, Ottawa, in a paper on "Shall Canadians Conserve or Destroy Their Forests," "is perhaps the most important issue before the public of the American Continent today, and the one deservedly attracting the most attention. Certainly, there is not a single individual in Canada or the United States who is not vitally concerned in it whether he is aware of it or not, inasmuch as it represents interests upon which are built our commercial and industrial prosperity. It follows, therefore, that such a question deserves our most careful consideration and our most earnest efforts in the promotion of the objects in view."

The Convention was attended by many men prominent in public and business life. The interest taken in the papers and discussions indicated the earnestness with which the subject is being attacked in this country.

#### PRESIDENT OF BOARD OF TRADE.

In electing Mr. R. S. Gourlay to the presidency of the Toronto Board of Trade, that organization has ensured for itself a year of aggressive and wise service to its members. Mr. Gourlay as a business man has shown all the qualities that go to make for success. In his own field he has advanced the standard of Canadian manufactures to a high degree of excellence. But while doing so he has shown a great liberality with his time in matters of public or general concern. As a member of the Canadian Manufacturers' Association he has been active in securing fair conditions under which Canada might develop a virile industrial life. He was vice-chairman of the Toronto Branch and chairman of the Parliamentary Committee of the Association, besides being a valuable member of the Executive Council. For the past year he has been Vice-President of the Board of Trade. Mr. Gourlay is to be congratulated on this new expression of the confidence which is reposed in him by his associates among Toronto's business men.

#### FOREMAN WANTED.

Competent man is wanted to take complete foreman's charge over a small wire and nail factory. Address applications to C. D. F., c-o. INDUSTRIAL CANADA, Toronto.

#### POSITION WANTED.

Accountant and Auditor, with long experience, best of credentials, open for engagement, temporary or permanent. Apply S. D., INDUSTRIAL CANADA, Toronto.

#### POSITION WANTED.

An experienced catalogue and advertising man desires to engage with a few manufacturers who have not sufficient work individually to keep a good man. Would write advertisements, prepare catalogues, obtain cuts, buy stationery and printing for each firm. An interview would show advantages and economy of this plan. Address "Catalogues," care of INDUSTRIAL CANADA.

# MONTREAL MANUFACTURERS DINE

Addresses by Eminent Business Men. Sir Edmund Walker Warns Canadians Against Reciprocity, Urging that its Effect Would be Disastrous to the Country.

OVER three hundred manufacturers, bankers and parliamentarians enjoyed the banquet of the Montreal Branch of the Canadian Manufacturers' Association held in the Windsor Hotel on the evening of January 19th. Colonel Gardiner presided, and in the roll of speakers were Hon. Rodolphe Lemieux, Sir Edmund Walker, Mr. W. H. Rowley, Mr. C. M. Hays, Mr. C. C. Ballantyne, Mr. N. Curry, Mr. R. L. Borden, M.P., Mr. E. M. Macdonald, M.P., Mr. Donald McMaster, Member of the British House of Commons, and Mr. R. W. Reford. The occasion was notable. Seldom has there been gathered around one board such a varied group of national figures, comprising not only captains of industry in many branches, but men who have made for themselves a big place in the Canadian world of transportation, finance and public life.

Hon. Mr. Lemieux, in replying to the toast of "Our Dominion," which had been proposed by Mr. Rowley, paid an eloquent tribute to the sister Dominion of South Africa, at the opening of whose first Parliament he had just been present. His assurances that Canadian industries would not be injured by any action of the Government, in the tariff negotiations with the United States, was received with the utmost satisfaction.

Following Hon. Mr. Lemieux, Mr. Borden discussed Canada's industrial position. "As far as my own idea is concerned," said Mr. Borden, "I think that we have been doing pretty well in this country, and my ideal is reciprocity within this Empire of ours. My friend, Mr. Lemieux, spoke of some coquetting with Canada; all I can say is that I hope it will not result in too serious an engagement."

Excellent and thoughtful speeches were made on Canada's transportation problems by Mr. C. M. Hays and Mr. R. W. Reford.

The fiscal situation was also discussed by Mr. E. M. Macdonald, Mr. Donald McMaster, Mr. Ballantyne and Mr. Curry.

In many respects the most noteworthy speech of the evening was that of Sir Edmund Walker, who as President of the Canadian Bank of Commerce holds a position which entitles him to speak with authority on the commercial problems and dangers of the present time. He spoke as follows:—

## Sir Edmund Walker's Speech.

"I need not remind you of the hazardous experiment we undertook about forty years ago, when the scattered provinces east of Lake Superior and the forlorn outpost on the Pacific concluded to acquire the vast prairie interval, the Great Lone Land, and out of these apparently hopelessly incoherent elements to found a nation. How almost comical it seems now to recall that our main hope of success lay in one railroad in the West to connect the forlorn outpost across the sea of mountains with our prairies and Great Lakes, and another in the East, to connect the Maritime Provinces with Quebec. And yet our greatest national question to-day, as then, is transportation, and each newly opened section of Canada measures its opportunity for success mainly by that one element.

But I spoke of our hazardous experiment in order to recall for a moment our object in joining these provinces in one confederation. We had a very clear and definite object. We believed that it would increase our chance, none too great as it was, of individual prosperity, and we believed that we could

build up in time a great nation. A nation, of course, means a people who have decided to do certain things together. It involved our having a conception of our future in many directions, towards which ideals we would work together. To-night it is proper only to consider our conception of our *industrial* future. Regarding this there were years spent in discussion, but, I think, it will be fair to say that in the end we, as a whole, concluded that we desired to build up an industrial civilization which should eventually be as comprehensive as that of the United States, and that this industrial civilization should be as completely independent of influence by the United States as possible. With one hundred million on one side of the line, and seven million on the other, the situation must always be peculiarly difficult; and tariffs, and Canadian regulations looking to the proper use and also to the conservation of our natural resources, must often be keenly discussed.

"It is well always to remember that because of this conception of our future, and because, after all, we have very few people who do not, at the bottom, care more for Canada than for their own pockets, we were able to withstand those attacks upon our national existence made by the McKinley and Dingley tariffs.

## Prosperity Result of Co-operation.

"Self-respect, industry, the necessity of working together for Canada; our willingness to pool the credit of every part of Canada in order to harness our country for its work, brought us prosperity, and the confident pride in actually being a nation. It also brought us by the trans-oceanic trade we sought to develop on both Atlantic and Pacific, a new conception of our place in the Empire, a fact which should profoundly influence our views in industrial matters if we are wise enough to consider our true interests, present and future.

"At the moment we are a very prosperous people, but I am sorry to say we are not nearly so contented as in the days of struggle and of small results. We are doing that which most largely interests the older world. We are opening up for settlement extensive areas of rich land. This is causing an immigration which of itself greatly increases trade, a building of railways which gives a still greater impetus, and for the food products arising from the part being farmed, very high prices are being obtained. But this only accentuates the need of still more railways, more towns, more public and private improvements, more banks, more, indeed, of everything which accompanies settlement in these days. And we do not simply need railways to aid immediate settlement. We must go on building new railways and great canal systems; we must improve existing canals, build docks, subsidize steamship lines on the two oceans, and in countless ways we must pledge the credit of the whole of Canada for the upbuilding of Canada, and without too narrow considerations of the parts most aided or most taxed by such public works.

"The condition of such a partnership must, of course, be as fair as we can make it, and about this there will be much argument, and doubtless some bitterness and misunderstanding. In the main, however, it can only be accomplished by a cheerful and united people, anxious for personal profit, but glad also that his fellow-citizens have also prospered, and not angry because other people do their business by the aid of joint stock companies.

### Old Motives Disappearing.

"At the moment, however, we find the most wide-spread prosperity we have ever enjoyed, accompanied by unusual agitation by one interest against another. We seem no longer to be thinking about upbuilding Canada as well as of personally prospering, and yet our only guarantee of permanency in our prosperity lies in developing a strong, united people, not dependent for markets or transportation upon our friends to the south. We cannot afford, for what seems personal profit, to pull down the national structure we have spent so much to build.

"I do not, however, wish to be misunderstood. Our railways should be allowed cheerfully to make generous profits, because this means in every way facility in obtaining more railway building, but we need our Railway Commission to avoid unfair rates and generally to regulate, in the interests of the people, such powerful bodies. Our manufacturers should be allowed to profit like others in our general prosperity, and this will inevitably build up more manufactures both here and in the West, and by competition and efficiency produce a much better condition for the consumer than to be left to the tender mercies of the various American trusts. On the other hand, our manufacturers will be very foolish if they do not remember that if, because of tariffs or any other reason, they are able and do exact an abnormal profit, they are building their business on a most insecure foundation, and one which, happily for the consumer, does not generally last long.

### Some Misunderstanding.

"Our farmers, who are at the moment as prosperous as those engaged in any business in Canada, should be made as secure in their prosperity as we can by united action accomplish. We must do our part by joining with him in the great public works I have referred to, and we must join in the effort to secure for him not only good markets, but reasonable railway and other conditions connected with the sale of his products. We must also see that his supplies are not too dear when they are made in Canada, but he, in turn, must suffer disadvantage in some matters, as we all do, for the sake of upbuilding Canada. I, for one, do not believe that, east or west, there are many workers in Canada who are not willing to do this. If there are any who seek only their own gain and who do not care whether Canada is built rightly or not, they deserve little consideration on our part. There is, undoubtedly, at the moment a wide-spread misunderstanding, and much plain, but kindly, argument seems necessary and desirable, and before all let us remember that our purpose is to build up Canada, and to prosper only as it may be possible to prosper having this in view.

Doubtless there are now, and will be from time to time, interests which are not prospering, or which seem to be asked to bear too much for the supposed general good. When such occurs there cannot be too much frank discussion, nor is any effort at justice too great to attempt. It is not always easy to ascertain the greatest good consistent with the determination to upbuild Canada, but that is what we should try to accomplish.

### Unintelligent Criticism.

"I do not know whether I am expected to say anything about banking. Usually our banking system is the subject of much not very intelligent praise, and just now it is being just as unintelligently abused. If the bankers are allowed to present their views at Ottawa, as has been the practice in the past at the decennial revisions of the Act, they will doubtless give a sufficient account of themselves. At the moment one would suppose, from some of the newspapers, that all the banks were one industrial organism, responsible together for whatever

happens to any one bank. This is particularly absurd. What have we to do with the conditions under which such a body as the Farmers' Bank comes into existence? We can neither control nor influence its creation, nor to any extent its behavior during its existence. Frankly, bankers do not know of any way in which to stop shareholders from subscribing to stock in a venture which eminently requires caution, experience and moderate expectation as to profit in the early years of the venture, but which is often quite clearly established on almost precisely the opposite basis. Certainly external examination by Government officers, or by audit, will be a feeble reed to lean on for such a purpose.

"But returning to our main subject, are we not unwise to dislocate our power to pull together by encouraging these foolish and unwarrantable antipathies? We are but well started in the early stages of building our nation. With high hearts and a courage which can be easily gained from all that nature has done for us, and with combined action we can accomplish our destiny as the promised land of the twentieth century, but we cannot, at this stage in Canada's history, do anything effectively except by answering to the foreman's command: Pull! Pull! Pull all together!"

### PAY TO DO BUSINESS IN ONTARIO.

COMPANIES with Dominion charters (if they wish to do business in the Province of Ontario), will henceforth be assessed a license fee equal to the regular provincial incorporation charge. This is the latest move in the contest between the Federal and Provincial Governments over the question of incorporation. The end is not yet.

The rule governing such cases in the past was as follows:—

Fees for licenses are fixed in each case by order-in-council, depending largely on the amount of capital used in Ontario, calculated on the foregoing table of fees for the incorporation of domestic companies, except in the case of Dominion corporations, which may pay either \$25 or \$50. If the company's capital is \$100,000 or less, the fee is \$25; if the capital exceeds \$100,000, the fee is \$50.

The new schedule is governed by the following order:—

Upon the recommendation of the Honorable the Provincial Secretary, the Committee of Council advise that the schedule of fees for services performed under the provisions of The Ontario Companies Act and the Act respecting the Licensing of Extra-Provincial Corporations approved by order-in-council of December 7, 1909, be amended by striking therefrom the section headed Extra-Provincial Corporations and substituting therefor the following:—

Extra-Provincial Corporations—"Fees for licenses will be the same as the fees charged for incorporation of companies under the Ontario Companies Act, but will be calculated on the amount of capital authorized to be used in Ontario."

By an order-in-council dated January 10, 1911, the tariff of fees for the issue of license under the Act respecting the Licensing of Extra-Provincial Corporations (63 Vic. cap. 24) and amendments thereto, has been amended so that on and after the date of such order, the fees for the issue of all such licenses will be the same as the fees charged for the incorporation of companies under the Ontario Companies Act, but will be calculated on the amount of capital which the corporation is authorized to use in Ontario.

Under the former tariff, the fees chargeable for such licenses were fixed in each instance by the order-in-council authorizing the issue of the license, except in the case of corporations incorporated under the laws of the Parliament of the Dominion of Canada, in which case the fees were \$25 if the corporation's capital was \$100,000 or less, and \$50 if the corporation's capital exceeded \$100,000.

## INTERSWITCHING REGULATIONS

### The Board of Railway Commissioners Explain the Meaning of Their Previous Order.

**I**N an application, dated March 4th, 1910, the Board is asked by the Canadian Pacific Railway Company, the Grand Trunk Railway Company, and the Montreal Terminal Railway Company, for an order interpreting the provisions of the Order of the Board, No. 4988, and known as the General Interswitching Order, dated the 8th day of July, 1908.

Counsel for the applicants and representatives of the Montreal Board of Trade and the Canadian Manufacturers Association were heard at the traffic sittings at Ottawa on the 22nd of June last.

The object of having a general interswitching order is to make the rate for the performance of an interswitching service uniform on all railways under the jurisdiction of the Board, no matter what the extent of the movement (provided it is within the limit mentioned in the Order), or the time or labor required in performing it. The order enables the shipping public and the railway companies to know exactly what service must be performed as interswitching, how much the company that performs the service is to receive, and how much the shipper or consignee is to pay for it. At some points, on account of local conditions, the provisions of the Order are not as advantageous to the railway companies as they are at others, and in some cases one railway company may have to do more than another to earn the toll; but such conditions may, to some extent, be inevitable under a general order made to apply everywhere; and there is a certain amount of reciprocity in the working out of the Order which should even up matters between the railways.

But the intention of the Board in passing the Order was chiefly to benefit the public by establishing a uniform rate and conditions of service for interswitching. This is well described by the late Chief Commissioner Killam in his judgment in the London Interswitching Case, in which he said:—

“With the progress of invention, new enterprises are continually supplanting or injuring old ones to the ruin or loss of those interested in the former. Railways have not only directly affected in this way former modes of transportation, but they have also been instrumental in building up particular localities or enterprises at the expense of others. It has never been the policy of the law to afford compensation for losses thus occasioned. When the legislature authorized the construction of new lines of railway in competition with those formerly existing, this is not done with a view to benefit the promoters of the new lines or to injure those interested in the old ones, but solely for the public good.

“The provisions of the Railway Act which require railway companies thus to interchange traffic at connecting points are introduced, not for the purpose of benefiting one railway company at the expense of another, but solely in the interest of the public. The law cannot recognize anything in the nature of a good-will of the business of either railway company thus affected for which another should give compensation. In my opinion the division between railway companies of the joint rates for traffic thus interchanged should be made upon the principle of giving reasonable compensation for the services and facilities furnished by the respective companies in respect of the particular traffic thus interchanged, and not by reference to the magnitude of the business of one company or the other at particular points or the respective advantages which each can offer to the other there, or a comparison of the loss which the one is likely to sustain with the gain likely

to accrue to the other from the giving of the facilities which the law requires.”

From what I have said and quoted, I think it is abundantly clear that an order such as the one before us, which is applicable at practically all points of interchange and to all roads under our jurisdiction, must contain arbitrary provisions which may appear easier to apply in some places than in others, but which, nevertheless, must be enforced in the same manner at all points.

The feature of the order to which the applicants have chiefly addressed themselves is the provision which makes it applicable to any interswitching movement not exceeding four miles from the nearest point of interchange. To quote the application, the Board is asked “to define whether or not the term ‘interswitching’ as used in the Order, embraces the carriage of traffic from one point outside to a point within a terminal involving the haulage of goods from a point of connection which is a station, to a terminal, within a distance of four miles”; in other words, to say that what they recognize to be an interswitching radius of four miles in one place may be cut down to an actual one mile or two mile radius in another. The effect of this would be to destroy the equality principles of the order, and open the door to the giving of an undue preference to one locality over another. The order clearly means what it says, four miles from the nearest point of interchange, and I cannot see that it was ever the intention of the Board to put any limitation on this four-mile provision, and I do not think it would be wise for the Board to do so now.

Apparently some of the companies to which the order applies have not been complying with its provisions, but have collected larger tolls than they are entitled to. In such cases the Courts of law provide a means for obtaining redress. The true meaning of the Order, with regard to the four-mile limit, was made clear to the companies by Circular No. 45, issued by order of the Board on the 21st January last, which said:—

“The maximum interswitching distance is unqualified, and means, as stated, ‘any distance not exceeding four miles . . . from the nearest point of interchange,’ regardless of the location of the point of interchange, or of station yard limits, or any other limits or boundaries.”

That being the meaning of the Order, and the railway companies having been by that circular told what the meaning was, there is really nothing now to interpret, and the present application should therefore be dismissed.

The other feature of the application relates to clause 10 of the Order, the purpose of which was to protect the railway companies at points of interchange against possible misinterpretation by shippers, who might claim the substitution of the interswitching toll for the local tariff rate on a purely local movement of one company. I am unable to see how any railway company could read into this clause any other than its true meaning, namely, that the interswitching toll of the company which performs the terminal service does not supersede or modify any local freight rate published by that company to apply to its ordinary or local freight traffic between any two of its own stations.

To dispose of a question which arose at the hearing, I would add that the Order was not intended to apply, and is not applicable, to traffic loaded at a point on one railway and destined to a point on another railway within the same switching district, or within adjoining switching districts, covered by local switching tariffs to and from the point of interchange.

The Order was concurred in by Dr. Mills, Mr. S. J. McLean, and the Chief Commissioner.

(Sgd.) D'ARCY SCOTT.



## STEEL PLANT OF THE CANADA STEEL INDUSTRIAL LIFE IN NOVA SCOTIA

By Thos. M. Fraser

Some of the Activities which have made Nova Scotia Prosperous. Coal, Iron and Fish provide an Industrious Population with Employment.

**T**HE spirit of optimism has been late in reaching Nova Scotia. For years her people watched the development taking place in the Western Provinces with a friendly eye, sent many of their best to assist in it, and bore their share of the heavy burden which western development has imposed upon the whole of Canada. Cheerful pictures came back to us of the greenness of the distant fields, and more of our sons left the nets drying on the beach, or the scythe hung up in the apple-tree, and hurried away to help build up a new empire before the riches of the old had been half unearthed.

This form of contribution to the wealth of nations was nothing new for the Maritime Provinces, however. In the days when Halifax was garrisoned by British soldiers there used to be a story told that will illustrate. Soldiers were here to-day and gone to-morrow, and were inclined to be catholic in their choice of wives. With the sailing of every troopship a crowd of females, "left wailing on the beach," used to storm the dockyard gates to prolong the sweet sorrow of parting to the utmost. Once, when the gate was "banged, bolted and

barred" in their faces, one of the mob raised her hand in imprecation and cried, "Seven times has that damned gate left me a widow!" We in Nova Scotia have been made to suffer pretty heavily by the meretricious charms of the other provinces and of the United States, and not so very long ago it looked as though there would very soon be only a voice or two left to cry in the wilderness. Now it looks as though the turn of Nova Scotia had begun to come at last.

### The Country Favorable.

Let it be understood, in the first place, that there is nothing the matter with the country. Its resources are varied and rich, and little idea can be secured of them by a car-window view. With the exception of the D.A.R., which runs through the fertile and celebrated Annapolis Valley—the land of Evangeline—the railways of Nova Scotia do not run through our agricultural lands. Between Halifax and Truro, for example, the country, as seen from the train, creates rather an unfavorable impression; but back some miles lie the Stewiacke and



COAL MINING IN NOVA SCOTIA.



## CORPORATION AT NEW SYDNEY N. S.

Musquodoboit Valleys, containing some of the richest farming land in Canada. A railway is very much needed there, and will be built as soon as some responsible company comes forward to accept the government subsidy for its construction and operation.

The editor of *INDUSTRIAL CANADA* has asked for two articles which would give the people of the other provinces some idea of what we are doing, hoping and thinking down here. In the present article I shall try and give some idea of what we have been doing in recent years; and, in a subsequent one, of what we hope to do in the future.

### The Awakening.

The awakening of Nova Scotia dates back to something less than two decades ago, when the great coal resources of Cape Breton island were consolidated and put on a modern footing by the introduction of United States and Canadian capital. This act, commonly known as "the Whitney legislation," was deplored by some people at the time as putting us in bondage to the American capitalist; but its result has been an enormously increased production of coal and an increase in the provincial revenues, which has made possible many educational and other improvements in the condition of the people. Indirectly, it has been the means of attracting other large industries, such as the iron and steel plants on the same island. And there are numerous subsidiary industries connected with each.

That has been the biggest single industrial achievement in our history. These plants have awakened the island of Cape Breton from an almost unknown district to one of the most thriving industrial centres in Canada. It has provided the large farming community there and in adjacent parts of the province with one of the best—*i.e.*, the highest—markets in the Dominion. It brought back many of our people who had gone to the United States and elsewhere, and it gave a stimulus to the whole commercial life of the Province. Sydney, North Sydney, Sydney Mines, Glace Bay and other large and flourishing places have arisen or expanded out of all recognition. The influence of this renaissance was not confined to this Province. The engineers of the Nova Scotia Steel Company (or to be more accurate, Mr. R. E. Chambers, C.E.,) found in Bell Island, Newfoundland, one of the greatest deposits of iron ore in the world; from it both the Nova Scotia Steel Company and the Dominion Iron and Steel Company now draw the great bulk of their raw material, and in the mines there they give employment to a large number of men. This ore is used not only by the companies themselves, but shipped to different foreign countries. The two companies have a fleet of nearly fifty (50) large steamers, engaged in carrying this ore and in the coal trade. The output of steel and iron products in this province last year was well over fifteen million dollars, and of coal about sixteen million.



THE COAL PLANT AT GLACE BAY.

## Getting Under Way,

These industries have not properly found their feet yet, either. In the case of the Dominion Steel and the Dominion Coal Companies strikes, expensive litigation and other serious and unusual hindrances have attended their course, and kept down their earnings. Now this period appears to be pretty well over, and the management of the whole group of Cape Breton industries is in safe and progressive hands. The number of men employed in the steel and coal industries in Cape Breton is about eleven thousand, and the annual wage bill about seven millions.

The next manufacturing centre in the Province is at New Glasgow, not far from its centre. This was where the Nova Scotia Steel Company originated in a blacksmith's forge. It has a variety of iron industries, the genius of its people having run in that direction ever since Graham Fraser established "Scotia." It is a rapidly expanding town. This whole district, comprising the old and important collieries at Stellarton and Westville also, is certain to partake largely of whatever future development the Province may have.

At Amherst, at the western end of the Province, is another red spot on the map. One of the largest plants (formerly the Rhodes-Curry Co.) of the Canadian Car and Foundry Company is located here. There are few places in Canada with such a variety of industries, the success of which has become proverbial in the Maritime Provinces. The above three places are mentioned particularly, because they are outstanding examples of successful manufacturing centres, but their natural advantages as such were not great. Particularly was this so in the case of Amherst, which is located in the Cumberland County marshes, an excellent farming country, but possessing no particular advantages otherwise. It had one great asset, however, and as it is one in which the people of Nova Scotia are most generally lacking, it is worth noting: it was and is full of enterprise. Industries have been started and have flourished there which have been talked of in other places; and some industries which have died in other parts of Nova Scotia have flourished there and prospered exceedingly. The Amherst people were chock-full of faith in their own town. If a man came along with a good proposition they listened to him, and if it seemed to have a good fighting chance of success, they said "Good! Start here, and we will take a chance with you." This manner of showing their faith by their "works" is perhaps what is most often found lacking in the character of the people of Nova Scotia. Their commercial courage is small. Amherst possesses more of it than any other part of the province, and has even diffused some by example.

## Timidity of Capital.

Everyone who has made a careful study of conditions in Nova Scotia from Sir William Van Horne onwards, has made the statement that this Province is pre-eminently adapted to become a great manufacturing centre. The raw materials are here in abundance, with coal and iron occurring at various points in contiguity. Transportation facilities are unsurpassed, and no part of Canada is so favorably situated for the export trade. The native population is made up of people handy with their hands and their brains, providing a good class of labor. The only thing lacking to make the combination complete has been capital. That we have always been waiting for someone else to come along and furnish. There is any quantity of it here; particularly in the city of Halifax, but it hasn't the courage of a mouse behind it. The men who made this money made it out of trade (largely the West India trade). They passed to their fathers, and the capital passed to their sons. The latter put it into bank stocks principally,

where it waxed fat. Halifax capital founded some of the greatest banking institutions in Canada, and it has increased greatly by the appreciation of such securities, but its faith has not grown in proportion.

The value of the manufactures of Halifax in 1909-10 were estimated by the Board of Trade at about sixteen million dollars, having about doubled in the last decade. They should be very much larger, but for the reason above noted. A modern instance will illuminate. A few years ago a car building company was promoted here. The moneyed interests generally stood aloof; it did not look as good to them as bank stocks or traction companies in the tropics. The capital was nearly all supplied by small investors. It did not prove enough to carry the enterprise to success, and the company has recently had to be reorganized with larger capital supplied from outside. That pathetic figure, "the small investor," is now comforted by the sage "I told you so" of the men who never take chances.

So much space has been devoted to the manufacturing end in this article because the writer conceived that it was that which would most interest readers of INDUSTRIAL CANADA. The opportunities are here in plenty. Perhaps with the passing of the present holders of capital their money will come into the hands of men with more faith and more pluck. At all events, examples here noted, and many more which have not been touched upon, are amply sufficient to prove to anyone interested that there is in this Province ample opportunities for the wise and profitable investment of capital.

## Value of Annual Production.

The exploitation of our natural resources has gone on steadily and profitably. The following table of the wealth produced in this Province last year may be of interest:—

Coal .....	\$16,000,000
Coke .....	1,960,000
Gold, iron, gypsum and other metals.....	1,250,000
Pig iron .....	1,000,000
Steel, rails, rods, etc. ....	15,000,000
Fisheries .....	8,500,000
Manufactures, ships and freights .....	41,000,000
Farm products .....	29,000,000
Forest products .....	5,500,000

Every item on the above list shows an increase; but there is not one item in the list which is not capable of very much greater expansion. The lumber exported from Nova Scotia last year amounted to about 250,000,000 feet. The cut, owing to bad conditions during the previous winter, did not exceed 75 per cent. of an average. Mr. W. G. Clarke, one of the leading lumbermen of the Province, estimates that the quantity consumed domestically for railway and mining purposes, building and bridge construction, etc., is about equal to that exported. The forest lands of the Province are less than six million acres, so that in a comparatively short time our spruce (the principal commercial variety) would be exhausted, as was the pine by the unchecked operations of lumbermen in the early years. Fortunately, the Provincial Government, with the co-operation of the lumbermen, has taken active and wise measures in the way of preservation. Six years ago an efficient system of fire ranging was instituted, and since that time there has been no forest fire to amount to anything in the Province. A careful survey of the forest lands is now being made under the direction of Prof. Fernow, and when that is completed forest preservation—or reforestation, if necessary—will be taken in hand.

The exportation of pulp and pulpwood from the Province is a matter which is now engaging the attention of our economists. Large tracts of these lands lie in a part of the Province where there are great water-powers. The average rainfall



of Nova Scotia is greater than that throughout Canada, many lakes or natural basins are available for the storage of flood waters, and the water-powers are well distributed. In the counties of Queens and Shelburne there are great tracts of pulpwood, and the opportunity for creating water-power of great magnitude. Some of this has already been harnessed with very little difficulty, and there is every probability of this being extended. Unfortunately, most of this pulp and pulpwood produced in our Province is being exported, instead of the process of manufacture being extended. Some cardboard is manufactured at Liverpool, N.S., but not much. Large quantities of pulpwood and pulp go to the United States and England.

#### Possibilities of Improvement in Fisheries.

The fisheries of Nova Scotia are probably the most valuable in the world. This is certainly so of some of the fisheries, such as lobsters, the catch of which last year was valued at close upon three million dollars. Modern methods of propagating, fishing and packing our sea-food would add vastly to its total value. The Nova Scotian does not get half as much for his herring as does the Norwegian, because he will not adopt those methods of packing and curing which have been proved by his competitors to be the most valuable. That is, largely, his fault, although an efficient Dominion Department of Fisheries ought to be able to teach him better. Our oysters, and perhaps our lobsters, are in a fair way to become extinct for the same lack of businesslike administration.

The worst element about the fisheries is their uncertainty, and this is the feature which science might do something to remove. In 1910, for example, the Lunenburg Bank fishermen had the best year in their history, while the mackerel and herring fisheries were a complete failure. The catch of Lunenburg County fishermen this year is worth over a million dollars. It is said that the average wealth per man in Lunenburg County is the greatest in Canada. The population is made up nearly altogether of thrifty Dutchmen. Sixteen new vessels are now building there to add to next year's fleet.

The fish exports are widely distributed. The bulk of the dried fish goes to the Latin countries, the pickled fish to the United States. The lobsters are exported both live and canned, the former to the United States, the latter to Great Britain and the Continent.

#### The Cause of Migration.

Farming (more especially the horticultural branches) is looking up in this Province. If I were to say that the average farmer in the Maritime Provinces is lazy, I should have the whole craft down upon me; so let us say he takes life easy. It is when the Eastern farmer leaves his old home and goes West that he finds the difference. Then, for the first time, he has to hustle. If he applied as much energy to the farm he left, there would be less heard of the western migration.

The cleared lands of Nova Scotia amount to 3,459,000 acres. The majority of our farm dwellers have also a side-line of some sort, such as lumbering, fishing, or mining. It is, therefore, anything but an essentially agricultural country. This has also had a decidedly bad effect on agriculture in this Province. Notwithstanding this, the average yield per acre of the standard crops compares well with the rest of the Dominion. The year 1909 was an off year, the spring being fully three weeks late, yet we produced more hay, potatoes and turnips per acre than the rest of the Dominion; almost held our own in wheat, and were not far behind in barley and oats. For 1910, it is the opinion of the Secretary for Agriculture that Nova Scotia yields are in advance of those for the whole Dominion in every single crop.

## AMONG THE INDUSTRIES

The C.P.R. will build a \$20,000 station at West Toronto.

The Canada Cement Co. will erect a large mill at Winnipeg during the coming year.

The contract has been let for the National Steel Co.'s plant at Longue Pointe, P.Q.

The Queen's Hotel Company, Montreal, will build an addition at a cost of \$100,000.

It is reported that Price Brothers will erect new pulp and paper mills at Riviere du Sable.

A saw mill will be erected on Lulu Island, New Westminster, B.C., by Galbraith & Sons.

The Crane-Ordway Company will extend their warehouse in Winnipeg during the present year.

The Alberta Linseed Oil Co., with a capital of \$500,000, will erect a plant at Medicine Hat, Alta.

The Campbell Milling Co. will erect a flour mill at Midland, with a capacity of 1,000 barrels a day.

It is reported that the Montreal Terra Cotta Co. will locate their plant at Pointe Claire, P.Q.

The Canadian Consolidated Rubber Co. will erect a building in Montreal at a cost of \$250,000.

Construction has begun on the new mills of the Shevlin-Clark Company, at Fort Frances, Ont.

Work will commence soon on the \$500,000 depot for the National Transcontinental Railway at Quebec.

The Steel & Radiation Co. will erect a new factory at St. Catharines, near the Jenckes Machine Shop.

W. D. Morison, Vancouver, B.C., will erect a large warehouse in that city during the coming summer.

The McClary Manufacturing Co., of London, have purchased a large additional site for possible extensions to their factory.

A carpet factory is announced for Islington, Ont., as the result of a favorable vote on a by-law, granting the company a site.

The Winnipeg Electric Railway Co. will erect a new turbine power station during the coming summer at a cost of \$72,000.

Cluett, Peabody & Co., Troy, N.Y., will erect a large Canadian branch factory at St. John's, P.Q. It will be 200 by 86 feet and of five storeys.

The Western Steel Corporation have got a site near Vancouver for the establishment of large works. It is understood the \$2,000,000 will be spent on buildings and plant.

Extensive additions are being made to the plant formerly operated by the Booth Copper Company of Toronto, Limited, and the business of the two companies will be carried on there under the above name.

# CHANGES IN FREIGHT RATES DURING JANUARY

List of Freight Schedules Filed with the Board of Railway Commissioners During month of January, 1911.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

## Canadian Pacific Railway.

Sup. 12 E. 1538 Sup. 3 E. 1915	Sup. 12 E. 1123 Sup. 3 E. 1506	Jan. 13, '11 Feb. 11, '11	Local switching charges at C.P. points. Lumber and forest products, c.l., from C.P. stations to U.S. points.
E. 1988 Cancels E. 1686	E. 1582 Cancels E. 1273	Feb. 12, '11	Classes Detroit, Mich., to stations on C.P.R. and connecting lines in Canada.
E. 1998	E. 1592	Jan. 16 '11	Classes from C.P. stations east and south of Montreal to points on the N.Y.C. & H.R. R.R. in Canada.
Sup. 6 E. 1841	Sup. 6 E. 1431	Jan. 20, '11	Pig iron, c.l., Porth Arthur to Goderich, \$4.00 per gross ton.
Sup. 13 E. 1538 E. 2005	Sup. 13 E. 1123 E. 1084	Jan. 21, '11 Feb. 1, '11	Local switching charges at C.P. points. Building material between points in Canada.
Sup. 5 E. 1957 Sup. 11 E. 1593	Sup. 5 E. 1550 Sup. 11 E. 1180	Jan. 23, '11 Jan. 24, '11	Commodities between stations in Canada. Paper, c.l., from Ottawa, Joliette, etc., to points in the U.S.
Sup. 11 E. 1538 Sup. 6 E. 1655	Sup. 11 E. 1123 Sup. 6 E. 1242	Dec. 26, '10 Feb. 6, '11	Local switching charges at C.P. station. Various commodities from C.P. stations to Buffalo, Black Rock Suspension Bridge, etc.
Sup. 4 E. 1957	Sup. 4 E. 1550	Jan. 9, '11	Various commodities between C.P.R. stations.
Sup. 8 E. 1791	Sup. 8 E. 1731	Jan. 24, '11	Class and commodity, Eastern Canada, to points on the C.N. and G.T.P. Rys.
Sup. 5 E. 1900	Sup. 5 E. 1490	Jan. 20, '11	Paper commodities between stations in Canada.
E. 1993 Cancels E. 1127 E. 1505	E. 1587 Cancels E. 709 E. 1090	Jan. 23, '11	Commodities between stations on the Atlantic Division stations and to points in Ontario and Quebec.
<b>Grand Trunk Railway.</b>			
Sup. 81 E. 1210	Sup. 81 C.F. 83	Jan. 19, '11	Lumber and forest products, c.l., between points in Canada.
Sup. 14 E. 1686 Sup. 12 E. 2020	Sup. 14 S. 71 Sup. 12 C.P. 57	Jan. 19, '11 Jan. 23, '11	Local switching at points in Canada. Paper commodities from stations shown to Sudbury, Ont.
E. 2245 Cancels E. 1208 1462 1594	C.D. 63 Cancels C.D. 23 32 37	Feb. 1, '11	Building material between G.T. points.
Sup. 38 E. 225	Sup. 38 G.A.A. 3	Jan. 17, '11	Pig iron, c.l., Midland to Renfrew, Ont., \$1.90 per gross ton.
E. 2233	C.N. 85	Dec. 27, '10	Sewer pipe, c.l., from Toronto to Vancouver, Victoria, Na-

Sup. 3 E. 2132 Sup. 2 E. 2218	Sup. 3 C.U. 55 Sup. 2 C.Y. 1	Jan. 25, '11 Jan. 13, '11	naimo and Westminster, 60 cents per 100 lbs. Various commodities between G.T. point. Castings, iron, l.c.l., St. Thomas to Niagara Falls, Ont., 21 cents per 100 lbs.
E. 2239 Cancels E. 741	M. 15 Cancels M. 4	Jan. 14, '11	Classes from between Montreal and common points and stations south and east thereof.

## Michigan Central R.R.

Sup. 3 1209 Sup. 21 1443	Sup. 3 7476 Sup. 21 7960	Jan. 15, '11 Jan. 30, '11	Classes between M.C. stations and Toronto. Commodities between points in Canada.
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## Chicago, St. Paul, Minneapolis and Omaha R.R.

53 Cancels 43	480 E. Cancels 480 D.	Feb. 9, '11	Pig iron, c.l., from Ashland, Wis., to Oshawa, Ont., \$4.35 per gross ton.
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## Niagara, St. Catharines and Toronto Railway.

619 Cancels 316	617 Cancels 312	Jan. 30, '11	Class rates between local stations.
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## Toronto, Hamilton & Buffalo Railway.

749 Cancels 314 331 372 514 522 559 605	216 Cancels 108 112 127 175 177 187 198	Jan. 21, '11	Commodities between stations on the T. H. & B. Ry. and to points on connecting lines.
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## Pennsylvania R.R.

G.O. 28		Feb. 15, '11	Classes, P.R.R. stations to points on the Canadian Pacific Ry.
62 Cancels S.S. 48 T.T. 49 Cancels K. 12 G.O. 287		Feb. 1, '11 Jan. 23, '11	Iron and steel articles from P.R.R. stations to points in Canada. Classes from P.R.R. stations to points in Canada.
		Feb. 14, '11	Class rates, P.R.R. stations to Montreal, via G.T. Ry.
P.P. 6		Feb. 20, '11	Classes from P.R.R. stations to Montreal, via G.T. Ry.

## Baltimore and Ohio R.R.

820		Feb. 13, '11	Iron and steel articles from B. & O. stations to points on the G.T. in Canada.
809 Cancels 610		Jan. 23, '11	Scrap iron, etc., from Sandusky, Ohio, to points in Ontario.

## Pittsburg, Cincinnati, Chicago and St. Louis Railway.

Sup. 17 P. 21		Feb. 3, '11	Class and commodities from P.C.C. & St. L. stations to points in Canada.
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## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.*

55. **Agricultural Tools, Hay Forks, Etc., Etc.**—A firm of import agents in Comrie, Scotland, are in the market to purchase garden tools, hay forks, handles for same, and various lines of agricultural implements. References on application.
56. **Australian Trade.**—A firm of export forwarding agents in London, England, are interested in getting in touch with Canadian exporters of evaporated fruit and Canadian canned goods who are interested in the Australian market.
57. **Asbestos.**—A Manchester firm asks for samples and prices of asbestos from Canadian exporters.
58. **British Columbia Agent.**—A firm of manufacturers' agents in Vancouver wish to get in touch with eastern manufacturers seeking representation in B.C.
59. **Black Sheets, Iron and Steel.**—A firm of importing hardware merchants in Glasgow, Scotland, desire prices from Canadian manufacturers of black sheets. Will handle business on a commission basis.
60. **British Guiana Trade.**—A well-known firm of general importers and dealers in Georgetown, British Guiana, are anxious to get in touch with various provision houses seeking trade in that country. Also interested in hardware and other lines of manufactured goods. Canadian references.
61. **Broom Handles.**—A Manchester firm wishes to obtain prices of broom handles, all sizes, from Canadian manufacturers.
62. **Box Boards.**—A Manchester firm wishes to correspond with Canadian manufacturers of box boards.
63. **Canned Goods.**—A Cape Town firm of commission agents and brokers desires to communicate with Canadian exporters of all kinds of canned goods.
64. **Condensed Milk and Cream.**—A Cape Town firm of commission agents and brokers desires to communicate with Canadian exporters of condensed milk and cream.
65. **Desks.**—A South African firm of general merchants desires to be placed in communication with Canadian manufacturers and exporters of roll-top and flat-top desks. Catalogues, price lists and discount sheets requested.
66. **Flour and Oatmeal.**—A Cape Town firm of commission agents and brokers desires to communicate with exporters of flour and oatmeal.
67. **Flour.**—A Scottish firm asks to be placed in touch with a first-class Canadian milling company producing flour from soft winter wheat; also a good export oatmeal mill.
68. **German Representation.**—A well-known Canadian conducting an agency for a number of manufacturers in Berlin, has a proposition under way to organize a permanent exhibit of Canadian products. He would arrange to handle these products on commission for the firms taking up the proposition. Further particulars on application.

69. **Lard, Bacon and Hams.**—A Cape Town firm of commission agents and brokers desires to communicate with Canadian exporters of lard, bacon and hams.
70. **Leather-boards.**—A Manchester firm asks for samples and prices of leather-boards from Canadian manufacturers.
71. **Maple Dowels.**—A well-known firm of timber importers and dealers in London, E.C., England, are anxious to purchase maple dowels of the following dimensions:—7/16", 7½/16", 8/16" diameter and 32" long; 12/16" diameter and 32" long. The dowels must be of hard wood, free from flaws or knots.
72. **Milk Bottle Caps.**—Further particulars of openings for the sale of milk bottle caps or discs may be had on application to the Secretary.
73. **Maple Blocks.**—A London firm makes inquiry for the names of Ontario manufacturers able to supply maple blocks suitable for mangle rollers, sizes 18 inches to 26 inches by 7 inches, octogan shape, or rough-turned and bored.
74. **Newfoundland Trade.**—A commission agent in Newfoundland is anxious to secure the agencies of a few provision lines, also chemists' sundries, etc.
75. **Oak Spokes.**—A Manchester firm asks for prices and dimensions of oak spokes from Canadian manufacturers.
76. **Paper.**—A firm of importers in Havana, Cuba, wish to get in touch with manufacturers of paper in Canada.

## LABOR ENQUIRIES.

1. **Expert Flannel and Woollen Worker.**—An Englishman with many years' experience in high-class mills in Great Britain, is anxious to get in touch with a firm in Canada who can give him a position as superintendent or assistant manager. Is particularly well qualified to look after flannel plant and fine woollen textiles.
2. **Sheet Metal Worker.**—Englishman with experience as sheet metal worker seeks position in Canada.
3. **Skilled Machinist.**—Machinist who has had some experience in the manufacture of high-class scientific surgical instruments seeks position in a machine shop in Canada.
4. **Manager for Woollen Mill.**—Englishman with thorough training and experience in the manufacture of woollen goods is anxious to obtain a position as manager of a woollen mill in Canada. Has been for several years under-manager of a mill in Batley, Eng., and is thoroughly accustomed to all the details of the business.
5. **Ironturner.**—Englishman, experienced in this trade, and with some knowledge of geometry and machine drawing, is anxious to come to Canada and secure a position as ironturner. Can furnish references.
6. **Weaver.**—Englishman, experienced in weaving, warp-dressing and twisting, desires to obtain position in weaving mill in Canada. Can furnish Canadian references.
7. **Cutter.**—Englishman having had five years' experience as measure cutter, desires to obtain position in wholesale or retail clothing firm. Can also cut ladies' costumes. References supplied if desired.

## AMONG THE INDUSTRIES.

The business of coppersmiths and brass founders will be carried on in all its branches, and customers of both companies can be assured of the same personal attention in the future that they have received in the past.

Plans are being prepared for the new mills of the Wayacumite Pulp and Paper Mills Company, to be built near Three Rivers, P.Q. Pringle & Co., Coristine Bldg., Montreal, are the architects.

The Dominion Tar and Chemical Co. of Sydney, N.S., will install a plant for creosoting timbers. Piling for piers, bridge timber, telegraph and telephone poles, and similar timber, to be exposed to the weather, will be treated.

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A fireproof roof oft-times is better than insurance.'*

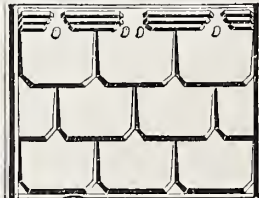
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# INDUSTRIAL CANADA

ISSUED BY

*The* CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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## INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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### COMMENT OF THE MONTH.

#### Canada and Reciprocity.

WHEN Hon. Edward Blake, writing to the electors of West Durham in 1891, stated that political union was the necessary condition of unrestricted reciprocity with the United States he dug the grave for the closer trade movement in Canada. Since then Canada has looked elsewhere for her trade connections. The price to be paid was too high. Canadians had other intentions for their country than a fusion with the republic to the south. Once again, after a disappearance of many years, the spectre which drove Edward Blake out of Canadian public life has arisen and a proposal for a trade agreement is made to the people of Canada the tendency of which is towards the commercial condition which he stated was impossible

without political union. For years Goldwin Smith preached free trade with the United States and political union. The latter he knew would inevitably follow the former. No man has studied the political life of the two countries more closely than Goldwin Smith. In the United States the leader of the predominating party at the present time, Champ Clark, approves of the reciprocity agreement because it will bring closer the day when the Star-spangled Banner will fly from the Gulf of Mexico to the North Pole. What Champ Clark, the leader of the Democrats, thinks and says is thought by many another citizen of the United States, many another who does not say all that he thinks. There are things which rise above the level of mercenary values. There are things which cannot be measured in dollars and cents. Such a thing is our national destiny. We must not gamble with our future in the hope of winning some momentary gain. Even though it were assured that the grain growers of the West would add to their profits, even though it were shown that from the standpoint of dollars and cents the advantages would offset the disadvantages, yet with the prospect of a loss of our national individuality at the end of the road, the way must be shunned.

CANADA has not yet established her national type or life on an enduring basis. Our position is not paralleled anywhere in the world—two nations with a common boundary stretching from ocean to ocean, peoples speaking the same language and enjoying similar institutions, peoples which in many respects have the same habits of mind. To these general conditions have been added others adventitiously which make our future one requiring the highest statesmanship and foresight. Because we are all of one continent we have of necessity established very many international bonds. Already we have a trade passing north and south amounting to \$350,000,000 a year. Our railways pass through each other's territory; we have had an immense European immigration which does not know our traditions and has no particular sympathy with our Imperial connection; finally we have gathered into our West hundreds of thousands of farmers from the United States whose sympathies naturally have not altogether been weaned from the country of their birth.

Dare we under these circumstances remove the barrier behind which we are evolving a separate nationality? Is it wise to enlarge the field of our intercourse which even now brings us into constant communication with the people of the United States? Those are the questions which have caused many to stand back and consider. They are the questions which have made many friends of the Government in power at Ottawa speak out in opposition to the measure which is now before Parliament. No increase in the price of wheat will compensate us for a diminution in our national sentiment. There is a real danger that a still further development of our social and business intercourse and a greater dependence upon the United States market will bring about conditions which would lead to an imperceptible fusion.

**A** GAIN there is the danger that after Canada had entered the United States market and had established commercial connections there, the duties would be put on once more. Canadians cannot forget that the United States abrogated the last Reciprocity Treaty without consideration for Canada or her prosperity. If Canada's home market is stunted, if our commercial relations with the rest of the world are dropped, if the United States becomes the all-important market for our produce, what will happen when it is the pleasure of the United States once again to shut us out by a tariff wall? On the former occasion great hardships were endured in the year following 1866 while we were seeking new outlets for our goods, while we changed our routes and business connections. In a single year our exports fell off ten million dollars or thirteen per cent. But our population was small and our total exportable supply was limited and in the years that followed we found outlets and markets and we developed them. It is another matter now that our exports are over the three hundred million mark. We shall not be able to establish with ease new connections to absorb that amount of goods. The closing of the United States market after Canadians had made it their main selling place would cause commercial disaster for years to come. Our trade has been developed along independent lines for years past. Our business arrangements are satisfactory. We are sure of a market for our produce either at home or abroad. The change from this to a condition of dependence on a country which is strongly protectionist in theory and practice, with which in all probability it is only a question of a few years till it has another change of heart, is not a matter to be approached with equanimity. Canada's prosperity in the years to come depends upon her maintenance of commercial independence and such a development as will not place her commercial existence within the power of a foreign country.

**W**HENEVER an application for increased protection to any industry has been made during the past few years, the answer has been that the Government favored

a stable tariff. They pictured the evil effect on business if the tariff were subjected to constant tinkering. A general revision occasionally, after a thorough investigation by a tariff commission, was the desirable practice. Let us see how that policy has been translated into action. Within the past couple of years a treaty has been effected with France, by which reduced duties were granted on a very considerable number of manufactured articles. After the smoke cleared away it was discovered that some eleven other countries would automatically get the benefit of the same reduced rates of duty—for which, in their case, no compensating advantages were given. A few months later negotiations were entered into with Germany as a result of which the surtax was dropped. Then a trade treaty was entered into with the Netherlands and Italy, whereby some more tariff reductions were made. Last spring President Taft was in political trouble and Canada was invited to assist him out of his difficulty. The assistance took the form of a reduction in the duty on thirteen items of goods which we bought from that country. For our services in pulling the Administration's chestnuts out of the fire on that occasion we are now given the opportunity of doing so again on a much more extensive scale. The Reciprocity Agreement is the result. The record is worthy of note in a Government which prides itself on its adhesion to the policy of tariff stability. The disturbing question is how far is this going? Is it to be a slice here and a bite there? Is the quiescence of every interest on every question to be bought by successive cuts in the tariff? Manufacturers may well pray to be excused from such stability as our tariff policy in recent years represents.

#### Our Attitude Toward Export Trade.

**O**UR attention has been called by Mr. Harrison Watson, Canadian Trade Representative in London, Eng., to a complaint made by a firm desirous of purchasing supplies in Canada, which, however, was unfortunate in not receiving catalogues or price lists from a considerable number of Canadian manufacturers to whom application was made. The complaint serves the useful purpose of drawing attention to the harm which may be done to all exporters by the carelessness of individuals. In this case the neglect to send catalogues occurred eight or nine years ago, yet the English firm accepted that as a typical Canadian failing and up to the last year made no further effort to purchase from Canada, although no doubt there were several firms here ready and anxious to sell that class of goods. For the benefit of those who have had similar experiences we might point out that eight years ago most Canadian industries were small and only a very few were equipped or organized for export trade. Under these circumstances some carelessness in replying to those who enquired about foreign trade is not greatly to be wondered at. However, it should also be said that Canada has made great advances in manufacturing during the last decade. Many firms have grown to such size as to be able to handle

an export trade with advantage to themselves and satisfaction to their customers. The advice which has been given by Canadian Trade Commissioners many times in the past, that manufacturers should not touch export trade until they are in a position to carry it on continuously, has been taken to heart. As a result those who now are doing a foreign trade are for the most part in a position to give a satisfactory service. A recurrence of former unsatisfactory conditions is not likely in the future.

**An Unfair Analogy.**

THE Grain Growers' Guide has been bolstering up its argument for free trade by quoting the opinion of a number of British manufacturers whose support of free trade for Great Britain is considered as evidence in favor of free trade for Canada. There is no more analogy between the cases than there is between wheat raising in Saskatchewan and vegetable growing in Ontario. Our small industries are in competition with the immense, highly developed and highly specialized industries of the United States and Europe. We do not operate on an equality. The western grain grower knows the advantages of the man with a thousand acres over the man with a hundred and sixty—how he can install the most efficient machinery, can keep it operating at its utmost capacity and in every way can get the profit which comes from production on a large scale. If they had to compete for their market as does the manufacturer they know where the small producer, who of necessity cannot produce as cheaply or economically as his big neighbors, would be at. But the small manufacturer is up against that necessity. The cloth maker, who, to keep his looms going, has to change from pattern to pattern, from piece to piece, every day or two, has to sell in competition with the English manufacturer who puts a piece on his machine and runs on it for months at a time. Where is the analogy between those two cases? Where is the equality? Such is the condition in almost every line of manufacturing. Canada is a young country. We have not yet eight millions of people

in all our territory, which stretches from the Atlantic to the Pacific. Our manufacturers have not the market that their United States competitors have, with their hundred millions. Our factories cannot run on one article as can the factories which are supplying the needs of a hundred millions. To argue that Canadian industries can exist without protection because British manufacturers are doing so is utterly fallacious. The premises are too different to permit of argument one from the other.

**Freight Rates in the United States.**

NO general increase in freight rates will be allowed in the United States. The Interstate Commerce Commission, before which the case was argued at considerable length during the past few months, has decided against the railways. The application of the United States railways for the right to make increases in both the eastern and the western territory has been watched with very great interest in this country, as it was feared that a successful issue of the application across the line would be followed by a similar application here. The application was opposed by a traffic committee representing the commercial organizations on the Atlantic seaboard, by the National Industrial Traffic League, and by the Shippers' Association. The shippers maintained that the onus of proving that an increase in rates was necessary in order that

**"In the Woods."**



Jack Canuck: I wonder if that guide knows where he is heading for?

the railways should get a sufficient revenue for the upkeep of their systems and the payment of legitimate profits rested with the railways. They counted on the railways' statement of the increased expenses under which they were operating by a suggestion that they do what manufacturers have to do under similar circumstances, reduce the cost by more scientific management and improved methods. It was urged that by adopting methods which are now in force in many factories in the country, the railways of the United States could save a million dollars a day. The argument put in on behalf of scientific management was one of the most interesting features of the case. Objection was made too to the proposed method of increasing the revenue. Class rates were picked out for increases although

only a minor part of the whole traffic of the country was carried under that schedule. The railways did not successfully rebut the opposing arguments of the shippers, with the result that no general increases will be permitted.

#### As United States Manufacturers See It.

A SPECIAL bulletin has been issued by the Illinois Manufacturers' Association showing the view which United States manufacturers take of the reciprocity agreement. A sentence is quoted from an expert connected with the State Department in Washington, in which he said regarding the agreement: "It has much in it of interest to the members of your association, although so far manufacturers throughout the country do not seem to have realized what we have done for them in the Canadian market." The association appreciates what it means. The holes that were made in the tariff wall last year in the reduction on a number of items when imported from the United States, and the further undermining of our protection in the present agreement, indicate what may be expected in the future. The manufacturers will soon realize what is being done for them in the Canadian market.

#### Technical Education.

A VOLUMINOUS report by John Seath, Superintendent of Education for the Province of Ontario, has just been issued on the very timely and important subject of Industrial Education. He finds that Ontario schools are not organized to the best advantage for giving the best education required in our national life and callings. The present system tends to turn out boys who are suited to enter professions, but that those, and they must of necessity comprise by far the largest proportion of the membership, whose life work will be in one of the trades, have not the particular faculties which will be called into play in their work, developed or trained. Mr. Seath points out in his report, truly, that an education which would be to some extent vocational, would not detract from the cultural value of the regular curriculum. In England, Germany, and to a less extent in the United States, where industrial education is in progress, the idea has not been to turn out workmen skilled in a particular trade. The fact that boys in most cases leave school at the age of fourteen narrows the problem down to a fairly definite question. The industrial countries of the world have answered that question by saying that before leaving school, before reaching the age of fourteen, the boy should be given a chance, by handling tools and materials, to learn what his natural bent is. Having learned that, his future work will not be chosen in any chance or hit or miss way. He will be given an opportunity to acquire manual dexterity, keenness of observation, and a knowledge of the elements of the materials with which he will be engaged. Mr. Seath has

amassed much information about the systems in vogue in other countries. The publication and dissemination of this among educationists and publicists will help to show how essential industrial education is in a country which needs skilled artizans but which has no system of apprenticeship. Unless our schools supply some relief, the future of the trades is dark. That governments are cognizant of that fact is shown by this investigation on behalf of the Province of Ontario, the establishment of a technical school by the Quebec Government, in Montreal, and most of all by the appointment of the Royal Commission on Industrial Training by the Dominion Government.

#### Exports of Wood Products.

A SOMEWHAT unsatisfactory condition obtains in our export trade to Great Britain in wood products. That the trade is possible is shown by the fact that some Canadian manufacturers have developed very satisfactory business there. Others refuse to enter the market, asserting that previous experiences have been anything but profitable. The suggestion has been made that the real difficulty lies in the manufacturer not getting into close touch with his English customer. Tentative correspondence is carried on wherein the buyer offers somewhat less than he is willing to take and the seller asks somewhat more. Consequently some manufacturers have come to the conclusion that they cannot produce the goods at the English price. Our trade representatives in Great Britain point out that the firms over there which deal in these goods do so on a very large scale, that they have trade connections in the United States, and that they are well-disposed to Canada. There seems no reason why a Canadian factory, if it is favorably situated, should not be able to supply that market. If the United States can export wood products Canada should be able to do so. It would seem essential, however, that the Canadian manufacturer should look forward to doing a large and continuous trade and with this in view that he should, if at all possible, get into personal touch with the firms with which he is going to deal.

#### Some Trade Figures.

MUCH has been made by supporters of the reciprocity agreement of the fact that Canada enjoyed exceptional prosperity during the period of the former reciprocity treaty with the United States. The prosperity of that period was no doubt great but it was not exceptional, nor can it be said to have originated in the fiscal conditions then obtaining. It is pointed out that exports rose from twenty-nine million dollars in 1854 to fifty millions in 1866. But in considering these figures it must be noted that during this period the American Civil War was in progress and that in consequence a great number of farmers were drawn from their farms and that production in the



United States was enormously decreased. Hence imports of farm produce from Canada were abnormal. But apart from this feature the increase in exports during this period did not differ from the increase in the years preceding or succeeding. In 1851 our exports amounted to fourteen millions, in 1852 they were sixteen millions, and in 1853 they had risen to twenty-four millions, an increase in three years which was proportionately equal to that in the twelve years of reciprocity. Again, while our exports fell off ten millions in the year following the abrogation of the treaty, in the year following that, when new trade routes and new markets have been established, there was an increase which carried our exports far above what they ever were under reciprocity, reaching the fifty-seven million mark in 1868 and climbing to seventy-three millions in 1870 and eighty-nine millions in 1874. Following these trade figures a step further we find that during the four years of the MacKenzie low tariff regime our exports dropped steadily but swiftly from eighty-nine millions in 1874 to seventy-one millions in 1879, when we suffered the cumulative effect of the preceding fiscal experiment. Since then our trade has been on the up grade. There is nothing in our trade history to encourage us to put into practice free trade theories.

**Raw Material and Home Manufacture.**

THE highest market is not always the best market from a national standpoint at any rate. Ontario, under Liberal Government, refused to allow the holders of crown lands to sell unmanufactured timber in the United States. That was their most profitable market, but they were denied it, because Ontario wanted to get the benefit of the manufacturing. As a result saw-mills were set up on Canadian rivers and a thriving industry, employing many men, was established. That policy has been continued by a Conservative Government, and the idea has spread to Quebec. New Brunswick is considering similar legislation. No one questions the value of that policy, whereby owners of timber were denied access to the

United States market. In the years which have passed since it was first adopted its success has justified it. The securing of a market for western grain growers, which will give them a little more profit on their wheat than before, is not necessarily of benefit to the country. If in doing so we put away our earlier intention of establishing a great milling industry, if we adversely affect the transportation companies, both rail and lake, if we sacrifice the greatness of Winnipeg, Port Arthur and Fort William by directing their trade to St. Paul and Duluth; then we are doing the reverse of what was done in Ontario with such success. Canada is not willing to be a mere producer or raw materials to feed the insatiable maw of United States factories. It is not the limit of our ambition to mine the ore for foreign smelters to refine, to hew the timber for foreign saw-mills to convert into lumber, or to grow wheat for foreign mills to grind into flour. Even though, temporarily, wheat were higher in price in the United States than in Canada, yet from the national standpoint it will pay us to grind it here and get the benefit of the more advanced manufacturing operations.

**The Polite Mr. Taft,**



MR. TAFT: Don't be at all perturbed at losing your Forest and your Job, Mr. Sifton. I may offer you the Job of Conserving MY Forest.

**Responsibility of Express Companies.**

THE new form of merchandise receipt approved by the Board of Railway Commissioners for Canada to be used by the express companies defines the

obligations of all concerned. The liability of the company is limited to \$50. The following notice is printed in large type across the form:

"Liability limited to \$50.00 unless higher value is declared by shipper and inserted herein."

Clause 3 of the terms and conditions is as follows:

"The liability of the company upon any shipment is limited to the value declared by the shipper and embodied herein, or, if less, to the actual value of the shipment at the time of the receipt thereof by the company, including the express and other charges, if paid, and the duty, if payable or paid and not refunded. If the shipper does not

declare the value of the shipment, liability is limited to \$50, or, if less, to the actual value of the shipment. If the shipper desires the company to assume liability in excess of \$50 an additional charge will be made as provided by the classification."

Should the shipper desire that the company assume liability in excess of \$50, the following additional charges will be made upon such excess, viz.:

When the Mdse. rate is \$1.00 or less per 100 lbs., 5 cents for each \$100.00 value or fraction thereof.

When the Mdse. rate exceeds \$1.00 and not more than \$3.00 per 100 lbs., 10 cents for each \$100.00 value or fraction thereof.

When the Mdse. rate exceeds \$3.00 and not more than \$8.00 per 100 lbs., 15 cents for each \$100.00 value or fraction thereof.

When the Mdse. rate exceeds \$8.00 per 100 lbs., 20 cents for each \$100.00 value or fraction thereof.

As already pointed out, the company is required to give a receipt for the property and to become responsible therefor through to destination, whether upon its own line or that of a connection, provided the connecting line is subject to the Railway Act of Canada. If no express company subject to the Railway Act has an office at the place to which the shipment is addressed, then unless otherwise routed, the company only agrees to carry the same to its office or that of some other express company subject to the said Act most convenient for furtherance to destination.

#### **Hon. Mr. Sifton Opposes Government.**

**A** MASTERLY argument against the proposed reciprocity agreement was made by Hon. Clifford Sifton in the House of Commons on February 28th. Compelling in his statement of facts, comprehensive in his vision, and eloquent in his appeal for national and imperial independence, he reared a fabric which will stand not alone as a complete reply to the advocates of reciprocity, but also as a noble statement of Canada's true national aspirations. Hon. Mr. Sifton did not speak from any momentary or passing suggestion. His breaking from a party with which he had been closely allied for twenty-three years was, as he said, a matter of keen regret. Nothing but the strongest feeling on a big national question will bring about such a rupture. That the feeling was there was shown by the strength of the argument which he advanced. No phase of the subject was passed over. Its economic as well as its national aspects were examined, and they were examined by a man who knows Canada. When he pointed out the disastrous effects on Western Canada, making it, as he put it, the back-yard of Chicago, he spoke of a country which he has represented in Parliament during all these years, a country which he, as Minister of the Interior for several years, did more than any other man to develop and settle. When he spoke of the results of reciprocity as tying up British Columbia to Oregon, the Western Provinces to the Western States, Ontario and Quebec to the States to the south of them, and the

Maritime Provinces to the New England States, he said what could not be refuted. His arguments against the agreement from the economic side were convincing and irrefutable. He showed how industries would suffer and industrial development be stayed, how agriculture in Ontario and Quebec would be adversely affected. He proved by unquestionable figures that even in the case of wheat and cattle, where western farmers would reap some immediate benefit, they would in the long run pay the penalty in dependence upon the United States meat trust and the grain markets of that country. He urged the supreme folly of throwing away the results of twenty years' labor and expenditure in developing the great free market of Great Britain. Mr. Sifton's speech was a monumental exposition of a policy of Canadian development of Canadian resources.

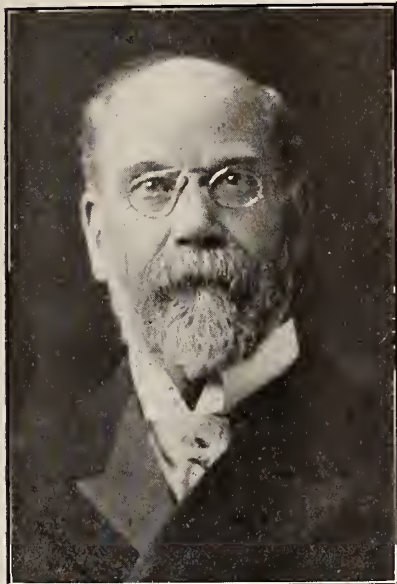
#### **Exhibition for the Empire.**

**F**ROM May till October this year there will be held in London a Coronation Exhibition, illustrative of the arts, industries and resources of the British Empire. It will be under the management of Mr. Kiralfy, who on previous occasions has shown great ability in the promotion of exhibitions.

#### **Scientific Management.**

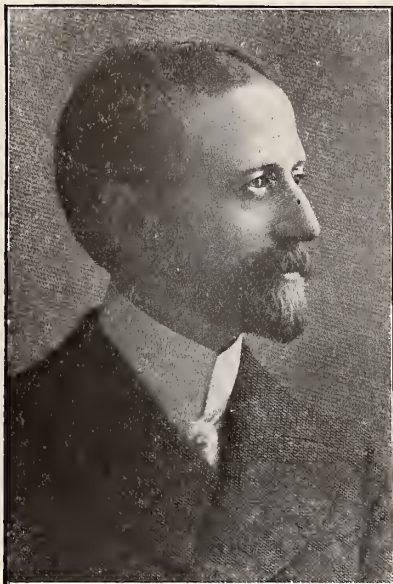
**E**LSEWHERE in this issue will be found an article on scientific management, a subject which has assumed great importance since it was advanced in connection with the recent investigation into railway rates and expenses before the Interstate Commerce Commission. The striking assertion was made by a manufacturer that the railways of the United States could save a million dollars a day if they would institute a system of scientific management, such as is in operation in a number of manufacturing establishments on this continent. The idea appealed to the imagination and the ensuing discussion has shown how the results which it was claimed could be obtained in railway work are actually being secured day after day in some factories. "Intensive" management discovers and eliminates waste of energy in the performance of various operations, it hunts out the weak spots in the work of machines, it obviates delay in feeding and in handling materials, it consists in an infinite capacity for taking pains. Its aim is the maintenance of the plant in a state of the highest efficiency. That the success of a business depends upon the small details which enter into every stage of operations is not generally appreciated. These are passed over; they are left to some one else who may or may not be attending to them. As a matter of fact nothing can be taken for granted. Every department must be working smoothly, every cog in the wheel must be straight. Attention is called to the article entitled "The Straight Line to Profit," which is a full discussion of the problem of scientific management.

HAVE SPOKEN AGAINST RECIPROCITY



MR. HUGH BLAIN

"The present time appears to me most inopportune—when conditions had adjusted themselves to the needs of every class, when prosperity had been distributed with reasonable fairness among all our people, for a leap like this in the dark. It is impossible to speak definitely of the future. It is, however, reasonable to believe that under present conditions our own Canadian cities would continue to direct Canadian trade over Canadian channels, while under such a sweeping measure of reciprocity I fear the dominating influences may be New York and Chicago, with all the adverse consequences which will necessarily follow to our at present sturdy-growing nationality."



MR. F. W. THOMPSON

Vice-President of the Ogilvie Milling Co.

"It has been stated that the United States could voluntarily reduce their tariff, not only on wheat, but on other commodities. But, granted that they could do so, no one who is familiar with the circumstances which induced them to make wheat free, believes for one moment that the United States would make this concession without in turn using it to secure more valuable concessions from Canada."



SIR EDMUND WALKER

"It is in the true interest of Canada for her to remain in the British connection, without interest in or contact with the South. We should develop our own nation in our own way, and my experience has deepened my conviction that we should not become American. . . . One would suppose from the newspapers that the farmers are the ones who need help. From my experience as a banker never in the history of the world have farmers been so prosperous as in Canada at the present time."

A SWELLING TIDE OF OPPOSITION TO RECIPROCITY

WHEN eighteen prominent Liberals of Toronto, men eminent in many different branches of activities, publicly appeal to the Government against the carrying out of the proposed reciprocity agreement, the question may fairly be said to have risen above party politics. It is a question upon which every citizen is bound to think and to speak, not with a view to its effect on party, but solely to its effect on Canada, its present prosperity and its future prospects.

An overwhelming body of opinion has already been expressed in Canada against the proposed agreement. From the Niagara Peninsula, fruit raisers, a thousand strong, moved on Ottawa and appealed to the Government against the sacrifice of their interests. In no less urgent tones has come a protest from British Columbia, asking that their market be saved from the inroad of American fruit. "We unanimously consider that the Dominion House of Parliament should refuse to sanction the removal of the duty on fruit at the present time. There is no justice in sacrificing the interests of an infant industry for the benefit of a full grown industry (grain growing) which is in a very prosperous state under present conditions."

Vegetable growers in the vicinity of Winnipeg and Toronto ask that they be saved from a destruction which would come upon them surely and swiftly if southern growers be given free access to our markets. They have invested much money in lands near industrial cities, trusting to a continuance of

existing conditions. Put into effect a sweeping change such as that which is proposed and their investment is lost.

The packing industry, through its representatives, has spoken out loudly against an arrangement which will imperil its success. The arguments in favor of building up a native industry, providing a steady market for cattle and hogs, and conversely a steady supply for the packers, have not been refuted. Nor can they be.

Business men of all kinds have protested. The Toronto Board of Trade by a sweeping majority have placed themselves as unqualifiedly opposed. Elsewhere in this issue will be found their resolution, moved by Sir Edward Walker, President of the Canadian Bank of Commerce, and seconded by Mr. J. W. Flavelle, a man whose business activities are only exceeded by his public services, in which grave fears are expressed over the effect of reciprocity on our national life. The Montreal Board of Trade are no less opposed.

In the West similar opposition was expressed in a resolution passed by the Winnipeg Board of Trade, an organization which is more representative of the opinion of the city than is any Board of Trade in Canada.

Publicists who are not given to panic, men on both sides of the political line, have issued warnings which cannot be overlooked. Sir Geo. W. Ross, in Toronto, cried out against it. Hon. Wallace Nesbitt has urged irrefutable reasons why Canada should not enter into any closer relations with the United States at the present time. Hon. Clifford Sifton has come out strongly and unconditionally against it.

The Mayor of Port Arthur protests that the agreement, if adopted, will cause the building up of United States cities at the cost of Port Arthur and Fort William. Transportation companies see disaster ahead. Sir William Van Horne has spoken strongly against it.

Other Boards of Trade, commercial organizations, industries and interests have expressed their disapproval of the Government's policy from both economic and national standpoints.

Opinion is growing. Each day sees an increase in the opposition. No government can stand up against such an adverse tide of sentiment. Canada will not stand for fusion with the United States.

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## OPPOSE AGREEMENT

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### Strong Statement Signed by Eighteen Prominent Liberals of Toronto Given to Public. Reasons for Opposing Reciprocity.

**E**IGHTEEN men, eminent in manufacturing, banking, commerce and professional life, all Liberals in politics and residents of Toronto, issued the following statement over their signatures recently:

"We oppose ratification of the proposed reciprocity agreement with the United States of America:

"(1) Because in the year 1897 the Parliament of Canada repealed the legislation, then existing, relating to reciprocity, and since such repeal neither the people of Canada nor their Parliament have entrusted the Government with any duty or authority to negotiate with respect to any agreement on the subject.

"(2) Because the present unexampled prosperity of Canada is the result of the policy which has been pursued in the development of her trade and of her natural resources. Because this has involved the expenditure of hundreds of millions of dollars upon railways, canals, steamships and other means of transportation between east and west and west and east, and the obligation to incur further great expenditures for the same purpose; and because further development along the same lines would be seriously checked by the proposed reciprocity agreement and the benefits of the expenditures referred to would be to a great extent lost.

#### National Unity and Development.

"(3) Because it is essential to the continued national unity and development of Canada that no trade relations with any country should be agreed to by Canada on any basis which would check the growth and development of trade between the various parts of Canada with each other, or between Canada and the various parts of the Empire; and because the proposed reciprocity agreement between Canada and the United States of America would seriously check the growth and development of this trade.

"(4) Because any present benefit to any section of Canada or to any interests or individuals therein which might accrue from the proposed agreement would be more than offset by the loss and injury which would accrue to other sections and interests and individuals, and because the result to Canada as a whole would be greatly injurious.

"(5) Because as a result of the proposed agreement the freedom and action possessed by Canada with reference to her

tariffs and channels of trade would be greatly curtailed, and she would be hampered in developing her own resources in her own way and by her own people.

"(6) Because, after some years of reciprocity under the proposed agreement, the channels of Canada's trade would have become so changed that a termination of the agreement and a return by the United States to a protective tariff as against Canada would cause a disturbance of trade to an unparalleled extent, and because the risk of this should not be voluntarily undertaken by Canada.

#### Might Have to Extend Scope.

"(7) Because to avoid such a disruption Canada would be forced to extend the scope of the agreement so as to include manufactures and other things.

"(8) Because the agreement as proposed would weaken the ties which bind Canada to the Empire, and because the unrestricted reciprocity which would naturally follow would still further weaken those ties and make it more difficult to avert political union with the United States.

"(9) Because the disruption in the channels of Canada's trade which was caused by the termination of the reciprocity treaty of 1854 and the subsequent establishment of a protective tariff by the United States gave rise to a decided leaning in many minds towards annexation with the United States, and this at a time when Canada was mainly peopled by native-born Canadians and other British subjects to whom the prospect of an annexation was most unwelcome, and because Canada in a comparatively few years will have millions of newcomers, a large percentage of whom will have come from foreign countries, and because if Canada should then have to choose between disruption of her channels of trade with the United States or political union with them the preservation of Canadian autonomy and Canadian nationality would be enormously more difficult.

"(10) Believing as we do that Canadian nationality is now threatened with a more serious blow than any it has heretofore met with, and that all Canadians who place the interests of Canada before those of any party or section or individuals therein should at this crisis state their views openly and fearlessly, we, who have hitherto supported the Liberal party in Canada, subscribe to this statement. B. E. Walker, John L. Blaikie, W. D. Matthews, W. K. George, Z. A. Lash, W. T. White, G. T. Somers, Robt. S. Gourlay, Wm. Mortimer Clark, R. J. Christie, H. Blain, H. S. Strathy, L. Goldman, Geo. A. Somerville, W. Francis, James D. Allan, E. R. Wood, John C. Eaton."

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## DETRIMENTAL TO WESTERN CANADA

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By Mr. T. W. Sheffield, Industrial Commissioner of Regina.

### The Reciprocity Agreement if Effected Would Adversely affect Western Development. The Work of Years Jeopardized.

**T**HE tariff agreement entered into by the Canadian and United States Governments is likely to injure seriously the industrial prospects of cities and industrial organizations of the West. It is a much more comprehensive document than was anticipated, and so far-reaching in its possible ultimate effects as to make impossible any really intelligent short-notice or conclusions, friendly or otherwise. It is well to bear in mind that the negotiations which have brought this

about were invited by the Washington Government. In Canada there was no general demand for any reciprocal tariff agreement with the Republic; in fact, from general observations, the great bulk of those who are interested in Western development were quite satisfied to have conditions remain as they were, so far as the Canadian tariff was concerned. The Western cities are just getting leeway on industrial development. Nearly every city from Winnipeg to the Coast has some new project on for 1911, all of which will be more or less affected by the tariff. Indeed, it is not only the more recent and projected industries of the West that will suffer, but the older established manufacturing centres of the East. In the case of Regina, due to its publicity campaign, representatives of a large British concern are visiting the city in March with a view to negotiating for the establishment of a linseed oil factory, which is undoubtedly one of the most feasible projects for the city, as it has the finest flax grown in Canada in the immediate vicinity, over 4,000,000 bushels having been produced within one hundred miles of Regina in 1910.

In this connection it may be interesting to note Canada sold to the United States over 440,739 bushels in 1910, due to the fact that the States could not grow sufficient flax for its own demands. In this instance alone, the new tariff, if allowed to go into operation, is going to have a tendency to stop home industries. It is well known that in the United States conditions have reached, or will soon do so, that stage where in the matter of food products the country is ready to cease exporting and begin importing. The fact that the United States Government representatives were willing to remove duties on practically all food products show there is some truth in these observations. And the question is, What have we gained in this direction by agreeing to a free trade condition when, in the event of our refusal to negotiate, it would only have been a matter of a short time before our neighbor would have been forced, in self interest, to remove his food product duties anyway? In this reciprocal move the advantage looks to be all on the American side.

As indicating the shrewdness of the United States negotiators all through the game, one has but to look at the agreement reached in the matter of pulp and paper. As with food products, so with pulp, the United States stand to-day in the position of the needy suppliant. Unfortunately for them, and fortunately for us, the control of pulp-wood export in both Ontario and Quebec, where the wood is taken from crown lands, is in the hands of the Provincial Governments, and these Governments place such restrictions upon export as are likely to encourage the manufacture of pulp into paper within Canada. Naturally this does not suit the American paper manufacturer, and the Washington negotiators, respecting their

wishes, have promised free trade in paper only when we give them free trade in pulpwood. And the amazing feature of this is that the negotiators from Ottawa stood ready to acquiesce, so strongly free trade are they in their leanings.

One result seems to be reasonably certain. If the reciprocity agreement is carried through the two houses, there will be a serious setback to the east and west trade of Canadian railways—a trade which has heretofore been felt to be absolutely essential to the rapid upbuilding of the country, and necessary for the cementing of the people of the east and west in a common bond.

In this connection it is well to remember that British capital to the extent of \$200,000,000 a year is pouring into Canada, a large percentage of this coming West. In Winnipeg alone there are 15,000 employed in factories. The industries of Brandon, Regina, Moose Jaw, Saskatoon, Medicine Hat and Calgary, in fact all the progressive commercial centres of the West, will be seriously affected by the new tariff. It will also make serious inroads upon the rapidly increasing Pacific and Atlantic trade of the country, which will naturally retard the progress of the great transportation interests of the Dominion.

### STRONGLY AGAINST RECIPROCITY

By an Overwhelming Majority the Toronto Board of Trade Passes a Resolution Protesting Against the Reciprocity Agreement.

THE almost unanimous opinion of the members of the Toronto Board of Trade, as expressed by resolution after a two hours' discussion on February 16th, was strongly against reciprocity. The resolution, which was moved by Sir Edmund Walker and seconded by Mr. J. W. Flavell, was carried by a vote of 289 for and 13 against. It was as follows:

"(1) That the present unexampled prosperity of Canada is the result of the policy which has been pursued in the development of her trade and of her natural resources, and that any policy which would hamper the development of Canada's resources in her own way and by her own people, or which would check the development of trade between the various parts of Canada with each other or between Canada and the various parts of the Empire, would be detrimental to the true interests of Canada and to Canadian nationality.

"(2) That very large expenditures have been made upon railways, canals, steamships and other means of transportation between east and west and west and east to promote such development and trade, and that the proposed reciprocity agreement with the United States of America would seriously check the growth of such development and trade and would

CHAMP'S IDEA OF IT



"There Ain't Goin' T' Be No Core."

A DEAD-FALL



TIME FOR THE BEAVER TO "DUCK"



Political Pot Hunter: I'll on'y give him one bar'l.  
—From The World, Toronto.

curtail Canada's freedom of action with respect to her tariff and channels of trade.

"(3) That any present benefit to any section of Canada, or to any interest therein which might accrue from said agreement would be more than offset by the loss and injury to other sections and interests.

"(4) That the proposed agreement would weaken the ties which bind Canada to the Empire.

"(5) That to avoid the disruption of trade which after some years under said agreement would result were said agreement terminated and a protective tariff against Canada established by the United States, Canada would be forced to closer trade relations with them, which would still further weaken those ties and make it more difficult to avert political union with the United States.

"Be it resolved that in the opinion of this Board the proposed reciprocity agreement with the United States of America is opposed to the true interests of Canada, threatens Canadian nationality, and should not be consummated."

### Develop Our Own Nation.

In moving the resolution, Sir Edmund Walker said that for many years he had been in business in Canada and in the United States, and the people of the latter country he knew well. It was in the true interest of Canada, Sir Edmund said, for her to remain in the British connection, without interest or contact from the south. We should develop our own nation in our own way, and his experience had deepened the conviction that we should not become American.

But in the United States the millions there were accepting that view. At present the United States press was eloquent as to their desires, and Mr. Champ Clark had probably spoken what he believed was in the very hearts of the great majority of his countrymen when he said that the time would come when Great Britain would grow weary of holding Canada and would complacently watch its absorption by the Republic. Of course this utterance by the future Democratic leader might have been induced by his exuberance for reciprocity.

Philander C. Knox, the Secretary of State, had attempted to counteract the power of that utterance by suggesting that it was not natural for Anglo-Saxon peoples to confederate. Mr. Knox overlooked, Sir Edmund said, the manner in which this Dominion and South Africa, Australia and New Zealand had all confederated within the Empire. We had by our own act in this talk of reciprocity raised the hope in the minds of the millions peopling the United States that Champ Clark's statements that the Stars and Stripes would ultimately fly on the North Pole would be realized.

### Farmers are Prosperous.

One would suppose from the newspapers that the farmers were the ones who needed help. From his experience as a banker he could say that never in the history of the world were farmers so prosperous as in Canada at the present time. Never were the returns so great, as could easily be seen by the briefest consideration of the way the mortgages had been raised from Canadian farms. To think that the farmer was in need of help was but a delusion. Sir Edmund pointed out that on both sides of the line this question of the possibility of foodstuffs being made cheaper by the flood from the other side was being used by politicians in both countries. Either one party or the other was entirely deluded on the food question.

Touching on the question of the right to make a treaty, Sir Edmund said he was sure Sir Wilfrid Laurier, Hon. Mr. Fielding, and Hon. Mr. Paterson thought they were doing good, but he desired to point out that business on any large scale had now become so complicated that it was impossible for any two men in Canada to make a tariff for the whole of

Canada. This arrangement was made in secret, and in such a way that deputations in opposition who went to Ottawa were sent back with the word that it was too late, that unfortunately the matter was beyond that stage.

### Would not Work as Expected.

With one or two trifling exceptions, he knew of nothing likely to work out as the gentlemen at Ottawa hoped it would. He touched on the British Columbia coast fisheries, alluded to the open theft of halibut in those Pacific waters, and also to the fact that the lumber business of the coast province was in danger of being swamped by the bringing in of inferior and cheaper lumber from the adjoining States to the south. He predicted ruin for Alberta, and said that the railways of Canada would lose the long grain haul to the eastward, as the grain flowed to the south with the surplus going on to Chicago. Canada would also lose the power to turn that grain into flour. He could see also how Winnipeg, now the largest wheat market in North America, would soon lose that proud position. Port Arthur and Fort William would also halt in their development, and the fruit industry of the country would never be able to withstand the competition. He also alluded to the fact of the large number of immigrants pouring into the country, and the great difficulty to be experienced in their assimilation did this treaty become a fact.

### Let Question be Discussed.

Mr. J. W. Flavelle, in seconding the motion, said he was persuaded it was unwise at this period of development to hamper ourselves with any treaty whatever. Canada had, he said, already made a treaty with France that should never have been made. The policy of a wider market had lived long at Ottawa, but it was a steady market, taken continuously, that was valuable. It was interprovincial trade that was wanted in Canada. We wanted, Mr. Flavelle said, the opportunity to trade where we might; we must have friendly relations with our neighbors to the south, because we have so many things in common, but we had been served with notice, not once nor twice, but many times that the international boundary was a real thing.

He pointed out that when the reciprocity treaty of 1854 was set aside twelve years later all the Provinces were connected, and a unity and a national spirit was developed in those Provinces. Then in 1891 there had come the Dingley tariff. He could not think but that these men of high honor and purpose would put up the bars when it suited them to do so, and was not sure that, should they desire to change, they would keep them down in the future out of regard to the people to the north of them, thus placed in an awkward position.

"We fought it before in the open," said Mr. Flavelle, "but I say it without the slightest bitterness that we fight it now with our hands tied behind our backs. God forbid that it should go through—this agreement that was made behind our backs. It is not a question of the east against the west, or the farmer against the manufacturer it is one for the whole country." He was convinced that in the west a fair and reasonable presentation of a fair case would carry conviction there. It was to be deprecated that the discussion, which would now go through the country, should be made class against class or man against man. We should mind our own business, and do it well, do it to the best of our power.

"We want no treaties, and no reciprocal arrangement, nor the friendship, counsel or leading of any man as to whether we can mind our own business in our own way." He hoped that some spirit of wisdom would come over the Parliament of Canada that a corner might be turned whereby this agreement might be not ratified.

The resolution was presented to the Government.

# THE STRAIGHT LINE TO PROFIT

By H. L. Gantt in System

Scientific Management is the New Gospel in Industrial Progress. When Mr. Brandeiss Stated that U. S. Railways Could Save a Million Dollars a Day by Scientific Management He was Applying to Others What has been Actually Worked out in Individual Factories.

CHANCE is what makes expenses high and dissipates the strength of many a business. Outward conditions often get the blame when the real trouble lies in the management. Thousands of factories and stores to-day are laboring under extraordinary, needless charges, yet no effort is being made to find out why such charges exist. Managers go out to reduce costs with a club instead of with a spot-light, a sharpened intelligence and unending patience. They study and analyze the concrete and conspicuous factors like material, power and machinery, but neglect the multitude of detail problems arising when machinery, materials and men are brought together.

To eliminate this blind by-play with chance and substitute methods based on technical inquiry and proved results, is the task of scientific management. Every element in a business should come under this searching inquiry, from shop to office. And wherever it strikes, it means the elimination of waste time, waste energy, waste material.

Two ways there are of increasing profits: raising the selling price or decreasing costs. If we are forced to admit that prices must be raised and raised again, we simply point to the time when the necessities of to-day will be luxuries. The day will come when the price will be prohibitive, and the factories and stores handling these lines of product will find their usefulness ended.

In any reasonable system of industrial economy, such a condition should be inconceivable. For, whether prices are increased by reason of combinations to uphold them, or by reason of increased cost of production due to inefficiencies of operation, it should be possible for those who desire only a reasonable profit, or those who by scientific methods can reduce costs, to step in and supply the demand.

In many a business to-day the burning question is: "How can we raise our prices?" when the logical question should be: "How can we reduce our costs?"

In every business establishment it is possible to classify methods and knowledge sharply into two general divisions: first, those employed by the experts in the factory or office; second, those used by the ordinary routine worker. The latter class is almost certain to be many times larger than the first. Scientific management adopts the methods developed by the expert and makes them standard. Standardization consists in reducing to written rules the best methods, and prescribing them for general use.

But prescriptions are of no value unless they are used. So standardization amounts to nothing unless means are devised to put it into practice. Reduced to a broad table of classifications, scientific management resolves itself into the following programme:

## Five Steps in Establishing and Maintaining Efficiency Methods.

(a) Investigation by experts into every detail of office and shop, to ascertain where there is waste of any sort and how that waste may be minimized. In the factory or work-

room, labor is usually the chief concern of these investigators, who devote themselves to determining in detail how the waste of time and energy may be reduced. This often involves rearrangement of machinery or reversal of the sequence of operations, or both, and the determination of the best methods for doing the work. These best methods are adopted as standards and the efficiency of the workroom gradually brought up to them.

(b) Following the establishment of standards, the development of a mechanism for carrying them into effect. Such a mechanism in the factory will enable the management to assign each day a specific task to each worker; to supply him with all the materials and appliances he needs to accomplish it; and to furnish him with a teacher able to interpret the instructions and show how they should be executed. In addition to this, the mechanism must incorporate means for getting each day accurate returns in detail as to how all instructions were carried out. This mechanism is called a "planning department."

(c) Finding and training workers to follow these standardized methods.

(d) Providing for adequate compensation of the worker when he attains the standard of efficiency.

(e) Developing, among workers who have attained the prescribed efficiency, a continual supply of skilled investigators and teachers to make the system self-perpetuating--to assure a continuance of scientific management.

## First Step: Time, Study and Analysis the Basis of Investigation.

The first step, investigation, offers a wide field and almost unlimited possibilities for increasing results if it is conducted according to scientific methods by trained men.

Neither the average manager nor the average worker knows off-hand the best method for doing any given piece of work, whether that work is at a machine, at a filing-case or back of a counter. The manager as a rule has made no study of the time a given operation should take, of the time wasted by poor or badly arranged equipment, of the time lost by inefficient workmen, or of the delays caused by bad service. He has simply inherited or copied his methods.

It is difficult to make the average manufacturer or merchant realize that loss or profit hinges on the small activities that go on around him. That the management has anything to do with such things has never occurred to him. These are affairs, he thinks, that should be looked after by the lower executive or superintendent. The latter, in turn, relegates to the department head or foreman such responsibilities as are customary. While the lesser executive likewise relinquishes to the clerk or mechanic much of the detail.

Now the scientific investigator steps in. There are many channels for investigation, and experts of divergent experience may be needed; but for illustration take this common example of labor investigation.

A trained investigator with a stop-watch stood at a loom

in a cotton mill and studied and timed all the motions of the weaver, recording each; how he stopped his loom, how he started it, how he removed the empty bobbin from the shuttle and put in a new one, how he tied the knot, and so on. The weaver chosen was the most skilful in the mill. Then every condition surrounding the loom was studied with equal minuteness. Records were made of the time lost because of "no filling" or other causes, and every obstacle in the way of continuous work was eliminated. The result was that the looms and the workers were enabled to turn out a largely increased product, sometimes double the former average per loom, of the mill.

In another instance, an investigator studied the simple work of a shoveler. Every motion was recorded by means of the stop-watch, while the shape, size and weight of the shovel itself were observed with reference to different sorts of material to be shoveled. Experiments were made to determine the necessary periods of rest between motions. The result showed that the shovelers could readily move three times the quantity they actually were moving.

Going up higher in the scale of investigation, take the case of a certain dyeing establishment. One branch of the inquiry concerned the proper use of dyestuffs. There had been no standardized method that reached all the details and recorded them, but one was evolved. Complicated processes are composed of simple processes, and study will effect savings, as it did here in dyeing material. Investigation sometimes shows that the processes are satisfactory; that the maintenance of maximum normal speed of operation is the chief requirement.

Because it is difficult to keep an exact record of what each worker does, or to gauge results, the employer usually keeps no individual records at all. He has no way of distinguishing his men except through the judgment or favoritism of those immediately in charge. So, like the shop worker whose individual record is not kept, the unusually capable clerk soon runs down in efficiency to the commonplace level.

Investigation at a bleachery determined the need for certain automatic machinery, and this was invented. Investigation in a steel plant resulted in high-speed steel. Investigation into bricklaying disclosed astonishing possibilities. Instances might be multiplied to show that investigation has been the precursor of decreased costs and multiplied profits. One discovery leads to another.

### Second Step: Making the Right Way the Standard One.

Tagging all the time and labor-wastes in one operation or department and finding in each case the right way of doing things, the second step in scientific management is to establish the improved method as standard.

Take, for example, a machine shop that was badly laid out. This shop was doing a great variety of work. Here the investigators determined that the machines should be arranged so that any given foreman might supervise the work in which he was especially skilled. The machines were arranged in groups, the large lathes in one, the small lathes in another, the planers in another. For determining the best way to do the work on each class of machines a slide-rule was devised after long and patient experiment. In another shop machinery was rearranged so as to bring together allied operations and reduce the time of transportation.

The process of standardization is usually very slow. The patience needed for this sort of effort is illustrated by the experience of a certain mill. Here a record of over one hundred workers shows that standardization is bringing an increase of output of over one hundred per cent. and that unit costs are only sixty per cent. of what they were formerly.

To accomplish these results, however, many months of detail inquiry and progressive instruction were necessary.

Standardizing a business, it should be remembered, does not necessarily mean enlarging it. On the contrary, it commonly has the effect of reducing its visible dimensions, while increasing its ability to make money. It means equipping it with facilities for doing things the best way. It is simply a synthesis of results obtained by investigating separately each element and unit. To express it in another way, it is the reduction of expert work by making it routine, and the application of the expert method to every routine operation or task.

Standardization is a process best performed when the business is not already on its last legs. Prosperous times often enable a badly managed business to get ahead, while a sudden curtailment of orders, or sharper competition, would show up its hopelessly high expenses and costs.

Into this phase of standardization (Classification B) the planning department enters very conspicuously. The highest type of management is the one which uses all the available knowledge of its organization to plan its work, and to make sure that the work is done in accordance with those plans. The ordinary business house requires its goods to be up to specifications, but follows only loose specifications in dictating the operations that go into those goods, either directly, as in labor, or indirectly, as in general expenses. The result is high costs, for every minute you lose means outlay, every questionable method piles up expense. So the scientific factory manager counts the motions and figures, the time needed, in hours and hundredths of an hour. He does not buy merely the time of his workers, but buys the number of specific motions he wants them to make. He is enabled to specify these motions through the knowledge stored in the planning department.

Buying human service, whether of laborer, skilled worker, clerk, or salesman, is the hardest problem the manufacturer or merchant has to face. Men prefer to sell their time rather than their labor and to perform in that time whatever quan-

## Has Spoken Against Reciprocity



HON. WALLACE NESBITT

"My own view is that with the enormous influx of foreign population being poured into the country, without ties of kinship and memory, anything in the nature of a complete tying up of our arteries of commerce with the commerce to the south of us would inevitably end in political union.



tity and quality of work they consider proper. Usually the manager buys service with loose specifications, and is unable to ascertain what he is getting. The great error in buying labor is to attempt to standardize the method of payment without adequately studying and standardizing the task.

The expert manager, therefore, analyzes everything that is done before it is done, and sets a task wherever possible. In the scheme of scientific management the planning department analyzes all work to be done and determines the expert manner of doing it. In the standardized office the methods and equipment are prescribed in minute detail, and in many of the routine office operations it is possible to set a task with time specifications. In the workroom the planning department specifies labor just as an engineer would specify detail measurements in the purchase of machinery.

The planning department handles the routine by which the activities of the scientifically managed establishment are carried out. It sets and maintains a uniform "balance of stores," so that supplies and materials will neither run short nor exceed the necessary quantity. It makes time-studies, through its investigators, of all operations done by hand, including the setting of work in machines, and similar time-studies of all machine operations. It determines the best and shortest way of performing each operation or process, then sets and maintains the standards. It determines the amount of work ahead in each department.

It supplies exact information as to the time and cost of any work about which inquiry is made. It collects, distributes and records all items of cost, and conducts the pay department. It is the centre of all the indexed information of the plant. It applies some system of mnemonic symbols to machines, operations, materials, parts and charges in order to reduce clerical work and the actual writing required of workmen. In short, it maintains, directs and drives the mechanism of scientific management.

### Third Step: Finding and Training Workers to Efficiency Methods.

Passing on to the third step, the manager is confronted with the difficult task of finding and training capable workers, without whom all the investigations and standardization would avail but little. The original hiring of these men must be done with special reference to the needs of the system, and after they have been taken on, a fixed policy must be followed in handling them. This, indeed, is the second great problem in scientific management. Having learned how things ought to be done, there follows the proposition of doing them.

The problem reaches up into executive realms, for in an "efficiency" organization each individual has responsibilities which directly affect other individuals. The system is no respecter of persons. The executive who wants a workman to do his duty must see that the task is properly set and that the means of accomplishing it are available.

Every loss of bonus is investigated, since failure shows that the plans have not been carried out. There is at all times a strong pressure on each worker, high or low, to do his share of the common task. As no bonus is paid unless the work is up to standard, both in quantity and quality, the men are quick to resent anybody's failure to perform an operation which affects their work, or any neglect to supply them with the necessary material or tools. In one instance a weaver, notoriously slow and indifferent under the old system, raised a great row on a certain occasion because he was not properly served under the new system. It had taken weeks to train that man and change his mental attitude towards his work, but once this was accomplished he became thor-

oughly efficient. In office and workroom you will find that the majority of persons are doing things in the wrong way because they have never been instructed in the right method.

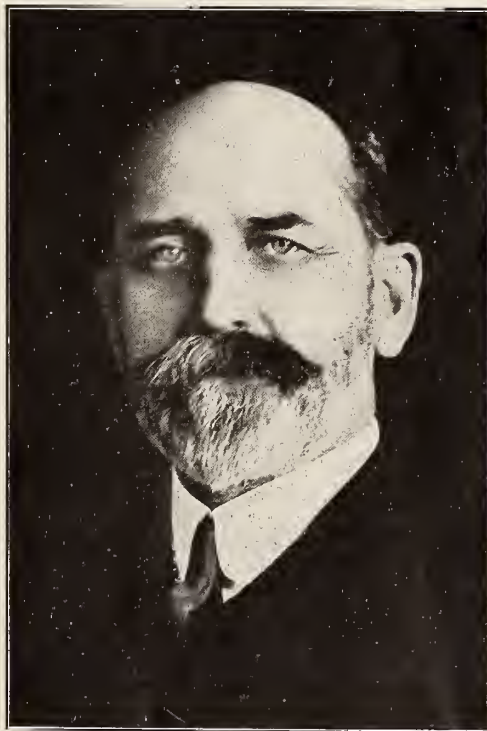
### Teaching an Essential Process in Securing Efficiency.

The primal element in getting men up to standard efficiency, then, is teaching. A long course of training is often necessary before even one man in the establishment will accomplish a given task regularly. The most skilful workman is seldom able to perform the task set, at the first trial. So an instructor must be at hand who is willing and competent to teach the workers, individually, how to follow the planning department's directions. It happens frequently in shops where efficiency methods are in force, that a workman, finding himself unable to accomplish his task in the standard time, will ask the instructor to time his detail motions with a stop-watch so that he may discover where he is falling behind.

Under scientific management, no worker is ever asked to perform an operation without careful preliminary coaching. He is given a reasonable time to unlearn his accustomed method and master the right way. These first efforts are often discouraging, to the management as well as the worker, but experience in many plants has demonstrated the uniform possibility of teaching men and women to work at normal maximum efficiency without greater effort than was required to work at half efficiency. It is a most important fact that the swiftest operators almost always do the best work, if they are working under instructions.

Since every part or product must pass inspection before the bonus is allowed, quality can never be slighted. Concentrated attention, therefore, is necessary. It is a psychological

## Has Spoken Against Reciprocity



SIR WM. MacKENZIE

"From the point of view of Canada's prosperity, reciprocity with the United States is unnecessary. We are very prosperous without it. As to the wheat question, the worst feature is that the American millers will now be able to get our Canadian wheat, which they certainly want; they will grind it at Minneapolis, and will sell the flour all over the world in competition with the Canadian millers."

truth that a task in which we are interested is performed with less fatigue than one we must force ourselves to do. Far from setting up conditions and stresses detrimental to health, as some seem to fear, the introduction of scientific management invariably brings about a betterment.

First of all, there is no driving—no forcing of workers to learn the swifter, more economical way until they satisfy themselves that it is to their advantage. The first weaver put on task work in a New Jersey cotton mill, for instance, refused to attempt the task. He was not discharged, but was simply allowed to continue in the old way. Two others were willing, but they failed for several days, though among the most skilful weavers in the mill. Then their brains and hands forgot the old, clumsy methods and fell into the rhythm of the new. Thereafter the tasks were easily accomplished.

Increases such as this are not due wholly to standardized methods and trained skill of workers. Improvement in quality and quantity comes also from the maintenance of equipment at the highest pitch of efficiency. Work done with such machinery and according to prescribed methods of operation is certain to couple uniform quality and speed. Work done with poor equipment and according to varying judgment of individuals is certain to accomplish the opposite result.

Scientific management recognizes the fact that training workers is as much a function of management, as is the providing of suitable materials and machinery. Increase in efficiency is essentially the problem of the manager. The lesser executive often has had no training in management and has no capacity for it. Almost invariably, he is overworked. Yet the "front office" seldom has time to inquire into his troubles, and usually, when conditions become unbearable, a new foreman is appointed, thus perpetuating the situation and making matters worse.

#### Fourth Step: Fixing the Basis of Compensation for Workers.

Classification D brings up the question of compensating the worker who has attained efficiency and compensating, as well, all those who have served him and enabled him to maintain the standard efficiency. It was a thorough study of this problem that led the writer first to adopt the task and bonus method, which has since come into general use where scientific management is in force.

Any scheme of management must be beneficial alike to employer and employee, or it will fail. A workman will not follow instructions unless he is convinced that obedience will be to his advantage. You cannot force him to do it, and usually, in the beginning, he is quite hard to convince. Once you have induced him to try, and have trained him to accomplish his task, you must keep absolute faith with him. You must maintain the strict standards of equipment and service by which he is enabled to do the prescribed task. Having set a task, you must not increase it unless at the same time you improve the method of doing it. If you find you have made a mistake in favor of the workman you must abide by the error, until an opportunity offers to improve the method of performance.

Time-rates must never be lowered, unless you have shortened the work proportionately. The cutting of rates is one of the great evils of the ordinary piece-rate system. When men develop efficiency, the rate is usually cut. You cannot continue to develop efficiency anywhere unless you give the workman and the executive a fair share in the reward. The task and bonus method, in its various adaptations, will do

much to solve labor problems, for in every instance where it is in use labor disputes have been eliminated.

The object of labor unions is the advancement of their members, but they fall short of their purpose because they look to the advancement of their members alone. Any real solution of the labor problem must offer advantages both to employer and employee. The task and bonus fills this specification, and while it does not in any way antagonize the objects of the unions, it adds the feature which they fail to supply. The labor problem cannot be solved by warlike methods. It must be solved by co-operation.

To secure the best results, the reward for the accomplishment of a task—which varies from twenty to one hundred per cent., according to the difficulty or disagreeable nature of the prescribed task—must apply not only to the actual workman, but to the teacher who aids in bringing up his efficiency. For every workman who attains efficiency a specified bonus is allowed the teacher, and an extra bonus is given the latter when all his workmen attain the efficiency standard.

#### Fifth Step: Making the Plan Self-Perpetuating.

The final classification, E, deals with a question of supreme importance: the perpetuation of the system of scientific management. In the ordinary scheme of administration, the maintenance of efficiency is the task of the higher officers. When good executives grow old or leave they are likely to be replaced by others not so competent to handle men and situations, who follow their individual judgments and thus injure the whole fabric of organization. Under scientific management, on the contrary, the details of operation are not left to individual judgment, and the coming or going of higher executives does not affect the methods governing processes and operations.

The system is continually developing its own staff material, which comes along automatically. It is from the trained workmen that we get a supply of investigators and teachers and occasionally a capable task-setter. From the task-setters come the foremen and even the higher executives.

The ideal business organization is the one which thus perpetuates itself from within, and which, at the same time, employs every force within it to promote and maintain the efficiency of the whole organization.

In general, scientific management is a broad plan of operation which bases its development on scientific knowledge, and adequately rewards effective performance. Its possibilities have been demonstrated in widely varying fields. Many business establishments are using it and profiting by it to-day. The broader application of its principles and mechanism seems to be a matter of the immediate future.



A New Field for Conquest.

# WOULD THROW AWAY EFFORTS OF TWENTY YEARS

In a Dramatic Severance from the Party with which he has been Allied for Twenty-Three Years, Hon. Clifford Sifton Opposes the Government Reciprocity Policy, and Brands it as Antagonistic to Canada's Best Interests.

**I**N opposing the Reciprocity Agreement in the House of Commons on Feb. 28th, Hon. Clifford Sifton spoke as follows:

## Breaking Ties of a Lifetime.

"I agree with what has been said by members of the house who have preceded me respecting the very great importance of the question we are now discussing. I have found it the most important question since I have had the honor of being a member of it, and when I say frankly to the commons that the result of my investigation has been to lead me to the conclusion that I cannot follow the leader of the party with which I have been identified practically all my life, it will be very evident that to me at least it is an extremely important question.

"A difference with a political party with which I have been associated all my lifetime must necessarily be of an extremely painful character. With the ministers of the government I am and always have been upon the best and closest possible terms politically and socially. Some of the members of the government I regard as my closest personal friends, and away back in the county of Brandon there are a great many men who for twenty-three years have been my supporters, and who, I am quite satisfied, will find great difficulty in understanding why I find it necessary to vote against the party with which they and I have been identified so long. It will be readily understood, sir, under those circumstances, that my convictions upon the subject are extremely strong.

"Twenty years ago the Liberal party had as its policy a policy of unrestricted reciprocity. As a young man, young in public life, at that time I followed the leaders of my party; I took an active part in that campaign. There are, I think, some gentlemen in the house here against whom I spoke in that campaign, and to the best of my ability I endeavored to convince the electors whom I addressed that the policy was a wise and a prudent policy. I am free to say, Mr. Chairman, that almost before the campaign was over I had succeeded in convincing myself that we were wrong. From that time on my views have undergone perhaps a gradual, but a steady and a certain change.

"When the tariff was revised in 1897 I was satisfied that the tariff as we adopted it at that time represented a good policy for the Dominion of Canada and possibly the best policy we could adopt. And, ever since 1898, when under the joint high commission efforts were made to secure some kind of reciprocity with the United States, my conviction has been strengthening in that direction. A couple of years ago I had the honor of delivering an address in New York, in the chamber of commerce of that city, and I indicated pretty clearly at that time, though to a somewhat hostile audience, what my views are.

## A Mature Conviction.

"Now, I am well aware, Mr. Chairman, that it is a matter of possibly small concern as to when and how my opinion has been arrived at, but I will ask the house to pardon me for mentioning the fact which shows that my opinion on the subject is not a spasmodic or suddenly formed opinion, but is the mature conviction which comes to me as the result of some-

thing over twenty years of pretty close contact with the affairs of Canada.

"Some of my newspaper friends have intimated that there was some mystery about my opinions upon the subject. I have not sought to make any mystery of them. I have, perhaps, avoided discussing the subject with my political friends, because I did not desire that any of them should feel that I was endeavoring to induce them to adopt my opinions, and, therefore, I did not desire to say anything to any of my Liberal friends except what I was prepared to say in the presence of the members of the government and in the presence of the house.

"But what I have to say about that is this: We have in the Dominion of Canada pretty strong party ties. We do not leave our party for small reasons. We do not leave our party because it happens to do something that we do not at the moment approve of—because it builds a bridge or a courthouse or a public building or even a railroad that we do not think necessary at the time. We have a pretty strong idea with regard to party allegiance, and my conviction is that it is a good thing and contributes to the stability of government that we have that idea.

## Principle Before Party.

"But it must be remembered that, nevertheless, the reason we adhere to a political party is because that party in general represents the principles that we think ought to be applied to the government of the country, and when one's party is led to apply principles which are of fundamental and far-reaching importance, affecting the whole national structure, and one feels that he cannot conscientiously adopt or follow those principles, then, Mr. Chairman, his party allegiance is necessarily dissolved, and if he desires to retain his self-respect, it becomes absolutely necessary for him to decline to follow that of which he does not approve. That is the position in which I find myself to-day; and, however painful the process may be, I take the only course which I can take and retain my self-respect." (Opposition applause).

"Getting away from that for a moment, let me say a word or two in regard to the conduct of the debate by the government. I think the house has a little fault to find justifiably with my honorable friend who has charge of the debate for the government. There has never been since 1879 so important an alteration of the tariff as is proposed in these resolutions; and when alterations of an extensive character are made, it has always been customary to make very thorough and complete enquiries of the most expert and detailed character. Otherwise it is impossible that those who are acting should really know what they are doing.

"When other countries undertake work of this kind such enquiries are made. I wonder if the house is aware of the fact that when the last German revision of their tariff was made, 20,000 experts were employed for the purpose of collecting and collating information for the benefit of the government and for the benefit of the parliamentary body which subsequently had to act upon their report. In England the board of trade experts act. Here we have generally had a collection of detailed information, which was available when

the debates came on in the house, and which the ministers in charge gave for the benefit of the members of the house.

"Now, I think we should have had the information which is necessary for the discussion of this question given us by the government. I think we should have had a full and clear statement as to the effect of this treaty upon our relations with favored nations. (Hear, hear.) Members of the opposition have by questioning elicited from our honorable friends a good deal of information, but I venture the opinion that there is not a single member of this house, outside of the government, who now knows whether he is in possession of the whole information or not.

#### Market and Prices.

"Then, we should have, I think, some comparative statement of prices. This whole question relates to markets and to prices. It would have been a comparatively small matter for a body of experts employed by the government to have got for us a comparative list of the prices of the principal commodities, in the United States, in Canada, and in the other countries concerned. But we have not received it. Neither have we the information, unless we dig it out of the blue books for ourselves, which entails a great labor, sometimes with a liability to make mistakes, as we have had evidence once or twice in the debate already, with regard to the production of the various commodities by the countries concerned.

"Generally, this has been done, and generally some member of the government has made it his business properly to place before the house the case of the government or the proposals that are made. My honorable friend the minister of finance never speaks except with that ability and cleverness which we all admire, and it was quite as much in evidence in the address he gave us when introducing these resolutions as it ever was in this house.

"But I do not think my honorable friend would claim that in the address he undertook to argue the merits of these proposals in detail. Neither did my honorable friend the minister of customs. If the committee desires to know just what I mean by this criticism, let them look at the speech which the minister of finance delivered on the G. T. P. resolutions, or at one of the speeches which my honorable friend, the minister of customs, has often delivered in this house in the budget debates, and they will see the kind of a case which our hon. friends can make when they desire to do it and have the material. I would conclude that either our honorable friends in the government have not made the investigation and do not possess the facts, or else that the facts do not bear out the contention which they put forward.

"Before going into the question of prices, I desire to say that I dissent altogether from the proposition that everybody in Canada has been in favor of reciprocity with the United States for the last forty years. I do not know of any warrant at all for the statement that both the parties, or that one of the parties for the last forty years has been in favor of reciprocity. (Hear, hear.)

"There can be no doubt that the Liberal party was in favor of reciprocity twenty years ago. There can be no doubt that in the platform of 1893 there was what might be called a look at reciprocity; and there can be no doubt that later on, I think it was in 1898, under the joint high commission, the right honorable leader of the government attempted to get some measure of reciprocity from the United States.

"But there is equally no doubt that when that joint high commission ceased to act, the right honorable gentleman expressly made his position clear, and that in the general election of 1900, in the election of 1904, and in the election of

1908, there was no mention whatever of reciprocity by either of the parties.

"As a member of the government in the first two of those elections I should be credited at least with having a general idea of the policy of the government of which I was a member, and I do not think there would be any individual in Canada more surprised than I if I had been told in either of those elections that it was part of the policy of the government to seek for reciprocity. If there was anything that was clearer in connection with the policy of the two political parties in these successive general elections, it was that neither of them made claim to advocate the policy of reciprocal trade relations with the United States.

#### Government Has no Mandate.

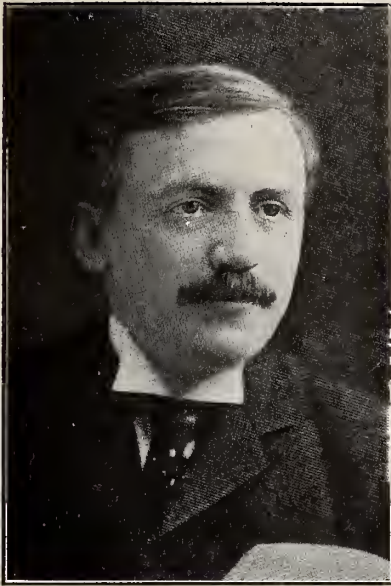
"Now I agree with what has been said that the government has no mandate to make these proposals. I do not mention that point because of a desire to fill up the cup, or to aggravate the argument against my honorable friends, and I furthermore say that I think oppositions very often say what can hardly be supported on grounds of reason or law in opposition to what is done by governments on the ground that they have no mandate. But I do not think the principles which often apply, apply in this case.

"We have not, it is true, a system of government by delegation. Our governments are not elected to do specific things, that is not the nature of our constitution. We are elected under a very wide system of parliamentary responsibility, and great discretion is vested in the house of commons, and in the government, which is the executive committee of the house of commons, in connection with the transaction of new business, business which was not discussed when they were before these electors. They may do a great many things that were not discussed when they were before the electors, but they may not constitutionally or properly do everything, and I venture to say that when the fiscal policy of a country has been thoroughly canvassed and settled, discussed, debated and approved in the year 1900, discussed, debated and approved in the year 1904, discussed, debated and approved in the year 1908, that there is no constitutional warrant for the members of the government reversing that policy radically without any consultation, and practically without the knowledge of the people. (Cheers.)

#### Not a Constitutional Course.

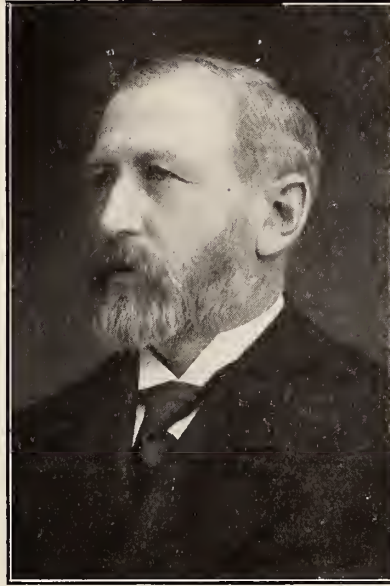
"There is a discretion vested in the government, there is a discretion vested in the house of commons, but Mr. Chairman, it must be remembered that the discretion that is exercisable by those who occupy important positions under our form of government is not an arbitrary personal discretion, it is a constitutional discretion, which must be exercised in accordance with the principles of the constitution and the constitutional rights of the people we represent. I want to say, and to say it, not, as I said, simply for the purpose of making another point against my honorable friend, but I want to say that I do not believe, speaking from my own experience and from the experience of many men with whom I have met in various walks of life, largely members of the Liberal party, I do not believe that in the recent history of Canada anything has happened which has given to the thinking people of Canada so painful and so sudden a shock as the sudden realization that the four or five gentlemen, who by reason of their ability, their years of service and their high position in their party, are in control of the affairs of the dominant political party, can suddenly, of their own motion, without discussion, without debate, without the knowledge of the country, commit the country to a radical change of fiscal policy. That is not, I am bound to say, the doctrine

HAVE SPOKEN AGAINST RECIPROCITY



MR. CHARLES R. HOSMER

"Everyone from the Atlantic to the Pacific is prosperous and contented. There is insufficient labor to carry on the work of the railways and the agricultural sections of the Dominion. Our towns and cities are going ahead by leaps and bounds. The credit of our Dominion, our provinces and our municipalities is, without exception, of the best in the money markets of the world. Why not let well enough alone?"



MR. E. D. SMITH

Mr. Smith, a spokesman of the thousand fruit growers from the Niagara Peninsula, who waited on the Government and urged that their industry be not injured, made out a strong case for the small farmers, the owners of a few acres who, by intensive or specialized culture, increased the country's productiveness and wealth.



MR. J. W. FLAVELLE

"The policy of a wider market has lived long at Ottawa, but it is a steady market, taken continuously, that is valuable. It is interprovincial trade that is wanted in Canada. We want the opportunity to trade where we wish; we must have friendly relations with our neighbors to the South, because we have so many things in common, but we have been served with notice, not once nor twice, but many times, that the international boundary is a real thing."

of constitutional government as I was taught it in the Liberal party, and I do not think that there could be possibly a more dangerous innovation.

**Entire Change in Fiscal Policy.**

"Sir, what we are asked to do in these resolutions is to reverse the fiscal policy of the Dominion of Canada. It is interesting to note, although there has been very little discussion on the point, what is the policy which we are asked to reverse, and why we are asked to reverse it. The policy was adopted in 1897, after the election which resulted in the right hon. the present leader of the government taking office. That tariff was described by its friends, of which I was and am one, as having first for its most outstanding feature, the British preference, and, second, a readjustment of duties largely reducing the charges upon articles commonly used by the farming community, and thirdly, a substantial reduction in the duties on the raw materials of manufacturers.

"Now, it may frankly be said that the system of protection was continued by that tariff, of that there can be no possible doubt, and it must further be said quite frankly, and we can say it without disturbing ourselves particularly at this distance of time, that the tariff of 1897 did not fully implement all the promises or the suggestions which we, the members of the Liberal party, had made, in regard to our future policy when we were in opposition.

**Applied to People in 1900.**

"But, Mr. Chairman, the policy which we set forth in the tariff of 1897 was deliberately adopted, all these matters were canvassed and considered before we adopted it. We found, as people generally find when they take office, that

there were some things that they could not do that they thought they could do, that they could not do something that they intended to do, that would do harm to some people and would not do any good to anybody, and so there were many things that perhaps might have been expected that were not done; but the tariff of 1897 was deliberately adopted after full and careful consideration; we went to the country in 1900 upon that tariff and submitted it to the judgment of the people who had put us in office. We were open to attack then on the ground that we had not fully carried out our pledges, both by our opponents and by our political friends, and speaking for myself as having conducted largely the discussion on behalf of the government in a very large section of the country, which was committed to my charge, I say that no phase of that subject was left untouched; it was discussed and rediscussed at every campaign meeting that was held. We placed the matter before the people, we explained the reasons of the actions we had taken, we submitted those reasons to the people, we submitted ourselves to their judgment, and the result was that their judgment upheld us and that the tariff was improved.

**A Safe Policy.**

"It was my opinion then, whatever that opinion might have been worth—little or much—that it was the best tariff that we could adopt. (Hear, hear.) It was only an opinion, but as time has gone on and that tariff policy has been practically unchanged in any very important particular since 1897, I have become thoroughly and completely convinced that the tariff policy which we adopted at that time, which embraced the principle of moderate protection, applicable to all classes of the community, is the best policy that the Dominion of Canada can adopt, a policy that it will be most unsafe and most unwise to radically change.

"One feature, an especially important feature of that policy, was the British preference. The British preference has been discussed a great deal. Some of our friends from the opposite side of the house have sought to minimize its effects, because we were buying largely from the United States, but I do not think that that argument is a good or a sound argument. The imports from Great Britain under the British preference have grown from twenty-nine million odd in 1897 to ninety-five millions in 1910; the increase has been 320 per cent., and it is no answer to the argument that that preference is an effective preference, to say that for other and very special reasons we are importing large quantities of goods from the United States for the benefit largely of our own manufacturers.

#### The British Preference.

"The British preference is a substantial preference. It is suggested that it is likely to be substantially increased, and on that point, while I am dealing with the general question of policy, I desire to express myself clearly and fully. Nobody was a more enthusiastic supporter of British preference when it was adopted than I was, but I think there are limits to the extent to which we can go even in cutting the tariff of Canada in favor of the manufacturers of Great Britain as against the manufacturers of the United States.

"And I am not disposed to say that I would support a substantial increase in the British preference, made, as I understand it, at the expense of deserving Canadian industries, for the purpose of putting back into the hands of Great Britain trade which we take away by this arrangement, and give to the United States. I cannot see that there is any sound business wisdom in that operation. I cannot see that there is any possible ground for taking such steps as will result in the closing up of Canadian factories doing business at a small margin of profit, so long as they are furnishing their goods to the people of this country at reasonable rates.

#### Canada Prosperous.

"What have been the results of the policy which we are following? The figures which indicate the great progress and prosperity of Canada have been quoted in this house *ad nauseam*. I shall not repeat them here. We know how the population has grown; we know how the revenue has grown; we know how foreign trade has grown; we know how the deposits in the banks have grown. We know that in the last twelve or fifteen years the Dominion of Canada has prospered more abundantly than any other country on the face of the earth.

"We know this, further, that, man for man, the body of the people of Canada are better off than any other population of similar numbers that we can point to. Our farmers are prosperous, our laborers are well paid, there is no unemployment in Canada, which is almost an unknown thing in any country of the extent and population of ours, there is practically no poverty except what is due to drink, vice, sickness or other causes which do not depend at all upon the prosperity of the country. We are receiving an enormous immigration. There is a demand for every man who comes in the shape of a laborer, and still an insistent demand for more labor; and there is a rapid development of our resources. (Applause.)

"And there is one other thing which is of the utmost importance in the consideration of our business position, and that is the enormous growth of the home market, which has been built up in Canada during the last ten or twelve years, and which, in my judgment, counts more than anything else

for the steadiness of prices which our farmers are receiving for their products.

#### A Sound Prosperity.

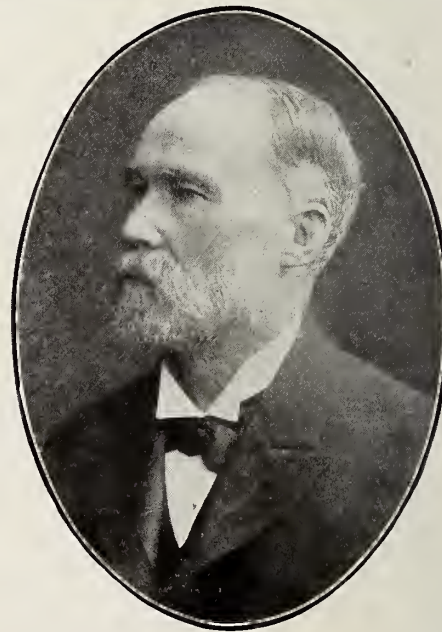
"Now, is this prosperity that we are enjoying a sound prosperity? Very often, the charge is made, when a country is prosperous, that its prosperity is unsound, that it is a hot-house growth; and that charge is almost always made if the country is working under a protective system. It is generally true, if the protection is excessive, or not properly adapted to the wants of the community. It is possible, by reason of the fact that an exhaustive enquiry has been made of an economic character under the direction of one of the members of the government, to collect a few facts which show conclusively what our position in that respect is. A volume has been issued under the direction of my hon. friend, the minister of labor, dealing with the subject of wholesale prices, which work I regard as perhaps the most valuable contribution to the economic literature of Canada that I know of. That volume, setting forth the statistics in relation to wholesale prices, enables us to give accurately the movement of prices which affect the well being of the various classes of the community. In the consideration of this question, the minister of labor and his expert assistants took as the basis for comparison the decade which runs from 1890 to 1899. I find by this report that, in the year 1909, the prices of the commodities to which I shall refer have risen by the amounts which I shall give, as compared with the average of the decade from 1890 to 1899.

#### Convincing Facts.

"Grain and fodder, including thirteen selected standard commodities, have risen in value 49.9 per cent.

"Cattle and cattle products, hogs and hog products, sheep

### Has Spoken Against Reciprocity



SIR GEO. W. ROSS

"What would British capitalists who invested their millions in these enterprises think of Canadians who for the petty advantage of an interchange of natural products would prejudice investments which have proved to be of untold advantage to Canada? These are not speculative dangers. We are told by a financier of Boston what will happen. Is this the fate which a sensible people should desire? Are Canadians prepared to accept all these consequences as a matter of course?"

and sheep products, fowl and turkeys have risen 48.6 per cent.

"Dairy products have risen 33 per cent.

"Now, for the purpose of comparison, let us make a different division.

"Crude farm products have risen 37.3 per cent.; and manufactured farm products have risen 34.1 per cent., or an average for crude and manufactured farm products of 35.7 per cent.

"This is what the farmer sells.

"Now, consider what he buys. He buys imported foods, woollen goods, cotton goods, boots and shoes, metals and implements. The average increases of these commodities are as follows:

"Imported foods, decrease 4 per cent.

"Woollen goods, increased 23.3 per cent.

"Cotton goods, increased 25 per cent.

"Boots and shoes, increased 25 per cent.

"Metals and implements, increased 2.4 per cent.

"An average for all these of 14.3 per cent.

"Thus we see that the staple lines of goods which account for at least nineteen-twentieths of the average farmer's expense have increased 14.3 per cent., while the goods which he sells have increased 35.7 per cent.

**Not Living at Expense of Farmer.**

"There you have an absolutely conclusive demonstration of the position of the two classes of the community. There you have a proof of the fact that the urban community is not living at the expense of the farmer, but the farmer himself is getting more than his share of the general prosperity of the community.

"So then, we have prosperity, soundness and—what else? Independence; and independence for everything we raise and everything we sell. (Cheers.) The local market of Canada takes from 80 to 90 per cent. of everything raised in Canada by our farming population. Where do we send the rest? We send it to the great, free, open market of Great Britain, from which nothing but our own foolishness can possibly exclude us. So, we have prosperity, soundness and absolute independence in our markets.

"Now, the proposition is made that we revolutionize the fiscal policy under which these results have been attained. And what will be the effect of this proposed revolution in our fiscal policy? I do not intend to overstate it, or to say anything which can possibly be regarded as overstating it. But I am surely within the mark when I say that there will be very great dislocation and disturbance of business, that there will be individuals who will suffer very great loss, and that even if these individuals succeed in rectifying their position, still, the disturbance for considerable portions of the community will be of a very serious character.

**Effects Will be Serious.**

"As to the general progress of Canada, the production of Canada is so enormous, the immigration coming in so great, the impetus we have received so strong, the development of our resources so rapid, that no possible mistake of fiscal policy can prevent this country making enormous progress in the future. Nevertheless, the effects will be serious. Let me enumerate what I think will be a few of these effects.

"Some industries will be destroyed—there can be no doubt about that. What reason can be given for drawing your pen through an item of the tariff and shutting up an industry which is not accused of charging illicit prices, or of any other evils? What reason there can be for selecting that industry and wiping it out of existence, I do not see. (Cheers.) I am bound to say that it does not appeal to my common sense.

**Will Kill Packing Industry.**

"I think that the meat-packing industry of this country will be destroyed. I have given that subject considerable consideration. I thought when I saw and read carefully the memorial of the packers that the meat-packing industry would be injured, and I am prepared to say now that if this treaty goes into effect and continues in effect for any length of time, the big packing industry of the Dominion of Canada will be wiped out. There is no more chance of the meat-packing industry standing against the beef trust of the United States than there would be of my standing up against this building if it fell upon me. That is precisely the position in which the meat-packers will be put.

"I shall not say anything about the fruit and vegetable growers. They will be injured. Their case has been stated by men who know vastly more about it than I do. But I call the attention of my friends in the government to the fact that my hon. friend from Yale-Cariboo (Mr. Burrell) made before this house a full and careful presentation of the case of the fruit growers and vegetable growers, and no fairer, no better, no fuller case was ever presented to this house while I have been a member of it, and no answer of any kind has been attempted in connection with that subject. You ask me why I do not support this proposition. Surely, Mr. Chairman, if I had the intelligence to hear a case of that kind presented and no answer made, I must come to the conclusion that no answer can be made. (Hear, hear.)

**The Case of Quaker Oats.**

"There will be other large industries affected. There is an enormous industry in existence in the Town of Peterboro, the Quaker Oats establishment. The president of the company has given an interview, and I have taken the trouble to



Uncle Sam — "I'd Like to Trade But I Can't Unless the Senate Lets Me."  
—From The Tribune, Chicago.

**RECIPROCITY**



Uncle Sam—"You Furnish the Raw Material, Johnnie, and I'll Furnish the Eagle."  
—From The News, Toronto.

**JOHN BULL'S VALENTINE**



C. V. ZIEGLER

have the interview verified, because it is not always safe to proceed upon what we see in the newspapers, with all due regard to my journalistic friends. I have taken the trouble to verify that interview, and speaking on behalf of the Quaker Oats Company, which is one of the very largest factories in Canada, and one of the largest consumers of farm produce in Canada, consuming, I believe—I speak subject to correction—forty carloads of farm produce per day, this institution manufactures in the town of Peterboro largely for export, and is the best possible kind of factory for us to have. It takes the farm produce, it grinds it up, ships it to foreign countries, collects the money, brings it back and it goes into circulation. We can have no better industry for a farming community than the Quaker Oats industry of Peterboro. Now eighty per cent. of the business of this establishment is done by export. The president of the Company says that under the conditions that will exist under the proposed changes in the tariff, it will be more convenient and economical for them to manufacture in the United States for export. Their operations in Peterboro, therefore, will be curtailed sixty, seventy or eighty per cent., with the result that the Dominion of Canada will lose accordingly.

#### An Unprejudiced Witness.

“Now I do not at all profess to be able to express an intelligent opinion respecting the business of the Quaker Oats Company, but I call attention to this fact, that these people are not Canadian manufacturers kicking about the duty being taken off when they are manufacturing for the home market. It is easy to understand why a manufacturer would object to a change in a case of that kind. But there is no reason for this Company saying that this agreement is against them, for it is not. They are not unfriendly to the United States, and they are not unfriendly to us in Canada, and there is no possible reason why we should not accept their statement as being given in good faith. (Loud applause.)

“Will this proposition assist in transferring American capital to the construction of factories, which has been going on in Canada for several years past at a very rapid rate? Surely we cannot conclude that it will. These factories have been established because it was thought that the fiscal policy of Canada was settled, that we had settled down to a definite fiscal policy, and people come along and build factories here and build factories there, thinking they were perfectly safe. I have no doubt that those who are engaged in putting up factories will continue and complete their work; they cannot afford to do anything else. But is it reasonable that many business men with money to invest in factories will readily decide to do so unless they get some definite assurance that what has happened in this particular case is not going to happen again? I do not see how they can get the assurance. I do not see how it will be possible for parliament to prove that what has been done in this case will not be done in every case in which ministers may with the best motives see fit to do it. (Hear, hear.)

#### Question of Pulp and Paper.

“Take the question of pulp and paper. The Province of Ontario and the Province of Quebec have decided in their wisdom that it is a good and patriotic policy for them to insist upon their pulp being manufactured at home. I am aware that some gentlemen, who are of estimable character and good information, have said that it is not a wise policy, but I do not believe that there are many people in Canada who would agree with them. I believe that there is no policy, no item of policy which has been followed by any of the governments of Canada of late years which has met with more universal approval than the action of the government

of Ontario and later of the government of Quebec in deciding upon the conservation of their resources by securing the largest possible revenue and benefit from the various resources which they possess. (Loud applause).

“Well, that was the position. It is known of all men that the United States people would like to get cheaper paper, made from Canadian pulpwood. Now, if there was anything that was perfectly clear in connection with our tariff relations with the United States, and if there was anything perfectly clear in connection with the paper and pulp question, it was that all the Dominion of Canada had to do was to sit down and wait, and leave the question severely alone. That obviously was all that ought to have been done.

#### A Bonus on Abrogation.

“We have not done that. We find this clause introduced into the treaty. What does it say? If it means what our negotiators intended it to mean, then it means this, that there is a bonus put upon the abrogation of the regulations which the Province of Quebec and the Province of Ontario has made (Opposition applause). It does not mean that the regulations are abrogated, because this Parliament has no power to abrogate them; but it means that we put a bonus upon their abrogation, and that is the worst possible thing that we can do.

“Now, take this question of our perishable products that we send to Great Britain. My hon. friend from East Grey (Mr. Sproule) dealt with that. He is familiar with the subject; and my hon. friend, the Minister of Agriculture (Mr. Fisher), who, I understand, is to follow me, is more familiar with it perhaps than any man in the house. But it is a fact that for years there was difficulty in finding a market for our perishable products. The country went to work and educated the farmers to prepare their products for the British market, instituted cold storage, under the Department of Agriculture, upon steamships, induced the steamship companies to put them in, provided for collections in Great Britain and did everything possible at great labor, trouble and expense, extending over a period of nearly twenty years, for the purpose of opening up markets for these products in Great Britain.

#### Throwing Away Work of Years.

“We succeeded—the country succeeded entirely. We are sending those products to Great Britain now, to a great, stable, safe, free market, from which we have never been excluded, a market in which we are finding fresh extensions and fresh points of advantage every year. What do we propose to do? We propose to ship our stuff to the United States instead and to throw away all the advantage of all the work that we have done. The whole of the cold storage facilities upon the steamships crossing the Atlantic provided in past years, to break down the business connections we have made, to allow our competitors to go in and take that market, buttress it around in such a way that we can never get into it again, and put ourselves in dependence upon the markets of the United States. How long will it remain open? Nobody knows. It may be five years. Nobody knows.

“A year ago the United States were brandishing a club over our heads and threatening to impose the surtax upon our goods—only one short year ago. Now they say that the United States is friendly. Well, perhaps it is. What will it be in a year from now? Does anybody know? Nobody knows. The United States is at the present time, I am told, abrogating the Blaine treaties of reciprocity which were made with the Latin republics a few years ago without even the courtesy of negotiation or a discussion as to the reasons for the abrogation of those treaties.



### Putting Our Head in a Noose.

"How much better will our position be at any time when an occasion for irritation may arise? There are dozens of things which might happen which would cause irritation between the United States, Canada and Great Britain I could mention to my right hon. friends who lead the government, if I desired to do so, but I do not desire to do so. It is a matter within everybody's knowledge—some things that might cause irritation between the United States, Great Britain or Canada, not serious enough to have important international consequences, but serious enough to make it very easy for a political party in the United States to court popularity by doing something which might be of an unfriendly character to Great Britain and Canada. Then, when our market is closed, when we shut our eyes out from Great Britain, what is the position? Sir, we are putting our head into a noose. (Loud applause).

"Now, what are the compensations? It is said that the farmers will have better prices. And that they will have better markets. It is very difficult for a private individual to make an exhaustive examination of prices. He can only be expected to go into a limited number of subjects, and his information must necessarily be limited. I have before me the result of such information as I could obtain of the prices of the various staples which the farmers of Canada sell in the open markets. It is not necessary that I should enter into any considerable number of details, but I will give you a few of the conclusions which appear to be absolutely established by the facts.

#### An Important Product.

"First, I will take hogs, one of the most important products of the Province of Ontario. The average price in the Province of Ontario and Quebec is better than it is in the United States; as far as cattle are concerned, the prices are variable, and as far as eggs are concerned, the prices of the better grades are higher, and of the other grades, lower. It is said that the market for lambs will be good if we get reciprocity with the United States. From December 1 up to the present time lambs have been cheaper in Chicago than in Ontario.

"The best creamery butter sells at a higher price in the United States, but all the lower grades are cheaper, and it seems to be quite clear from an investigation of the market conditions by those who are familiar with the subject that we shall lose our local market for butter and eggs, in the case of eggs to the United States, and in the case of butter to countries like New Zealand, Denmark, and, possibly, Australia. While we may get some advantage by selling a small portion of the higher grade of the product to the United States, we shall lose upon a great portion of the lower grade, which, as everybody knows, is the greatest proportion of the product. In poultry, the higher grades will be higher and the lower grades will be lower. Hay is the one product that is substantially higher in the United States than in Canada. Barley is higher and oats lower.

#### No Advantage to Farmers.

"Looking over the whole case, it is not possible to figure out any general and specific advantage to the farmer in getting these markets, even if we take prices as they are, without having any reference to the general effect upon the relations of the market which may take place in other ways. As to the quantity, everybody knows that there is a perfectly good market for all that our farms produce. There is no glut in the market of Canada if the produce is reasonably prepared, and if it is not reasonably prepared for the market, then the United States market will be of no assistance to the man who allows himself to be in that position.

"Then there are several general features of the case which require to be considered. This, Mr. Chairman, is a conclusion which you cannot possibly escape: Under this arrangement, which means free trade in farm products, the markets for farm produce will be absolutely dominated by the United States and favored nation countries. There can be no possible question about that. The meat packing industry will be destroyed. What is happening in some other places? I have taken a clipping from *The Ottawa Citizen* of February 25, which has since been confirmed by other information. It is not a political article, but a Canadian Press despatch."

Mr. Sifton then read the despatch, which referred to the effort by parliament to exclude the United States meat trust from Australia.

#### The Case of Australia.

"The meat trust in Australia and New Zealand is so sinister in its operations that the government of the commonwealth has to take the field against it, and we are here taking down the barriers and inviting it to come in and dominate the market of Canada. That trust will oppress our farmers, it is not a beneficent institution; it is not a philanthropic institution; and when it dominates the market—we will say of Ontario—and any hon. gentlemen on this side of the house or on the other side of the house finds that the farmers of his constituency are not getting fairly treated in the matter of prices, may I ask what that gentleman will do? May I ask what his remedy will be? May I ask how he is going to apply that remedy, if he has any? I do not know what the remedy will be. The head office of our trust will be in Chicago or New York; it will be outside of our jurisdiction, and there is only one thing we could do, just one thing—we could put the duty back where it is now and start all over again to build up the local industries which we are helping to destroy.

#### A Dangerous Tendency.

"The whole tendency of this arrangement is to induce the farmer to adapt his raw produce to the United States market. The whole tendency is to do away with the by-products, which are so essential for intensive farming; the whole tendency is to break down the system of interrelated industries, which makes the present prosperity of the Province of Ontario and the other provinces. Under that system, Mr. Chairman, brought about by the policy which my hon. friends upon the treasury benches pursued for the last thirteen years, the great Province of Ontario raised \$250,000,000 worth of farm produce last year, and nobody heard that there was no market for any of that produce.

"Take the Province of Quebec—my hon. friend, the Minister of Agriculture, is going to follow me, I believe, and he of course knows infinitely more about farming in the Province of Quebec than I do—but I am going to ask him to address himself to one question in connection with this agreement, because I have not been able to get any light on it in favor of the treaty, and if there is any light to be thrown on it, I would like to get it. The Province of Quebec has bright prospects before it at the present time. Our transportation system is growing so enormously, the city of Montreal is growing so enormously, the prospects of the pulp and paper industry are so good, that unquestionably in the Province of Quebec in a few years there will be an enormous home market—perhaps the largest home market of any province in the Dominion.

### A Bonus on Poor Farming.

"The Province of Quebec is not very well farmed at the present time—there is good farming in some parts of it, there is poor farming in a good portion of it, and moderate farming in other portions of it. The agricultural problem of the Province of Quebec is to induce the farmer to keep his hay at home and to follow a system of intensive farming. That is the agricultural problem of the Province of Quebec. Lately we had the Deputy Minister of the Department of Agriculture of Ontario at Quebec. He came there at my special request to deliver a carefully-prepared address upon the subject of the improvement of agriculture in the Province of Ontario, explaining at great length and with great care the magnificent system of agriculture, education and improvement which has lately developed in the Province of Ontario as the result of thirty or thirty-five years of laborious work, which is now approaching its period of fruition in that province, and beginning to have its influence felt. (Hear, hear). We wanted it explained in the city of Quebec, and we had it explained, and we are printing thousands of copies of Mr. James' address in the French language, and circulating them in the Province of Quebec, for the purpose of getting the authorities of the Province of Quebec to undertake an aggressive movement for the improvement of agriculture. What happens? Comes along the treaty and puts a bonus on poor farming, by inducing the farmers of the Province of Quebec to ship their raw products to the United States, and deplete the fertility of their soil.

### Premature Conclusions.

"Take the prairie provinces—I am perfectly aware of the fact that there are a great many people in the western provinces who think that this treaty will be a great thing for them. I have before seen premature conclusions arrived at in the course of my experience of twenty-three years in public life, during which I have had an experience that not many members of the house have had, because I have the honor of representing to-day in this house the same people who elected me first as a young man to the legislature of Manitoba, and in the legislature or in this parliament I have been their representative ever since. During that time I have seen a good many questions of this kind come up as to what was going to benefit the farmer, and as to what would be in his interests, and I am not so sure when this question comes to be discussed that the farmers of the Northwest will be impervious to reason (applause), and common sense and good judgment when they get the case put before them.

"It was first said: 'Well, but the farmer of the Northwest is going to get more for his wheat; the price of wheat south of the line in Dakota is higher than it is in Manitoba.' That is true. It is a little higher, it always or nearly always rules a little higher, and they said: 'If the farmer can get into that market, he will get more for his wheat.'

### J. J. Hill's Arguments.

"Now comes along Jas. J. Hill, President of the Great Northern Railway, who is a great advocate of reciprocity and a very fine man, and in a way a friend of my own; he says: 'The duty does not make any difference.' It is true the Dakota farmer gets a little more for his wheat, but it is not on account of the duty; it is on account of the local circumstances. Now, Mr. Chairman, Mr. Hill is either right or he is wrong. There are just two ways to look at it. If he is right, and the duty does not make any difference, then the Manitoba farmer will not get any more for his wheat when the duty is taken off. That's clear. If he is

wrong and the duty does make a difference, what is going to happen? So soon as the immense exportable surplus of the Canadian wheat floods the Dakota market, then the Dakota brand of wheat goes down to the export level, and the Dakota man gets less, but the Manitoba man does not get any more. There is no doubt about that; it has happened already.

"Here is *The New York Evening Post* of February 16, and as everybody knows, *The New York Evening Post* is a most reliable paper, and this is what it says, speaking of wheat:

### Quotes "New York Evening Post."

"As the matter stands now values are off 24 cents from the season's top. The range of May wheat this season has been from \$1.15 to 97-6 cents, the highest price having been made November 4. With the adoption of the treaty there would be 13,000,000 bushels of Canadian wheat now in sight, which would be available for moving into the United States, provided it is needed. This, with the 43,000,000 bushels in the United States visible supply, would make 56,000,000 bushels available. Part of the Canadian wheat has already been hedged by sales of futures in the different markets, and considering the drop of 18 cents in the month, it would seem as though any possible effect of the treaty on values had been largely discounted.'

"Of course, nobody would suggest that it went down all of 18 cents by reason of the difference between the markets on the two sides, or by reason of the difference between the Dakota price and the export price, but everyone knows that when the price of wheat gets a shock in that way it keeps on going down, on account of the panic in the market.

"There is, however, another factor to be considered in the shape of the surplus of 133,000,000 bushels in the United States that must be taken care of. This means that values must go to the export level at which liberal disposition of the wheat can be made. With the adoption of the Canadian treaty it is expected that the price will be kept on an export level most of the time.'

Continuing, Mr. Sifton said: "There is no doubt this is the position so far as the price of wheat is concerned. I say here that I deliberately give it as my opinion, representing a constituency of Manitoba farmers and having represented them for twenty-three years, that the Manitoba farmer will get less for his wheat in the long run as the result of this agreement.

### Keeping Manitoba Wheat Pure.

"What have we been trying to do for years past in regard to this question of wheat? We have been trying to keep the wheat of the Manitoba farmer pure. We had an Inspection Act—upstairs in the House of Commons here we labored for weeks, yes, for months, to get that Inspection Act into good order, so that the wheat might be properly inspected and properly graded, with the object that it should be kept pure and placed upon the English market in a pure condition. And why? Because we know that if the Canadian wheat is put upon the English market in a pure condition it will bring an average of from three to four cents per bushel on the higher grades more than any other wheat in the world. A few years ago we revised the Inspection Act, and the result was that our wheat was put upon the market pure for a year or two, but somebody found out how to get around the act and the grades began to go off, and the grades have been off for several years past, and the farmers have been complaining, and properly complaining, in regard to the condition of things in the terminal elevators.

"These terminal elevators have been in the hands, to some extent, of men who are themselves buying and selling grain and handling millions of bushels of other people's grain while they were buying and selling their own. What happened? Grain mixed grades have gone down, and the farmers have lost and lost very heavily, and they have a just and proper right to complain. Now, the government has introduced in the senate a bill to appoint a commission for the purpose of taking charge of that wheat, and I believe that government policy is good, and if the commission takes charge of this business as they ought to, there is no reason why they should not keep control of that wheat. And, sir, they can only solve the trouble by taking control of the elevators first, not owning them, but controlling and inspecting them properly, and keeping control of the wheat right through until it gets to Liverpool.

#### **It Can Be Done.**

"There is no other way, it is not difficult, it is not half as difficult as it looks, it can be done by a competent commission of men without any trouble at all. And in addition to that, if that is done, the commission, in the working out of the system by which they can do that, can give a very substantial preference to the Canadian routes, so that we will get advantages in that way as well and they can give advantages to the Canadian routes, without it costing any more to get the wheat to Liverpool.

"Here is the position in which we are. If we keep control of that market we shall be able to get for the western farmer, by a proper system of handling, a better price than he will get in any other possible way. More than that, with the increase in the volume of business from the Canadian North-west, we will in a short time be in such a position that we can reasonably ask to have the rates substantially reduced on export grain, so that instead of the Canadian farmers getting a bonus of three cents a bushel for sending their wheat by the eastern Canadian channels, as was tentatively suggested by the hon. member for St. Anne, if the inspection and the transportation matters are properly handled by the commission to be appointed by the government, and the question of the freight rate is dealt with, we will secure for them within a reasonable time, not three cents a bushel, but six or seven cents a bushel more than they get in any other possible way. But if that is to be done, you must keep control of the trade in your own hands, otherwise you can do nothing. (Opposition applause.)

#### **What Would Happen?**

"Now, what is to happen? I wonder if my hon. friends of the government have thought of that in connection with this treaty? The grain exchange has met in Winnipeg, and has passed a resolution to the effect that the Inspection Act must be changed. What must be done under this treaty? We must change the Inspection Act, and we must make the grades the same as the American grades; that is, we must permit of mixing, and to all intents and purposes we must hand the control of our grain market over to Minneapolis. That is the position. To get a better price. No. (Hear, hear.)

"Then there is the question of cattle, and there is the one question in respect of which there is no doubt that the farmer will get the benefit under this agreement, for the present at least. There is no doubt that the market for the second grade of cattle in the prairie provinces is a poor market at the present time—why? Because it is a new country. It is only a short time since the country was sufficiently settled to have a sufficient production to organize this business. In fact, we have hardly got to that point yet. The result is that

there is at the present time a very poor market for cattle in the western provinces.

"But that is no reason for throwing the country away or for concluding that we can never have a market. That is a reason for taking up the subject and dealing with it in an intelligent way. The farmers' delegation which came here recently said to the government: 'We wish also to draw attention to the danger we are in; we leave the opportunity open for the United States meat interests to capture and control the export trade from our country.'

#### **A Back Yard to Chicago.**

"What are they going to do now?" said Mr. Sifton. "They will capture and control all the cattle of the North-west—the very last hoof will be controlled from Chicago. What I say is that we should establish the chilled meat industry. It has been done in Australia and New Zealand. Dr. Rutherford has reported in favor of it. There would be no great difficulty in the government doing this, and it would be worth while taking the trouble, when you have a country like the North-west of Canada. We could afford to hire ten men at \$10,000 a month, rather than lose this business.

"The members of this House know that I am an enthusiastic friend of the North-west. The best years of my life were given to the settlement of that country, and I cannot tell you how I feel about that great country being made a back yard to the city of Chicago. I have differed with my friends in my own constituency and I do not know but that there are many men who have supported me for years who differ with me on this subject; but I take the liberty of thinking that I know as much or more about it than they. I have studied these questions all my life, with the object of learning the way in which the affairs of that country should be organized as to be of some benefit to themselves and the rest of the country, and I say that we shall have duplicates of Kansas City, Omaha and the stock yards of Chicago in our own North-west.

#### **Leads to Commercial Union.**

"What is the general effect of this treaty? The general effect is that we put the Dominion of Canada on an absolutely free trade basis so far as farm products are concerned. The farmers of Canada are on a free trade basis for what they sell and on a protective basis for what they buy—protection for the purchaser, free trade for the seller. Do you think they are likely to stand that for any length of time? I do not. I tell you that if you have had delegations from the North-west, you will have them again if this treaty goes through. After it has been in force for a few years, I venture to say that there will not be any question of the duty on agricultural implements or on any other goods, for we shall be compelled to take all those duties off, and have practically commercial union with the United States. (Applause.)

"As men of common sense, let us apply to this question the same business rules as we apply to any other business matter. We open our market to the world. Read the list of favored nations along with the United States, and if there is in that vast list of countries of production anybody who can raise any of the commodities included in this list cheaper than it is in the Canadian market and saleable and marketable, it can be shipped and dumped into the Dominion of Canada. I cannot conceive of what our friends in the government were thinking of. (Cheers.)

#### **A Monumental Mistake.**

"I leave this question of markets and prices and record my conviction that if ever a government made a monumental mistake, if ever a government got in wrong on a subject from

first to last, my friends have got in wrong on this subject. (Loud and long applause.) The House may think I am not in earnest about it. Sir, I would not break away from the political party with which I have acted for 22 or 23 years, practically all my life, if I were not in earnest about it. (Hear, hear.)

"What is the commonest phrase in the mouths of the people of Canada? We hear it in the speeches of public men, we read in the editorials of newspapers; we even see it in the compositions of our school boys—what is it? Binding the scattered provinces of Canada together. I would like to know if this treaty is intended to bind the scattered provinces of Canada together. It binds, but it binds the other way; it binds British Columbia to Oregon and to Washington and California; it binds the provinces of the northwest to the states immediately to the south of them; it binds Ontario and Quebec to the states south of us; and it binds the Maritime Provinces to the states of New England. And we are expected to believe that a policy of that kind is a broad national policy, and one to promote a strong nationality.

#### Transportation Policy.

"What have been the main features of our transportation policy? We have spent scores of millions of dollars for that purpose. What has been in our mouths at all times, Liberal and Conservative alike, on every platform? Send our goods through Canadian channels, from one province to another, and from the eastern provinces across the sea. What did Sir John Macdonald mean when he nailed his colors to the mast and said that the C. P. R. must be built around the north shore of Lake Superior? He appealed to the people of Canada on that policy and they supported him. My right honorable friend, the leader of the present government, came before this house and said: We shall build another line of railway from ocean to ocean, every foot of it on Canadian soil, and he appealed to the people of this country for their support of him in doing it. They said: 'Yes, we believe in that policy.' Why should we turn from that policy now?

"If it does not make any difference which way the traffic goes, why spend \$50,000 or \$60,000 or \$133,000 per mile to build a railway from Quebec through to Moncton, and duplicate the Intercolonial, which we had before? Why do that, if it does not make any difference whether or not the traffic goes through Canadian soil? For my part I can see no reason.

#### Why the Change?

"What is the reason for the right honorable gentleman's change of view? I could take the Hansard and read to you the strong words of the right honorable gentleman, when he said in this house that of all things in connection with the policy of Canada, as related to the United States, the one thing we must do is to be independent of the Americans. That is a policy, sir, which I believe in. (Hear, hear.) He never said a word in the whole course of my close association with him which I agree with more fully than I did with that statement, but the difference is that I believed it then, and I believe it now, and so long as I have the honor to have anything to say about the public affairs of Canada in the most humble capacity I shall continue to support what I believe the loyal policy that the people of Canada desire to have followed. (Applause.)

"We know why it is that the other policy is being supported. We know why the milling trusts of St. Paul and Minneapolis are in favor of the proposal. Because they want to get the hard wheat of the Canadian Northwest without paying duty and drive our millers out of the export market. That is just as easy as adding two and two together. The Northwest miller of the United States gets \$2 or \$3 a ton more for his offal than the miller in Canada, and that makes the differ-

ence; the Canadian miller has no chance in the world in the competition which is brought about in this way. The Northwest miller of the United States would get the wheat free now if he could. The meat trust would get meat free if they could.

#### We Can Understand.

"We have been often told that they might take the duty off if they wanted, but they cannot take the duty off because they have a population of farmers who do not propose to permit these gentlemen to manipulate the duties to suit themselves. But we understand why the milling people would want this arrangement in regard to transportation, why the meat trust would want it, and why the United States Steel Corporation want to get into our markets. We can understand why the chamber of commerce in New York, always in favor of reciprocity, should favor this, because in this last year they have been conducting an enquiry to ascertain why Montreal has been growing so rapidly and becoming a rival of theirs in connection with the export trade. We know why it is that the New England States look with jealousy upon the commercial development of our St. Lawrence route and should support this treaty to get the great trade which is building up Montreal and the St. Lawrence route down by their own channels. But can anybody in the world tell me why a Canadian devoted to the interests of Canada should support the arrangement which we have here? (Hear, hear.)

#### Strengthens U. S. Grip on Canada.

"What is going to be our future relation with the United States? I read the argument presented by the hon. member for North Toronto (Mr. Foster) upon that aspect of the case. I see no possible answer to it. It seems to be perfectly clear to me that every day on which we adapt ourselves to the markets of the United States, that every day during which we cater to those markets, that every day on which we adapt all our arrangements to catering to the market strengthens the grip of the United States upon Canada. (Applause.) I do not believe that while everybody of course repudiates as absurd the idea of any conscious interference, either with our political independence or with our commercial independence, I do not believe that if this treaty goes into effect there will ever again, so long as it goes on, unless a rupture takes place, be a revision of our tariff in which United States interests, United States lobbyists, and United States pressure will not be brought to bear on this. (Cheers.)

"What is the only possible effect? The only possible effect is domination of the smaller by the larger, and if you say you do not think there is any danger of any domination, I say that I think the domination has come now, that we have it in the discussion of this treaty? How did it get there, what brought it about? For thirty years the United States had nothing to say to us, and then when we have finally, definitely won our commercial independence and put ourselves into such a position that we were perfectly independent, what happened? They shook a club over our heads, they threatened a surtax. (Hear, hear.) It was threatened a year ago. Then our friends of the government were asked to make concessions in order that this surtax might be avoided.

#### Should Have Stood Firm.

"The government made some concessions. I think they were very trifling in character. I do not think they were of much importance, but I do think it would have been as well if the government had stood its ground on the start. Nevertheless we all know that in international matters it is necessary to leave a great deal to the government. You cannot know

everything that passes, and you must leave matters a great deal to the discretion of the government in international affairs.

"But I am prepared to say now that I think we all made a mistake. (Applause.) I think the time to have stood our ground was the first time the club was flourished. What has been the history of our relations with the United States? For the last thirty or forty years we have been ignored and buffeted by them, and during all that time we have taken our way, secure, firm, serene, under the strong arm of the British Empire. (Applause.) Now we come to this point when we are of some use; we are just beginning to be of some use. Up to nearly the present time we have been more or less of a nuisance to the empire; now we are beginning to get to the point when we add something to the prestige of the British Empire, to the point when, if necessary, we can send some men or some ships or some money; we can be of some use to the empire that has given us our liberties and all the traditions of our citizenship. (Loud cheers.) When we get to that point what happens? The United States beckoned from Washington, and we are asked to turn the first time anybody beckons—to turn from the path that leads to the capital of the empire, and to turn towards the path that leads to Washington.

#### Champ Clark Spoke Seriously.

"I say, so far as I am concerned: Not for me. What is the reason, I ask you gentlemen of this committee, representatives of the Canadian people, trustees of the Canadian people, of their highest and their best rights and liberties—I ask you what is the reason that is being put forward by the representatives of the people of the United States for proffering to us the terms which they are giving? There is the representative, Mr. Clark, of the Democratic party. I decline to discuss for a second the suggestion that he was not speaking seriously. (Hear, hear.) If it had not been for Mr. Clark and the Democratic party this treaty never would have got through the House of Representatives; it was he who put it through; let him speak for himself. He says that he and his party are in favor of this proposal because it leads to annexation. What did Mr. Taft, the leader of the Republican party, say? The Dominion of Canada is a strong country; it has a great storehouse of natural resources. He says it has been pursuing a strong and successful policy of development, but it has got to the parting of the ways. He says: 'Now, before the Dominion of Canada is irrevocably fixed in the policy which leads to the consolidation and the strengthening of the British Empire, we must turn her from her course.'

#### Stop and Think.

"Is there any dispute about it? It cannot be disputed. I say to my hon. friends of the Liberal party, as well as to my hon. friends of the Conservative party: Stop and think. You are all grown men; you are all men of wisdom and discretion.

"Is it a safe thing for the representatives of seven and a half millions to say to the representatives of ninety millions of people: 'You may say what you like; we will take your terms, but we will not pay the price'? Sir, for my part, I say that I do not think such a course is wise, and I do not think it is possible. I say that if we accept the terms we shall assuredly be called upon to pay the price. (Loud applause.)

"Sir, I oppose these resolutions because, in my judgment, they reverse the great and successful policy under which the people of Canada, fighting against poverty, against natural obstacles, against geographical conditions, have made of this their country one of the most enviable in the world. These resolutions, in my judgment, spell retrogression, commercial subordination, the destruction of our national ideals, and displacement from our proud position as the rising hope of the British Empire."

## IMPORTANT EXPRESS DECISION

### Railway Commission Orders Adoption of New Express Classification, Contract Forms and Conditions of Carriage.

THE Board of Railway Commissioners has made the following order in regard to the above:

"Upon the hearing of the application at the various sittings of the Board in the presence of counsel and representatives for the companies, including the representatives of the Express Traffic Association of Canada and representatives for the Canadian Manufacturers' Association and the Montreal Board of Trade, the evidence offered, and what was alleged; and upon the reports of the Chief Traffic Officer of the Board,

"It is ordered that the Express Classification for Canada, C.R.C. No. 2, appended to the judgment of the Board delivered on the 24th day of December, 1910, be, and it is hereby, approved, to take effect on the 1st day of March, 1911.

"And it is further ordered that the following forms of contract, impairing, restricting, or limiting the liability of the companies, appended to the said judgment in the form of schedules as designated below, be, and they are hereby, prescribed as the only forms to be used by the companies with respect to shipments from points in Canada, on and after the 1st day of March, 1911, namely:

"Schedule 'A'—Merchandise Receipt.

"Schedule 'B'—Money Receipt.

"Schedule 'C'—Collection Receipt.

"Schedule 'D'—Limited Liability Live Stock Contract.

"Schedule 'E'—Live Stock Attendants' Contract."

It will be observed that the new classification takes effect on the first of March, 1911, although changes in rates will probably not take effect till about April 1st. As already announced, there are a number of important changes therein. There are advances, as well as reductions.

#### Fix Continental Weights.

The principal advances are the fixing of conventional weights on light and bulky articles shipped in corrugated paper shipping cases when not crated. At the present time such articles are carried at actual weight. The new rule is as follows:

"Light and Bulky Goods":

(a) Corrugated Paper Shipping Cases containing articles not classified at higher than mdse. rates (not including glass or other fragile articles).

When not crated will be charged for at mdse. rate upon the actual weight, but not less than at the following minimum weights, based upon exterior measurement, by which is meant the length, width and height added together:

Over 70 to 75 inches, exterior measurement . . . 30 lbs.

Over 75 to 80 inches, exterior measurement . . . 35 lbs.

Over 80 to 90 inches, exterior measurement . . . 45 lbs.

Over 90 to 100 inches, exterior measurement . . . 60 lbs.

Over 100 inches, not taken.

As provided in Conditions of Carriage No. 11, the weights of such packages may be combined, but unless the actual weight is greater, the above minimums will apply to each package.

Two or more such cases of uniform size, securely tied together, may be accepted and charged for as one, provided the exterior measurement of the combined package does not exceed 100 inches.

When crated, will be charged for at mdse rate upon the actual weight, but crates exceeding 120 inches, exterior measurement, will be refused.

**(b) Ordinary Straw Board or Paper Boxes:**

Several strawboard or paper boxes containing merchandise specified in paragraph (a), when wrapped or securely fastened together, will be accepted without crating, if exterior measurement is less than 70 inches, and if greater, then such shipment must be enclosed in corrugated cases, or crated, but no crate over 120 inches will be received.

The above does not apply to single paper boxes containing cloaks, suits or cloth, which, when wrapped in paper, will be accepted without limit as to size.

(c) Packages covered by Sections (a) and (b) of this rule shipped by one consignor to one consignee, the combined exterior measurement of which is less than 70 inches, shall be securely tied or fastened together, and when not crated will be charged for at mdse. rate upon the actual weight, but at not less than the following minimum weights based upon measurement:

Over 50 inches to 55 inches . . . . .	15 lbs.
Over 55 inches to 60 inches . . . . .	18 lbs.
Over 60 inches to 65 inches . . . . .	20 lbs.
Over 65 inches to 70 inches . . . . .	25 lbs.

And if such packages are not so tied or fastened together each will be charged as a separate shipment."

**Effect on Light and Bulky Parcels.**

The millinery interest is chiefly affected. Representatives of the trade were heard by the Board prior to the fixing of the above weights.

The Board had the following to say in regard to this matter:

"The Weight and Measurement Rule.—Light and Bulky Shipments.

"This provision gave rise to much discussion, and a great deal of time was taken in getting it adjusted. There was much to be said in favor of the complaint advanced by the express companies that the large and light packages that were being transmitted in enormous quantities over their lines took up a great deal more room in express cars than they were entitled to in proportion to the tolls they were paying. Of course, the space allotted for express traffic upon passenger trains is necessarily limited, and a system that permitted one section of shippers to take up more than what might fairly be considered as space for their traffic at similar tolls to the traffic of other shippers occupying much less space, might easily work."

*Returned ale, beer, aerated water and other empties of a like nature*, which are now carried free, will be charged for at half the out-going rate, actual weight, with a minimum charge of 5 cents per package. This rate includes collection and delivery where cartage service is performed. The item in the new classification covering empties is as follows:

"Empties:

"Returned, which have been carried when full by the company, and which are being returned to the original shipper.

"Actual weight at one-half the rate per hundred pounds (pound rates) which applied to the full shipment, minimum five cents (5c.) on each package, and ten cents (10c.) on each shipment.

"Corrugated paper shipping cases must be K.D., and the parts securely fastened together.

"Empty packages which were not shipped by express, when full, must be charged for at mdse. rate.

"Charges must be prepaid.

"The charges herein provided will cover carriage by two or more companies, and be divided equally between the companies, delivering company to have the odd cent.

"The rates on returned empties will not apply to those which are locked or fastened so that it is not possible to ascertain if they are empty."

The Board of Railway Commissioners in its judgment said:

"This question was seriously pressed by many shippers who had for years had the empty crate, basket or the like returned free, while the proposal of the companies was to make a charge for that service. If in the making of the original rate the return service was considered as an element and included then, of course, the shipper would be entitled to have the empty returned without further charge. This, in fact, would not be a free movement. It would partake more of the nature of a prepayment for the return included in the outward toll. In the absence of any return being included in the charge we are unable to see upon what principle the shipper can expect his empty returned free of charge. That it has been the custom is no answer. It has applied to some empties and not to others. It is an expense upon the companies that they are not entitled to bear without recompense. It was said by the companies that they found some shippers were returning empties free by express that had gone out to them by freight, this, of course, being done to avoid paying the freight charge back upon the empties. On the other hand, the shippers told us that when they sent empties back to the express office or station to have them returned free of charge they sometimes found that instead of being carried by express, they were shipped back as freight, and freight charges billed against them. To what extent these practices or mistakes, whichever they may be, prevail was not shown. As matters now stand some empties are returned free and others carry tolls of 5 cents; some 10 cents; others 15 cents, and some at one-half 'merchandise.' These variations are probably discriminatory and should be discontinued."

**Compensation in Safeness.**

"We had many complaints about empty boxes, crates, baskets, etc., being lost. The companies gave no receipts for these returned articles nor were they waybilled. A charge of the kind suggested would entitle the shippers to a receipt, and the traffic would be waybilled and so would be traced if it went astray. We are so impressed with the lack of business system in the practice of returning this traffic free or at varying discriminatory tolls and without record, that in the interest of the public as well as that of the companies it would seem that some charge should be permitted upon this class of traffic, and we think the scale recommended reasonable."

"Empties outstanding may be returned free for a period of four months after new classification goes into effect, provided each shipper entitled to such return files with the express companies a verified statement of outstanding empties, stating in whose hands and at what points the same are, within thirty days after effective date of classification."

Scale "E" has been struck out. The judgment of the Board in regard to the elimination of this section is as follows:

"During the hearing, and after full discussion, this section was struck out of the classification. This applied to manufacturers of and dealers in certain commodities when carried in large or continuous shipments. The rate set out therein required prepayment; if not, then the ordinary tariff and classification applied, even though the goods might not be perishable. This contains two forms of discrimination. *First*, in favor of the manufacturer or dealer, who had large or continuous shipments. Who was to say which manufacturer or dealer this applied to? The company, if it so desired, might apply this to favored customers and refuse the rate to others equally or more entitled to it. *Second*, the prepayment clause made two different rates applicable to one shipment."

**Some Reductions.**

The principal reductions announced so far consist of through joint rates between all companies somewhat less than the locals; striking out the owner's risk clause, and fixing rates on castings if returned within thirty days.

The different forms of contract have been thoroughly revised and the liability of the companies defined.

The new classification contains the old table of graduated charges for packages weighing less than 100 pounds. Assurances have been given that a new table of graduated charges will be submitted to the Board for approval, if possible, to take effect at the same time as the classification.

The companies must provide reasonably proportioned graduated rates for all 100 pound "merchandise" rates published in the local tariff. The Commission has taken decided objections to the present scale in that there are too few columns, and the benefit of this to the companies appears when clause (c) of rule 6 is read. In part it is as follows:

"When the rate between any two points is not given in the table of graduated charges, *the next higher rate* will be used for making prices, etc."

This unfairness will be removed.

Further explanations in reference to this ruling may be had by writing The Transportation Department, C.M.A., Toronto.

## CANADIAN INDUSTRIES

Mr. R. S. Gourlay, Addressing Science Students of University of Toronto, Shows Where Many Native Industries are Capable of Development.

**B**EFORE six hundred students and guests of the Engineering Society of the Faculty of Applied Science, University of Toronto, Mr. R. S. Gourlay recently spoke on the subject of Canadian Industries at the annual dinner of that body. He said:

"You have asked me to respond to the toast of 'Canadian Industries,' and at the outset I would compliment you on the term used. It is not as we hear it so frequently in tariff discussions, 'a few manufacturers,' but Canadian Industries, which cover an area from the Atlantic to the Pacific, which I cannot illustrate better than to give you a picture of my experience last summer in Kelowna, B.C., where the first manufacturing plant was started last year by a man who had hitherto been simply a grower, and also a little village of 125 inhabitants on the Digby Neck, N.S., which is typical of the whole of Canada. I found there a contented, happy settlement, its people engaged in agriculture and fisheries, and the product of the fishery being cured, smoked and packed for the market, even to the making of the cans, whilst, in addition, a buyer purchased another part of the fishing by-product for the export to the United States for manufacture into isinglass, because we have, as yet, no manufacture of this commodity in Canada.

"This, I say, is a picture of the whole of Canada. During the past few years industries have and are being established everywhere so that we now employ in Canada some 445,000 people in these industries, and if we allow a modest estimate for those dependent on them we have easily a million people who are directly supported from these industries, at least one-eighth of our population, without numbering at all the professional, commercial and transportation classes, who also derive the larger part of their incomes from these industries, indirectly it is true, but none the less surely.

"Another thought I would present is that though our industries are making progress, the output last year being estimated at a billion dollars, yet we are as yet only on the highway to being an industrial nation, as our customs imports show us that we imported some \$300,000,000 worth of manufactured articles last year, much of which is sold in competition with the same class of goods made in Canada, and the balance because, as yet, we have not entered upon their manufacture.

"For instance, Canada has deposits of silica, yet we make no plate-glass, no window glass and no glass blocks for cutting. Our glass manufactures cover only a fraction of our importation and are confined to bottles, fruit jars, chimneys, globes, and tumblers, with practically none of the finer glass products.

"Again, consider our immense deposits of clay everywhere, and yet beyond building material we only make brick and the common classes of tiles, flower pots, and earthenware, nothing of such table and artistic ware as we use every day, and without which our home would look poverty-stricken if they had to use only made-in-Canada clay products.

"Truly in these classes of industries many lines have not yet reached 'the infant stage,' and so is it in other directions, and there is, therefore, much room for you, young men, who are to go out as leaders and experts in industrial life, to apply your knowledge and see that we make even more rapid progress in the way to becoming a fully developed industrial nation.

"Still another thought—the Government statistics indicate that the relation in Canada between workmen and master is more ideal than elsewhere, in the matter of wages, for the Government statistics show that in Canada much higher wages are paid than in Great Britain and Germany, and wages fully as high are paid in Canada as in the United States, where by the use of larger plants and greater development in specialization the output for the same wage is from 20 to 25 per cent. greater per workman, whilst a still further indication of this happy, ideal condition between the master and men is revealed in the Government labor reports as to strike conditions. Last year with 445,000 workers there were, small and great, only 68 labor disturbances, affecting 17,000 employees, and that from these if you count out 12,500 employed in mining, building trades and transportation companies, there were but 4,500 people interested in all industries from fishing to street laborers, who, even for a period of a day or two were in any labor trouble, just 1 per cent. of the working force, a record such as cannot be found in any other country under the sun.

"In a word, you are entering on your life labor at a time when Canada is fairly on the highway to being, if not checked, a fully developed industrial nation, with conditions that are at present more ideal than elsewhere, when between master and man there is that spirit of copartnership that more than aught else will make this country a great industrial nation.

"It is for you, young men, to rightly apprehend and cultivate this spirit, that combined with your skill in specialization and expert trained guidance will so increase the output, augment the workman's wage and the employer's profit as to develop still further this ideal condition.

"I have but one more thought. I am old enough to have begun business at the time when I had to choose between remaining in Canada with limited prospects or to leave for a field of larger possibilities, and I stayed, when the large number of my boyhood friends were finding work to the south of us. The emigration from Canada was enormous, young men of to-day cannot comprehend how enormous, and I also have lived through a period when Canadian industries were so few and far between that Canadian products in my line had to be sold with a guarantee that if they did not please on trial, they would be replaced for the purchaser with American products. But we are past that point, and now the Canadian product is recognized in all parts of the world, as of a class that in point of merit averages a standard that is not excelled in any other country.

"Young men, this fruitage of past years is your heritage; prize it highly, don't part with it, or do aught to lose it. It is your birthright, don't for any temporary advantage become an Esau and sell it for 'a mess of pottage.'"

# SUCCESSFUL YEAR FOR INSURANCE COMPANY

Central Canada Manufacturers Mutual Fire Insurance Company Holds Annual Meeting. A Favorable Financial Statement Presented. Mr. P. W. Ellis, President, Delivers Annual Address and Reports Year's Progress.

**T**HE fourth annual general meeting of the members and policy-holders of the Company was held in the Board Room of the Canadian Manufacturers' Association, Traders Bank Building, on Thursday, 16th February, 1911, at noon.

Mr. P. W. Ellis, the President occupied the chair. Amongst others present were, Messrs. Alfred Jephcott, W. B. Tindall, J. F. M. Stewart (who represents on the Directorate the interests of the Canadian Manufacturers' Association), George B. Meadows, B. E. Bechtel, W. H. Rowley, Rhys D. Fairbairn, A. S. Purdy, G. Frank Beer, S. H. Chapman, John A. Sinclair (Fort William), Walter Sadler of Messrs. Sadler & Haworth, Montreal, J. McK. Robertson of The Maclean Publishing Company, Toronto, and others.

The President called upon the Secretary to read the Annual Statements of Income and Expenditure and of Assets and Liabilities, as follows:—

## Income and Expenditure.

Account for the year ending December 31, 1910.

To Losses incurred, including expenses of adjustment (28.81%)	\$15,975 78
General Expenses (21.27%)	11,792 12
Amount of Premium not called up from members under old policies (1.04%)	577 07
Amount added to Reinsurance Reserve account (27.70%)	15,355 00
Surplus to Profit and Loss Account (21.18%)	11,746 44
	<hr/>
	\$55,446 41

By Total Premiums after deducting rebates and cancellations	\$55,446 41
	<hr/>
	\$55,446 41

## Profit and Loss Account.

To balance from last account	\$11,758 98
Interest on Loans	1,599 04
Balance at credit	568 32
	<hr/>
	\$13,926 34
	<hr/>
By Surplus of 1910 account as above	\$11,746 44
Transferred from Deposit Account	2,179 90
	<hr/>
	\$13,926 34

N.B.—Prior to January 1st, 1909, the Company only collected 75% of the annual or basic premium and the difference, amounting to \$10,723.64, thus represents savings to the members. Had the full premium been collected the balance at credit would be increased by that amount.

## Assets and Liabilities.

### Assets.

Cash in Bank and in office	\$15,611 52
Amounts due from Policyholders	10,414 14
Ontario 3½% Bonds with accrued interest	\$54,867 50
Hull 5% Bonds with accrued interest	62,900 00
	<hr/>
	\$117,767 50
Less loan on account of purchase of above with accrued interest	67,340 00
	<hr/>
	50,427 50
Office furniture and plans	1,635 00
Sundry Assets	500 00
Unassessed portion of Premium Undertakings	159,992 00
	<hr/>
	\$238,580 16

### Liabilities.

Losses reported and unpaid	Nil
Due to other Companies for direct Premiums	\$6,516 91
Due to other Companies for re-insurance Premiums	5,103 40
Members' Accounts, at credit for deposits	2,083 79
Deposits of Policyholders, with accrued interest	36,380 74
Unearned Premium Account, full Government standard	27,935 00
Unassessed portion of Premium undertakings	159,992 00
Balance at credit of Profit and Loss Account	568 32
	<hr/>
	\$238,580 16

We certify that the above balance sheet exhibits a true and correct view of the Company's affairs as shown by the books of the corporation. We have audited the Company's books and state that our requirements as auditors have been complied with.

STIFF BROTHERS, by G. U. Stiff, F.C.A.,

Chartered Accountants.

Toronto, 13th February, 1911.

Surplus to Policy Holders.....\$199,024.50

Mr. P. W. Ellis, the President, then delivered his annual address and on behalf of the Directors expressed appreciation at the increased attendance at this meeting over meetings of previous years. He expressed the view of the Directors that at annual meetings of the Company it would be well to have as large an attendance as possible, so that if the members had particular ideas as to policy or plans for the operation of the Company they could then express them, and that the Directors not only cordially welcomed criticism at the annual meetings, but would always be glad to see members of the Company at the ordinary Directors' meetings—which were held about once in three months—or at the Executive and Finance Committee meetings, which were always held on the third Tuesday in the month, and oftener as occasion required.



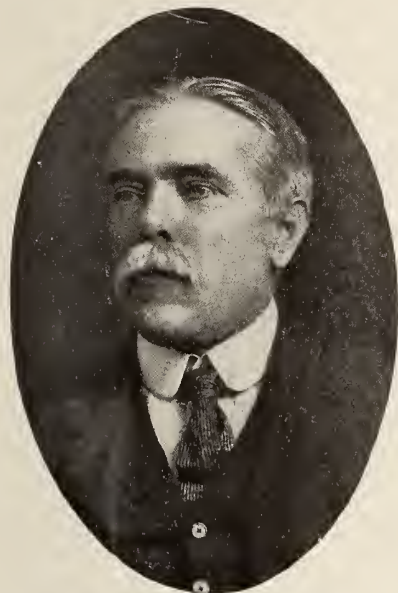
Mr. Ellis then dealt with some of the salient features of the year's account, which had been prepared as the Directors' Report, as follows:—

### DIRECTORS' REPORT.

#### Fourth Annual Meeting, February 16th, 1911.

In presenting the Fourth Annual Report for the year ending 31st December, 1910, your Directors have pleasure in drawing special attention to the favorable results of the year's operations.

In consequence of the taking over of the business of the Eastern Canada Manufacturers Mutual Fire Insurance Company as from October 1st, 1910, (although the contracts were only consummated on December 1st, 1910), the premium income of the Company has practically doubled, and in order to provide for the largely increased reserve to meet the unexpired



MR. P. W. ELLIS,

President Central Canada Manufacturers Fire Insurance Company.

premiums, we have set aside the sum of \$15,355.00 according to the full requirements of the Government standard.

Notwithstanding this large increase in reserve, it will be noticed the net surplus for the year amounted to \$11,746.44, or 21.18% of the premium income.

We particularly draw your attention to the continued decrease in the ratio of expenses, 21.27% against 21.90% of the previous year, even although we have this year spent nearly twice as much money in maintaining our Inspection Department. It is the intention of your Directors to still further improve the service by the employment of additional expert Inspectors, as we have every hope and expectation that the additional outlay will have a beneficial effect upon the Loss ratio. It is scarcely to be expected that we shall be able to maintain a Loss ratio as low as that shown last year, nevertheless we believe the maintenance of a high-class and regular inspection will contribute in no small degree to a ratio considerably below that of the average Stock Company.

At the request of the Directors the Manager has carefully abstracted from the Government returns statistics concerning the resources and experience of many of the leading Companies doing business in Canada, and we believe the members of our Company will appreciate a record of the same not only for purposes of comparison, but also to bring into clear relief

the resources and experience of the Central Canada Company. The following statements are, therefore, now printed as they were submitted to us:—

### FIRE INSURANCE IN CANADA.

Statement showing Resources and Results of 16 Canadian Companies and Results of 10 British and United States Companies for the years 1907, 1908 and 1909, as abstracted from the Annual Reports of the Dominion and Ontario Governments:

#### Canadian Companies under Dominion License.

Company Organized	Amount at Risk	Total Assets	Ratio of Assets to amt. of ins. in force. %	Average Ratio of Loss. %	Average Rat. o of Expense %	
<b>Anglo-American:</b>						
1899.....	\$28,974,762	\$337,686	1.17	71.23	35.96	
<b>British America:</b>						
1833.....	270,092,259	1,960,536	0.73	68.66	37.34	
<b>London Mutual:</b>						
1859.....	76,445,125	924,861	1.21	59.32	33.29	
<b>Manitoba:</b>						
1886.....	21,589,057	409,309	1.90	52.31	32.74	
<b>Montreal-Canada:</b>						
1859.....	25,001,056	246,003	0.99	59.33	45.25	
<b>Rimouski:</b>						
.....	20,683,480	393,805	1.42	57.29	32.60	
<b>Sovereign:</b>						
1905.....	17,867,566	608,732	3.41	51.70	52.65	
<b>Western:</b>						
1851.....	368,066,633	3,207,777	0.87	71.36	35.77	
Average of this Group ....					67.87	36.60

#### Canadian Companies under Ontario License.

<b>Economical:</b>						
1871.....	\$19,434,574	\$527,237	2.71	44.25	32.49	
<b>Hand-in-Hand:</b>						
1873.....	5,162,082	112,318	2.17	51.73	33.75	
<b>Millers &amp; Manufacturers:</b>						
1885.....	2,856,880	110,032	3.88	63.25	34.07	
<b>Queen City:</b>						
1871.....	10,493,825	327,867	3.12	39.50	33.82	
<b>Gore:</b>						
1839.....	18,946,322	679,760	3.60	42.51	32.30	
<b>Perth:</b>						
1863.....	21,865,313	481,836	2.20	50.00	36.18	
<b>Waterloo:</b>						
1863.....	33,097,982	650,403	1.97	57.31	32.67	
<b>York:</b>						
1896.....	17,024,566	222,885	1.31	67.60	27.03	
Average of this Group....					52.05	32.33

#### Foreign Companies under Dominion License.

Company	Assets in Canada	Ratio of Assets to amt. of ins. in force. %	Average Ratio of Loss. %	Average Rat. o of Expense %	
<b>Aetna:</b>					
1819.....	\$25,622,253	\$209,344	0.82	37.23	25.12
<b>Atlas:</b>					
1808.....	46,430,593	417,623	0.90	54.66	30.45
<b>Commercial Union:</b>					
1861.....	112,388,791	1,438,880	1.28	48.55	31.80
<b>Guardian:</b>					
1821.....	69,290,939	1,427,913	2.06	56.11	28.55
<b>Hartford:</b>					
1810.....	66,000,229	625,994	0.95	46.14	29.94
<b>Liverpool &amp; London &amp; Globe:</b>					
1836.....	131,071,989	3,432,552	2.62	60.45	28.00
<b>Northern:</b>					
1836.....	54,083,169	526,634	0.97	63.05	26.82
<b>Norwich Union:</b>					
1797.....	60,500,207	693,781	1.14	50.29	31.94

Royal:						
1845.....	143,065,745	2,766,484	1.93	55.34	28.60	
Sun:						
1710.....	41,962,833	521,676	1.24	55.31	31.34	
			Average of this Group....	54.07	29.30	

For the purpose of comparing the Resources and Results of the Central Canada Manufacturers Mutual Fire Insurance Company with the 26 Companies whose business is above recorded, the following are the Resources and Results of the Central Canada Company from organization, October 1st, 1907, to December 31st, 1910:

Central Canada Co.:					
1907.....	\$6,187,674	\$238,580	3.85	42.74	22.22

At the close of 1910 our amount at risk was \$6,187,674, and the Directors have looked very carefully into the distribution of this liability in the various cities and towns throughout the Dominion. The great uncertain element in fire insurance is the "conflagration," an event that experience conclusively proves is to be most rigorously guarded against. It will be patent to every member that manufacturing risks (which alone we are permitted by our Charter to insure) are largely isolated, and it will be equally well recognized that there is a greater tendency than ever to erect new buildings in the outskirts where land is plentiful and railway facilities more easily procured. This admitted general condition is our safeguard against serious conflagration, but to make assurance doubly sure, we have pleasure to state that the question of congestion is carefully considered in deciding upon the eligibility of every risk submitted for acceptance.

While we have every reason to be pleased at the results so far accomplished, we expect to do better in the future, and with the active and earnest co-operation of the members in carrying out improvements from time to time suggested by the Company's Inspectors such an anticipation may not be regarded as otherwise than quite probable.

P. W. ELLIS, *President*.

The President asked for criticism or other remarks from any of the members, and a number responded expressing satisfaction with the result of the year's business, and particularly recognizing the fact that apart from any pecuniary advantage the Company might be to the members who were insured, its plans and purposes had operated advantageously to the membership generally in the matter of fire insurance rates, and that for this reason, if for none other, the Company should be strongly supported and maintained. After this free expression of opinion, it was moved by Mr. W. H. Rowley, seconded by Mr. W. B. Tindall—

*Resolved*, That the Annual Report as certified by the Auditors and as presented, be adopted and a copy sent to each member of the Company in such form as may be approved by the Executive and Finance Committee.

The following gentlemen were elected Directors of the Company for the ensuing year:—

B. E. Bechtel, Bechtels, Limited, Waterloo; G. Frank Beer, The Eclipse Whitewear Co., Limited, Toronto; P. W. Ellis, P. W. Ellis & Co., Limited, Toronto; R. D. Fairbairn, The R. D. Fairbairn Co., Limited, Toronto; G. E. Goldie, Canadian Cereal & Milling Co., Limited, Toronto; A. Jephcott, Dominion Paper Box Co., Limited, Toronto; W. C. Laidlaw, The R. Laidlaw Lumber Company, Toronto; G. B. Meadows, G. B. Meadows, Toronto Wire, Iron & Brass Co., Limited, Toronto; Howard Murray, Shawinigan Carbide Company, Montreal; A. C. Ransom, The Ault & Wiborg Co. of Canada, Limited, Toronto; W. H. Rowley, The E. B. Eddy Co., Limited, Hull;

J. H. Sherrard, Alaska Feather and Down Co., Limited, Montreal; J. F. M. Stewart, Point Anne Quarries, Limited, Toronto; W. B. Tindall, Parry Sound Lumber Company, Toronto; C. C. L. Wilson, Ingersoll Packing Co., Limited, Ingersoll.

The President then explained that the books of the Company were regularly audited month by month by Messrs. Stiff Bros., Chartered Accountants, to whom they were largely indebted for the excellent office system, particularly in respect of accounts, under which we were now operating, and stated that it was a privilege of the members to elect the Auditors at their annual meeting. It was on motion duly made and seconded—

*Resolved*, That Messrs. Stiff Bros., Chartered Accountants, be appointed Auditors for the ensuing year upon terms to be fixed by the Directors of the Central Canada Company.

On motion duly made and seconded, it was—

*Resolved*, That the thanks of the members be tendered to the President and Directors of the Company for the efficient services so freely rendered during the past year.

The President in acknowledging the vote of the members, stated that while the services which had been rendered had been entirely without remuneration or compensation of any kind, they were glad to give the time necessary to the furtherance of the plans of the Central Canada Company for the common good, and hoped that during the year the members of the Canadian Manufacturers' Association would continue to rally round the Company, so that it might be in a position to render better service in the future even than it has since organization.

The meeting then adjourned.

#### SALES FOR SOUTH AFRICA IN ENGLAND.

Mr. Harrison Watson, of the Canadian Trade Commissioner's Department, London, Eng., gives the following interesting information in reference to South African purchases:

"As those who have consulted the reports of the South African Trade Commissioners have learned, a certain proportion of business firms in the Union are either branches of United Kingdom houses or are financially connected with them.

"As a result a considerable proportion of the buying for South African accounts is conducted in the United Kingdom, and this office occasionally receives inquiries upon these lines. A London merchant, possessing a branch in Delagoa Bay, who has been purchasing largely in certain lines from United States manufacturers, recently consulted this office as to the possibility of Canadian manufacturers being in a position to quote for some of his requirements, and in order to show the variety of goods which his friends are importing he has furnished a copy of various indents for United States goods. A selection from the list will afford Canadian manufacturers some idea of the goods in demand. This particular merchant, and probably others, would be glad to receive catalogues and prices, c.i.f. South African ports, from any wishing to quote for the business. Quantities of individual shipments are frequently small, but there should be a considerable turnover.

The list included: Bentwood furniture, also walnut bureaux, washstands and chairs, oak and other tables, desks, chests of drawers, book cases and furniture generally, doors, barge boards, shelving and clear pine, oars, step ladders, wheelbarrows, carts and buggies, hickory hammer handles, pick handles, spokes, garden hose, hinges, locks, fasteners, wire cloth, sluice forks, planes, saws, hammers, axes, peavies, tools of various kinds, lamps, burners, clocks, canned salmon, beef and other meats, cereal foods."

## COMMERCIAL HOUSE IN CUBA.

### Commissioner Kirkpatrick Advocates Establishment in Havana to Promote Canadian Interests.

**N**EITHER in Havana nor throughout the whole country of Cuba is to be found a single Canadian commercial house. Some Canadian interests are well represented in Cuba; in banking Canada stands second to none in the confidence which Cuba has in Canadian institutions established in the island; in insurance, Canadian companies successfully meet all competition; Canadian capital is largely invested in Cuba, and Canadian companies have successfully developed many of the vast resources of the country.

In the field of Canadian commerce, however, it has been left for foreigners—Cubans, Spaniards and Americans—to reap the profit of the Canadian export trade, and Canada has remained quite indifferent to the possibilities offered in this direction. In the last monthly trade report received, that of October, 1910, is shown an increase for that month in exports to Cuba of 100 per cent. over the corresponding month of 1909, and an increase in imports of 500 per cent. This is in the face of the most disappointing difficulties and losses under present conditions. The losses which have been incurred by Canadian exporters to Cuba, due entirely to present unsatisfactory conditions, have been in a large measure unnecessary, but are a serious handicap in the proper development of the Cuban trade.

#### No Protection for Shipper.

Cuba is a natural market for many Canadian products. Of such, agricultural products are in chief demand, but being of a perishable nature and the exporter being entirely at the mercy of the buyer in Havana when shipments are rejected, one after another has abandoned the field as being of too precarious a nature under present conditions. Thousands of dollars have been lost by Canadian exporters who have sold cargoes in good faith on a c.i.f. basis with drafts against documents, and then have been obliged to accept any discount which the importer wished to impose. There is at present no other alternative. If the goods are left in the docks for a longer period than 48 hours they are subject to dock fines, which the exporter must pay. Long distance cable arguments are of no avail, and the buyer's terms invariably have to be met.

#### Unsatisfactory Results of Present Methods.

It is safe to assert that 95 per cent. of the Canadian exports to Cuba are handled through the medium of brokers. Of these, many are reliable, and will do what they can in the interest of the exporter, but none have any means of protecting a shipment on arrival if rejected by the buyer. If the buyer wishes to break his contract the slightest technicality is sufficient. Any evidence of decay, a suspicion of frost bite, the slightest fault in packing, delay in arrival of goods, or even a few boards out too thin in a lumber shipment, will leave the shipment on the broker's hands. He is powerless to furnish protection for it. So many cases might be cited in support of these statements that space would not permit reference to them.

#### Experiences of One Exporter.

The following extract from a Canadian export firm, written under date of January 5th, is illustrative of existing conditions:—

"We do not feel like making any connections in Havana

at the present time owing to the very unsatisfactory manner in which our contracts made with buyers in your city during May and June were handled. We sold probably . . . during this period and had trouble on practically every shipment, although our contracts were entirely in order. Our losses in connection with these contracts were nearly \$3,000, and, of course, our banks here fight shy of any paper for Cuba. In fact, I do not think very much business has been done with Canadian firms in our line since last summer, and we know for a fact that two of our largest banks here will not accept or discount paper or bills of lading drawn on firms in your city. This is very unfortunate, as our firm and one or two others worked hard during the past five years trying to work up a satisfactory trade with your country, and we always made a point to have only the very best grades shipped.

"In our fifteen years' experience in the trade we cannot recall when our shipments were so badly handled as the contracts above referred to. On one small shipment, amounting to \$1,200, the goods were refused on arrival, and although we cabled our brokers to dispose of them, they claimed it was impossible to do so. They then advised us to sue the buyers. We were then obliged to cable delivery of the goods and cabled as well \$500 to pay dock fines, etc. This occurred last June, and since that time we have had no word as to what is being done, and, although we have written several times, can get no information.

"Under the circumstances, you can understand why we are not anxious to do any more business in Havana. We think, in the interest of brokers and others in Havana who are anxious to see further trade being done with Canada, that our case should be referred to someone who will make a close investigation and see that the guilty parties are summarily dealt with. Matters of this kind are unheard of in any of the European or continental ports, and we see no reason why merchants in Havana, who make contracts and do not live up to them, should not be brought before the courts and shippers be given every protection to their interests."

#### Agitation for Canadian House.

In the summer of 1909, at several meetings of the produce shippers of New Brunswick the situation in Cuba was thoroughly discussed. The consensus of opinion was that the shippers should combine in their own interests and establish a house in Havana in the interests of all.

During this agitation, a St. John firm with a limited capital opened a house in Havana on their own account and then asked the other shippers to co-operate with them. Some would probably have done so had it not been for the disastrous results in their first shipment of a cargo of diseased potatoes in which they admitted a loss of \$6,000. Late in the spring of last year the same firm chartered a barkentine and loaded it with 9,000 bags and barrels of the former year's crop of potatoes. The potatoes were not only old, but a part of the cargo had been damaged by a lighter sinking beside the vessel in St. John harbor as it was ready to be unloaded. After 18 days, when the vessel arrived in Havana, the whole cargo was ruined. The firm estimated their loss at \$11,000. These two losses, for which the Cuban market was in no respect to blame, proved too much for this firm to stand, and the situation remains at present as it was two years ago, so far as the export trade is concerned.

#### Necessity for Representative Canadian Houses.

There is no country in the world with which Canada has commercial connections in which a representative Canadian house is more needed to handle the exports than in Cuba. The Cuban market cannot be excelled. Generally speaking, all business firms are sound, meet obligations promptly, and very

rarely ask for any lengthy credit. From a central house in Havana deliveries could be quickly made by rail to any town in the island, and the volume of business that could be done would be limited only by the amount of capital available.

No one unacquainted with Cuba can appreciate the enormous volume of the imports nor the wealth of the business firms. There is a constant demand for Canadian products such as vegetables, oats, hay, bran, apples, fish, butter, eggs, smoked meats, canned goods, biscuits, condensed milk, candies and possibly flour. Some Canadian manufactures such as paper are in large demand. Inquiries have also been received at the office from manufacturers of furniture and office supplies, carriages, wagons, automobiles, rubber goods, hardware, plumbers, supplies, pianos, art goods, jewelry, machinery, farming implements, etc. All of these would indicate that a greater demand could be created if any business-like effort were made in this direction.

#### Cost of Establishing Such a Venture.

A license to carry on such a business would cost approximately \$1,000 a year, and the rent of a suitable house would be probably from \$2,000 to \$4,000. A company established on a solid basis could furnish full cargoes for Canadian steamers and could also do much to provide cargoes for a return service; a weak company could make but little if any headway.

The present trusts in Havana will do all they can to crush weak opposition, but would be powerless in the face of a strong organization, supported by a good line of steamers. It is time that the exporters of Canada interested in the Cuban market should combine in their own interests. It can be done through the incorporation of a company with sufficient capital to avoid any possibilities of failure.

E. S. KIRKPATRICK.

## POSITION OF MANUFACTURERS

### Executive Council of Canadian Manufacturers Association Express Opposition to Reciprocity in Resolution Unanimously Adopted.

**T**HE Canadian Manufacturers' Association, through its Executive Council, has issued the following statement of its views of the Reciprocity Agreement:

"The proposed reciprocal trade agreement between Canada and the United States which the Government has introduced has occasioned no little surprise to the Canadian Manufacturers' Association: (1) because there had been no general discussion of a measure so revolutionary in character, and (2) because of the importance which the present Government has hitherto attached to stability of the tariff, and its avoidance of any change except after careful investigation by a special tariff commission. Under the circumstances, an expression of the association's opinion seems to be called for.

#### The Country as a Whole.

"In our consideration of the agreement we have endeavored to look upon it as it affects the country as a whole in its possible relation to our future destiny.

"As manufacturers, we have hesitated to express opinions on an agreement which, in its present scope, does not directly affect very many manufacturing industries, but which deals with a large range of natural and agricultural products. Gladly would we join in support of such an agreement,

if we felt that the anticipated benefits could be depended upon to follow, and if in obtaining them we were sure Canada was not making sacrifices which, as a nation, she might regret in the years that are to come.

"Recognizing then that an arrangement such as is proposed, while bringing advantages in some cases will unquestionably work injury in others, we believe that as a whole it is not in the best interests of our country.

"Our widely scattered territory, with its diversified interests, requires the strengthening of every national tie to build us up as a strong and united people.

#### Independence upon States.

"The proposed agreement looks toward dependence upon the markets of the United States rather than toward the expansion of our home market, which for years has demonstrated its ability to consume over 80 per cent. of all the farm produce we raise.

"It would divert a large measure of trade north and south which now goes east and west and west and east between the sister Provinces, and so would help to build up United States cities, ports and transportation routes by directing thither the trade now carried through our own channels.

"But, apart from all these considerations of wealth or material advantage, we feel that the substitution of intercourse with the United States in place of the intercourse which now obtains between our own Provinces as well as with the mother country and the sister colonies, and the placing of ourselves under obligations to the United States in such a way as to prevent free and independent nation on our part regarding questions of public policy, mean the beginning of a condition which will extend and which the United States will do all possible to extend until our very existence as a separate nation is threatened.

"On this, the broadest of all national grounds, we feel that it is in the interest of our country as a whole that this measure should not pass, but that we should go on developing our natural resources and expanding our interprovincial trade as we have for the past decade without any entangling tariff agreement with our neighbor to the south."

#### A BOOK ON TORONTO'S OPPORTUNITIES.

A book of opportunities has been issued by Robins Limited, for distribution in Great Britain, among those who are thinking of taking up life in Canada. It illustrates the many districts in Toronto and its suburbs which have been turned into residential areas during the past few years. It also records in striking manner the great increase in values which has taken place in city land. The booklet is attractively illustrated with views of Toronto residences. Especial attention is given to areas within reach of factories, as suitable sites for workingmen's homes.

#### FACTS ABOUT RECIPROCITY.

A valuable pamphlet on the subject of Reciprocity, with special reference to the Treaty of 1854-1866, has been published by Mr. E. B. Biggar. The immense mass of information which Mr. Biggar has compressed into the comparatively few pages of his article makes it of inestimable value now that the general subject of our commercial relations to the United States is up for discussion. Mr. Biggar sketches the movement which culminated in the treaty and the effect it had on Canada. He is not favorable to Reciprocity. As he well points out, there are other things to consider besides material advantages.

**MEXICAN CUSTOMS REGULATIONS.**

According to the Mexican Customs Regulations, goods found in a package, which have not been declared in the Customs declaration, and goods declared as being of less weight or measure than is actually the case, or as of inferior quality to the true quality, are chargeable not only with the duty properly leviable thereon, but also with double the difference between the amount of duty on the goods as declared and the amount properly leviable. Importers may, however, appeal against the imposition of the additional duties either to the judicial authorities or to the Department of Finance. In either case the appeal must be presented within fifteen days from the date on which the decision of the Customs is notified. If the appeal is made to the judicial authorities, the petition must be accompanied by a voucher showing that the ordinary duties have been paid, and also by security for the payment of any additional duties which may be imposed, either a cash deposit or the goods themselves being offered as such security. Appeals to the Department of Finance must be presented through the Customs house by which the additional duties are claimed. Pending the decision of the Minister of Finance, the goods may be delivered, provided that the appellant deposits the amount of the additional duties in cash, or enters into a bond for their payment.

Where, on the examination of goods by the Customs, it is found that the declared quantity exceeds the quantity actually imported, duty is levied on the actual quantity revealed by examination of the goods, and the declarant is subject to a fine amounting to five per cent. of the excess duty which would have been levied had the declaration been accepted by the Customs.

Where it is found that the declared quality of the goods is superior to the quality actually revealed by examination, duty is levied according to the actual quality, but the declarant is punished by the Ministry of Finance with a fine not exceeding fifty pesos, the fine being proportionate to the amount of the excess duties remitted. It rarely happens that the Decision of the Ministry in such cases is appealed against.

Errors in ships' manifests, if they do not concern the number of packages shown in the manifest, may be corrected by a rectification, which is accepted without the imposition of a fine. Errors which concern the number of packages shown in the manifest may be corrected, subject to the payment by the ship's master of a fine not exceeding twenty-five pesos for each additional or missing package such correction is, however, accepted without penalty when the additional or missing packages are covered by a consular invoice which includes other packages shown in the manifest.—*Board of Trade Journal.*

**5,000 FACTS ABOUT CANADA.**

The 1911 edition of this indispensable collection of concrete, crisp Canadian Facts, edited by Frank Yeigh, of Toronto, the well known lecturer and writer, and author of the new book, "Through the Heart of Canada," has been issued and is filled with fresh data of a most interesting and illuminating character. It is a marvel of condensation, presenting in small space striking figures relating to every phase and department of Canada's resources, trade and national life.

Its popularity and wide sale can easily be understood, in fact, it is, as has been said, "worth its weight in Cobalt silver or Yukon gold." The booklet may be had from the leading newsdealers, or for 25 cents from the Canadian Facts Publishing Co., 667 Spadina Avenue, Toronto.

**PRODUCTION OF PIG IRON IN UNITED STATES.**

The Bulletin for 1st February of the American Iron and Steel Association publishes the following particulars of the production of pig iron in the United States in 1910, as compared with the previous year:—

	1909. Tons.	1910. Tons.
Total .....	25,795,471	27,298,545
Bessemer and low-phosphorous..	10,557,370	11,244,612
Basic .....	8,250,225	9,084,520

**EASTERN ROUTE TO AUSTRALIA.**

Speaking of the arrival of the first two steamers on the new route between Eastern Canadian ports and Australia and New Zealand, Mr. D. H. Ross, Canadian Trade Commissioner to Australia, says: "The increased interest taken by Australian importers in the cargo service from Eastern Canada ports, evidenced by the number of inquiries and correspondence received at this office, should impress exporters of the value of this market, and the obvious necessity of devoting the energy and care of their competitors in the development of the trade." The first steamer to sail carried 625 tons of freight and the second 750 tons. The inauguration of this service was highly successful and gives promise, taken in conjunction with the feeling in Australia, mentioned by Mr. Ross, of a large development.

**POSITION WANTED.**

Manufacturing Chemist, specializing in polishes and grocers' sundries, desires executive position with firm of good standing. Fifteen years' experience in England and Canada.—Address Box 55, INDUSTRIAL CANADA, Canadian Manufacturers Association, Toronto.

**NEW ZEALAND WANTS GOODS.**

The Canadian Trade Commissioner to New Zealand has forwarded to the Department of Trade and Commerce, Ottawa, the following inquiries:

**Contracts for Electric Cranes.**

Canadian manufacturers of electric cranes will have an opportunity of tendering for four electric cranes required by the Auckland Harbor Board, Auckland, N.Z. Copies of specifications and plans have been sent to the Department of Trade and Commerce, Ottawa. It is stipulated that the whole of the plant must be of British manufacture. Time for tenders expires May 2nd, 1911.

**Contract for Electric Capstans.**

Tenders have also been invited by the Auckland Harbor Board, Auckland, N.Z., for four electric capstans. Plans and specifications have been sent to the Department of Trade and Commerce, Ottawa. The material must be of British manufacture. Tenders are returnable to the Chairman of the said Board on May 2nd, 1911.

The Dodge Mfg. Co., Limited, Toronto, have issued a catalogue illustrative of the friction clutch mechanism which they manufacture. The booklet is fully illustrated and the whole subject is discussed in a way which will prove of interest to all power users. It will be sent free to any address on application.

# CHANGES IN FREIGHT RATES DURING FEBRUARY

List of Freight Schedules Filed with the Board of Railway Commissioners During month of February, 1911.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

## Canadian Pacific Railway.

E. 2013 Cancels E. 1899 Sup. 1 E. 1207	E. 1609 Cancels E. 1489 Sup. 1 E. 788	Mar. 15, '11	Ore, c.l., from C.P. stations to points in the U.S.
		Feb. 20, '11	Asbestos, c.l., Sherbrooke to Toronto, cancelled. No commodity rate in effect.
Sup. 12 E. 1762	Sup. 12 E. 1350	Feb. 11, '11	Commodities from points in Eastern Canada to points in the North-west.
Sup. 7 E. 1242	Sup. 7 E. 1655	Mar. 12, '11	Commodities, C.P. stations to Buffalo, Black Rock and Suspension Bridge, N.Y.
Sup. 4 E. 1679	Sup. 4 E. 1266	Feb. 2, '11	Classes between C.P. stations and stations on the Ottawa & New York Railway.
Sup. 12 E. 1023	Sup. 12 E. 611	Feb. 15, '11	Classes from C.P. stations west of Montreal to points on the Intercolonial Railway.
E. 2004 Cancels E. 1682	E. 1600 Cancels E. 1269	Feb. 12, '11	Starch, c.l., min. 35,000 lbs., from C.P. stations to points in the U.S.
E. 2007	E. 1603	Feb. 6, '11	Classes from C.P. stations east and south of Montreal to Intercolonial Railway.
E. 2006	E. 1602	Feb. 6, '11	Classes from C.P. stations to points east of Montreal on C.P. and Temiscouata Railways.
Sup. 8 E. 1752	Sup. 8 E. 1340	Feb. 27, '11	Wood pulp from C.P. stations to points in the U.S.
Sup. 14 E. 1538 Sup. 4 E. 1412	Sup. 14 E. 1123 Sup. 4 E. 996	Jan. 30, '11	Local switching charges at C.P. points.
		Feb. 15, '11	Classes from stations west of Montreal to stations east and south thereof.
Sup. 2 E. 1993	Sup. 2 E. 1587	Feb. 11, '11	Commodities from Atlantic Div. stations to points in Quebec and Ontario.
Sup. 6 E. 1957 E. 2011	Sup. 6 E. 1550 E. 1607	Feb. 4, '11	Commodities between stations on C.P.R.
		Feb. 3, '11	Iron and steel from Sault Ste. Marie, Ontario, to points in the North-west.
E. 2015 Cancels E. 1984 Sup. 4 E. 1634	E. 1611 Cancels E. 1578 Sup. 4 E. 1221	Mar. 15, '11	Wood pulp board, c.l., Ottawa and Hull to points in the U.S.
		Feb. 27, '11	Import merchandise from ship's side, St. John and W. St. John to points on C.P.R. and connections.
Sup. 4 E. 1666	Sup. 4 E. 1253	Mar. 6, '11	Commodities from points in Ontario to Boston and Mystic Wharf, for export.

Sup. 3 E. 1675	Sup. 3 E. 1262	Mar. 3, '11	Class and commodity from C.P. stations to points in New England.
<b>Grand Trunk Railway.</b>			
E. 2249	C.N. 88	Jan. 28, '11	Roofing slate, c.l., min. 40,000, from Montreal and Lachine to stations in the North-west.
Sup. 2 E. 1625	Sup. 2 J. 3	Feb. 15, '11	Class rates between G.T. stations and Temiscouata Railway.
Sup. 6 E. 1124	Sup. 6 J. 2	Feb. 15, '11	Classes from G.T. stations to points on the Intercolonial Railway.
Sup. 2 E. 1704	Sup. 2 J. 4	Feb. 15, '11	Classes from G.T. stations to points on the C.P.R. in New Brunswick.
E. 2246 Cancels E. 538	M. 16 Cancels M. 1	Feb. 6, '11	Classes from Montreal and common points to Intercolonial Railway station.
Sup. 8 E. 2031	Sup. 8 C.P. 58	Jan. 30, '11	Wood pulp, c.l., from Campbellford to St. Catharines, Ont.
Sup. 8 E. 1142	Sup. 8 C.D. 20	Feb. 6, '11	Cement, c.l., from Montreal and Montreal Wharf to points on the C.V. Railway in Canada.
Sup. 16 E. 2020	Sup. 16 C.P. 57	Feb. 2, '11	Strawboard, c.l., from Campbellford to L'Epiphanie, Que., via Hawkesbury, 16½ cents per 100 lbs.
Sup. 1 E. 2246	Sup. 1 M. 16	Feb. 6, '11	Classes from Montreal and common points to stations on the Intercolonial Railway.
Sup. 4 E. 1633	Sup. 4 A. 7	Feb. 5, '11	Classes and commodities between Lower Province ports and ports of call; also to points on the Dominion Atlantic and Halifax and South-western Railways.
E. 2250 Cancels E. 2249	C.N. 89 Cancels C.N. 88	Feb. 4, '11	Asbestos roofing, c.l., Montreal and west to points in the North-west.
Sup. 40 E. 223	Sup. 40 G.A.A. 3	Feb. 20, '11	Pig iron, c.l., Montreal to Granby, Que., \$1.35 per gross ton.
E. 2253 Cancels E. 23	V. 17 Cancels G.B.A. 1	Mar. 15, '11	Classes from G.T. stations in U.S. to points on the Intercolonial Railway.
E. 2255 Cancels C.A. 12	C.F. 20 Cancels U.S. 296	Mar. 20, '11	Lumber and forest products, c.l., from Ottawa Div. stations to points on Pennsylvania Railroad.
Sup. 11 E. 2218	Sup. 11 C.Y. 16	Mar. 1, '11	Commodities between G.T. stations and to points on connecting lines.

**Lehigh Valley Railroad.**

894  
Cancels  
881

Mar. 11, '11

Copper rods and copper wire, c.l., L.V. stations to Montreal and Montreal points, 20 cents per 100 lbs.

**Michigan Central Railway.**

Sup. 4  
1132

Sup. 4  
7332

Feb. 22, '11

Classes between M.C. stations and points on the Pere Marquette Railroad in Canada.

Sup. 23  
1443

Sup. 23  
7960

Feb. 20, '11

Commodities between M.C. stations in Canada and points on the C.W. & L.E. Railway, N.St.C. & T. Railway, and T.H. & B. Railway.

Sup. 10  
1376

Sup. 10  
7824

Feb. 6, '11

Reshipping and special regulations in Canada on M.C. Railroad, C.W. & L.E. Railway, N.St.C. & T. Railway, and T.H.B. Railway.

Sup. 22  
1443

Sup. 22  
7960

Feb. 6, '11

Commodities between M.C. Railroad, C.W. & L.E. Railway, N. St.C. & T. Railway, and T.H. & B. Railway to points on connecting lines.

Sup. 13  
1511

Sup. 13  
8148

Feb. 28, '11

Classes and commodities from M.C., N.St.C. & T., and C.W. & L.E. Railways to points in the U.S.

**Chesapeake & Ohio Railway.**

2

2323-A.

Mar. 2, '11

Brick and articles taking same rates, C. & O. stations to points in Canada.

Sup. 4  
87

Sup. 4  
13335

Feb. 3, '11

Pig iron, billets, etc., from C. & O. stations to points in Canada.

**Baltimore & Ohio R.R.**

Sup. 7  
693

Mar. 1, '11

Billets, pig iron, etc., from B. & O. stations to points in Ontario.

**Bay of Quinte Railway.**

377

121

Jan. 25, '11

Classes between B. of Q. stations and stations on the I.B. & O. Railway.

**Lake Shore & Michigan Southern Railway.**

Sup. 19  
181

Mar. 15, '11

Billets, pig iron, etc., from L.S. & M.S. stations to points in Canada.

**Pennsylvania R.R.**

Sup. 10  
J. 25

Feb. 27, '11

Classes from Pennsylvania stations to points in Canada.

**Baltimore and Ohio R.R.**

Sup. 4  
618

Mar. 6, '11

Iron and steel articles from B. & O. stations to points in Canada.

**Erie Railroad.**

203

B. 1071

Mar. 3, '11

Pig iron, c.l., from North Tonawanda, N.Y., to St. John's, Que., \$3.40 per ton 2,240 lbs.

**Delaware & Hudson Co.**

Sup. 7  
838

Sup. 7  
5022

Mar. 4, '11

Commodities from D. & H. stations to points on C.P. Railway.

**Pittsburg, Cincinnati, Chicago & St. Louis Railway.**

Sup. 18  
P. 21

Mar. 1, '11

Class and commodity, P.C.C. & St. L. stations to points in Canada.

**Pittsburg, Shawmut & Northern R.R.**

106  
Cancels  
83

1140  
Cancels  
712

Mar. 4, '11

Brick and clay products, C.L., P.S. & N. stations to points on G.T. Railway.

**Baltimore & Ohio Southwestern R.R.**

207  
Cancels  
50

H. 2407  
Cancels  
H. 2106

Feb. 5, '11

Lumber, c.l., from B. & O.S.W. stations to points in Canada.

**Pennsylvania Company.**

Sup. 14  
F. 27

Feb. 15, '11

Class and commodity from lines west of Pittsburg to stations in Canada.

**Louisville, Henderson and St. Louis Railway.**

Sup. 4  
4

Sup. 4  
798

Jan. 17, '11

Class and commodity from L. H. & St. L. stations to points in Canada.

**Wabash R.R.**

518  
Cancels  
32

11661  
Cancels  
34632

Dec. 22, '10

Classes between Wabash and N. St. C. & T. Ry. stations.

**Erie R.R.**

Sup. 50  
C.R.C. 1

Sup. 50  
A. 49

Jan. 27, '11

Class and commodities, Erie. R.R. points to stations in Canada.

**Lake Shore & Michigan Southern Railway.**

Sup. 18  
181

Feb. 1, '11

Articles of iron and steel from L.S. & M.S. stations to points in Canada.

**Wheeling and Lake Erie R.R.**

65  
Cancels  
38

Feb. 14, '11

Iron and steel articles from W. & L.E. stations to points in Canada.

**Illinois Central R.R.**

A. 116

Feb. 1, '11

Articles of iron and steel from Ill. Cent. stations to points in Canada.

**Minneapolis, St. Paul and Sault Ste. Marie Railway.**

418  
Cancels  
9

12845  
Cancels  
3328

Feb. 2, '11

Classes from M.St.P. & S.S.M. stations to points in Canada.

## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.*

- 
77. **Pick and Shovel Handles.**—A Manchester firm asks for prices, all sizes of pick and shovel handles, from Canadian manufacturers.
78. **Roofing Paper.**—A Vancouver agent enquires for the names of manufacturers of Neponsette, Monitor and Paroid Roofing Papers.
79. **Roll-top Desks.**—A Manchester firm asks for prices and catalogues of roll-top desks from Canadian manufacturers.
80. **Sales Manager.**—The sales manager of a large flour firm in Minnesota is anxious to return to Canada if he can secure a similar position in some good manufacturing concern. Excellent references and experience.
81. **South American Trade.**—Firm of commission agents and merchants in Vancouver have excellent facilities for covering the west coast of South America. Will be pleased to hear from firms interested.
82. **Soft Elm Boards.**—A large firm of timber importers in London, E.C., England, are in the market for considerable quantities of elm planks. References.
83. **Shovel Handles.**—A Manchester firm asks for prices of shovel handles from Canadian manufacturers.
84. **Strawboards.**—A Manchester firm asks for samples and prices of strawboards from Canadian manufacturers.
85. **Tallow.**—An Amsterdam firm is desirous of getting into touch with Canadian exporters of tallow.
86. **Wooden Wash Boards.**—A Manchester firm wishes to correspond with Canadian manufacturers of wooden wash boards.
87. **Wooden Wash Boards.**—A Manchester firm asks for prices and description of wooden wash boards from Canadian manufacturers.
88. **Wood Pulp Boards.**—A Manchester firm asks for samples and prices of wood pulp boards from Canadian manufacturers.
89. **Australian Trade.**—A prominent firm of manufacturers' agents in Melbourne desire to get in touch with Canadian manufacturers of hardware and other lines suitable for the Australian market.
90. **Agricultural Machinery and Implements.**—A Cape Town firm of wholesale importers desires to be placed in communication with Canadian manufacturers and exporters of agricultural machinery and agricultural implements.
91. **British Agents.**—A well-known firm of import agents in London, England, will be pleased to get in touch with any Canadian firms seeking export trade in Great Britain.
92. **Cream Separators, Churns and Dairy Utensils.**—A Cape Town firm of wholesale importers desires to be placed in communication with Canadian manufacturers and exporters of cream separators, churns and dairy utensils.
93. **Empty Barrels.**—A prominent Ontario firm, members of the C.M.A., have a stock of empty barrels for sale. They are well made and paraffined thoroughly inside.
94. **Edge Tools and Agricultural Implements.**—A firm in Columbia, South America, wishes to be placed in communication with Canadian exporters of the above article.
95. **Fencing Wire, Fencing Standards and Baling Wire.**—A Cape Town firm of wholesale importers desires to be placed in communication with Canadian manufacturers and exporters of fencing wire (barbed and plain), fencing standards and baling wire.
96. **Flour.**—A broker in Cienfuegos, Cuba, wishes to develop a market in that city for Canadian flour.
97. **Hinges.**—A prominent firm of manufacturers in Walsall, England, write that they could handle Canadian-made hinges in quantity if prices are right. Requirements on application.
98. **Hay.**—A firm of flour and feed importers in Kent, England, are in the market for hundred-ton lots of the very best Canadian hay.
99. **Hardware of All Kinds, Radiators, Plumbers' Brass Work.**—A firm of builders' hardware merchants in Dublin, Ireland, wish quotations from Canadian exporters of various lines of hardware, etc. Further particulars on application.
100. **Hardware, Handles, etc.**—A firm of importers in Comrie, Scotland, are interested in getting in touch with Canadian exporters of the above and other goods.
101. **Maple Flooring.**—A large firm of flooring specialists in London, England, are anxious to get in touch with Canadian exporters of maple flooring.
102. **Manufacturers' Agent.**—Commercial man with many years' experience is anxious to get in touch with Canadian exporters seeking an agent in Great Britain.
103. **Maple Last Blocks.**—Particulars of an excellent opening for the sale of maple last blocks, in the rough and turned, may be had on application to the Secretary. There is an extensive demand for these goods in Great Britain.
104. **Minerals.**—A correspondent in South Wales is open to receive supplies of iron and manganese ores, and other minerals, from Canada.
105. **Milk Bottle Caps.**—A London company invites samples and quotations from Canadian manufacturers of milk bottle caps. They would also be glad to hear from Canadian manufacturers of engineering specialties and novelties connected with the dairy trade.



- 106. **Mica.**—A firm of importers wishes to import mica and would like to correspond with some firm in Canada who are willing to cut it to importers' specified size.
- 107. **Paper of All Kinds, Boards and Leatherboards.**—A large firm of wholesale paper dealers and importers in London, England, are anxious to get in touch with Canadian manufacturers of first-class papers and boards.
- 108. **Paper for Printing.**—A firm in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above article.
- 109. **Paving Bricks.**—The President of the Streets Committee in Colombia, South America, wishes to be placed in communication with Canadian exporters of paving bricks, and to obtain samples as early as possible.
- 110. **Rock Maple Logs.**—An export forwarding firm in New York City wish to get in touch with exporters of rock maple logs in the Province of Quebec.
- 111. **Rolled Oats, Canned Goods, etc.**—A London firm of wholesale grocers are desirous of getting into touch with Canadian exporters of rolled oats, canned goods and other produce which they could handle.
- 112. **South African Trade.**—A prominent export forwarding agent in London, England, will be pleased to receive catalogues and prices from Canadian manufacturers of all kinds of goods suitable for the South American market. Sample indents and further particulars may be secured from the Secretary. This is an excellent trade opportunity.
- 113. **Springs, Axes, Bushes, etc.**—A Cape Town firm of wholesale importers desires to be placed in communication with Canadian manufacturers and exporters of springs, axles, bushes, and other metal fittings for carts and carriages.
- 114. **Steam Road Rollers, Portable Engines, Centrifugal Pumps, etc.**—An East Anglian firm manufacturing steam road rollers, portable engines, centrifugal pumps, etc., would like to get into touch with road contractors in Canada.
- 115. **Sporting Goods and Billiard Tables.**—A Yorkshire firm manufacturing sporting goods of all kinds and billiard tables desires to open up Canadian business connections.
- 116. **Turned Wooden Goods of All Kinds.**—One of the largest firms of wholesale dealers in bobbins, birch squares, washboards, domestic specialties made of wood, pill boxes, etc., etc., handles of all kinds, are anxious to get in touch with Canadian manufacturers who can export these goods in quantities. First-class connections and references.
- 117. **Toys, Fancy Goods, etc.**—A Cape Town firm of wholesale fancy goods importers desires to be placed in communication with Canadian manufacturers and exporters of fancy goods, fancy ware, and general lines of wood goods for household purposes.
- 118. **Whiskey, Wine and Spirits.**—A merchant in Colombia, South America, wishes to be placed in communication with Canadian exporters of Canadian whiskey, wine, etc.
- 119. **Woodworking Machinery, Hardware, etc.**—A large firm of export forwarding agents, with headquarters in London, England, seek to get in touch with Canadian manufacturers of the above and other lines who are interested in Australian-New Zealand trade. Excellent references.

120. **Wire Strainers and Stretchers.**—An export forwarding firm in New York have enquiries from South Africa for the "Donald" wire strainers and stretchers. They are anxious to get in touch with the makers of this and other lines.

121. **British Agent.**—Englishman with excellent Canadian references seeks agencies of Canadian firms in Great Britain. Will handle any lines. Has had first-class commercial experience.

**LABOR ENQUIRIES.**

- 1. **Coppersmith, Sheet Metal Worker.**—Englishman with many years' experience in the above trade, seeks position in Canada. Further information on application to the Secretary.
- 2. **Chemical Machinery Expert.**—Englishman with many years' experience in chemical plants, repairing machinery, etc., is anxious to get similar work in this country.
- 3. **Electrical Machinery.**—An Englishman now connected with a prominent firm manufacturing electrical machinery of all kinds in England, is anxious to come to Canada and start plant for the same purpose in this country. Has considerable capital, and would be pleased to hear from any parties interested.
- 4. **Managership, or Responsible Position.**—Englishman, 32 years of age, having had for the past five years charge of the sales department of a large milling concern, and the supervision of a large travelling and indoor staff, accustomed to handling heavy daily correspondence, desires a position of responsibility and trust in some Canadian firm.

**SPECIAL ENQUIRY.**

**Agencies Wanted.**—A manufacturing firm in Toronto calling on the iron and steel trades throughout Canada is in a position to take on some good agencies either for Canadian or foreign houses. Is particularly desirous of securing agencies for Toronto territory. Railway supplies a specialty. Box 323 "Industrial Canada."

**SOUTH AFRICAN IMPORTS.**

In the eleven months ending November 30th the total volume of merchandise entering the Union amounted to £30,933,651, as against £23,680,291, an increase of rather more than 23 per cent. An examination of the import returns in detail shows that in almost every direction there has been expansion, and some of the more remarkable increases may be noted:

	11 months, 1910.	11 months, 1909.
Apparel and slops .....	£2,183,710	£1,620,933
Cotton manufactures .....	2,550,012	1,999,325
Furniture .....	510,342	322,325
Hardware and cutlery .....	1,450,258	978,772
Haberdashery and millinery .....	1,752,595	1,458,802
Agricultural products .....	371,534	295,969
Agricultural machinery .....	139,236	101,931
Manufacturing machinery .....	264,413	104,218
Electrical machinery .....	729,910	233,830
Iron and steel manufactures .....	1,331,251	868,823
Leather goods .....	1,391,215	1,034,029
Motor cars and parts .....	263,982	151,130
Wool and timber .....	987,273	560,656
Woollen manufactures .....	771,477	543,044

(*South African Mining Journal.*)

## AMONG THE INDUSTRIES

The London Foundry Co. will add to their plant this summer.

P. W. Gardiner & Son will build additions to their planing mill in Galt, Ont.

Robert Tegler, Edmonton, will erect a six storey block at a cost of \$100,000.

The B. C. Telephone Company will spend \$44,000 on a new sub-station in Kitsilano.

Regina, Sask, will spend \$100,000 on extensions to their electric light and power plants.

The Manitoba Rolling Mills Company will enlarge their plant in Winnipeg this summer.

The Moloney Electric Co., of St. Louis, will establish a \$10,000 factory in Windsor, Ont.

It is reported that Barrie is to have a new factory, for the manufacture of rubber goods.

The C. P. R. will build a new freight shed near the Place Viger Station, Montreal, at a cost of \$100,000.

The Canadian Winkley Co., with head office in Detroit, Mich., will establish a plant in Windsor, Ont.

A proposition is before the municipality of Perth for the establishment in that town of a carpet factory.

The Dominion Cooperage Co., of Brigden, Ont., whose plant was recently destroyed by fire, will rebuild at once.

The North American Smelting Co. will erect a smelter at Kingston, to extract the lead from the ores found in Frontenac county.

The Dominion Trust Co. will erect an office building in Victoria, B.C., at a cost of \$135,000. W. R. Arnold is General Manager.

The ratepayers of Calgary will vote on by-laws covering the expenditure of \$380,000 on electric light extensions, and \$60,000 on conduits.

The Ken Knitting Co. will receive a loan of \$20,000 from the municipality of Woodstock. The company undertake to build a \$35,000 factory.

The Cotton Print Co. will erect a plant this Spring in St. Timothee, P.Q., on a site they have secured from the Canadian Light, Heat and Power Co.

Caron Freres, manufacturers of jewelry, are building a fine new plant on Bleury St., Montreal. It will be absolutely fireproof, five storeys in height, of forty feet frontage and one hundred and sixty-six feet in depth.

A refining plant for the treatment of gypsum will be erected at Spatum, on the main line of the C. P. R. in British Columbia, George Hinton, of the Hinton Electric Co., Vancouver, is organizing the company which will carry on the operations.

The Confederation Life Association will erect an office building on Main St., Winnipeg.

Extensive additions will be made to the plant of the Montreal Rolling Mills Co. this year.

The Herald Printing Co., Montreal, will erect a new building during the coming summer.

Holt, Renfrew & Co., will erect an eight storey building adjoining their present building in Montreal.

The Gillette Razor Co. will build a factory this year, at a cost of \$100,000. A site in Montreal has been secured.

Work will commence at once on the erection of their new sixteen storey office building in Toronto, by the C. P. R.

It is reported that the Canadian General Electric Co. will add to their plant in Peterborough a lamp factory, at a cost, including building and equipment, of \$250,000.

The Canadian Carbonate Co., of Montreal, has been incorporated as the Canadian Carbonate Company, Limited, with a capital stock of \$100,000.

The firm of G. H. Randall & Company, furniture manufacturers, Montreal, has been incorporated under the style of G. H. Randall Company, Limited, with a capital stock of \$100,000.

The City Council, of Sherbrooke, P.Q., will develop power for the city's uses at Rock Forest. The plant to be installed will require an expenditure of \$100,000.

The St. John River Electrical Power Co., of which John E. Stewart, Andover, N.B., is promoter, are seeking a charter to develop power on the St. John river about 40 miles above Fredericton.

Mr. S. R. Hart announces that the partnership in the firm of Hart & Riddell has been dissolved by the death of Mr. Matthew Riddell in March last, and that he has purchased the interests of his late partner and will continue the business in all its branches as formerly under the firm name of S. R. Hart & Company.

The C. P. R. will spend altogether about \$6,000,000 in improving their terminals in Toronto. New yards are being laid out and a new office building and freight shed erected on King St. Increased station accommodation is also being provided.

The C. P. R. have filed plans for extensive improvements in Toronto. An immense freight warehouse will be built on the King St. property recently purchased from the Provincial Government and now constituting the Lieutenant-Governor's residence.

Work on the new plant of the St. Lawrence Flour Mills Co., Limited, on Notre Dame St. West, Montreal, is being rapidly advanced. The plant is being built on the Lachine Canal running through to Notre Dame St. West, where the offices of the Company will be situated. The capacity of the mill will be 2,500 bbls. per day, while the elevator is designed to hold about 400,000 bushels of wheat. The President of the Company is G. A. Grier, a well known lumber manufacturer and President of the Diamond Flint Glass Co., Limited. Mr. T. Williams is Vice-President and Lt.-Col. A. E. Labelle, Managing Director.

Are you paying a stiff fire rate? Don't kick. You probably deserve it. Look at your risk. Is it what it ought to be? Improve it. Let us show you now. EARN a lower fire rate.

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Are you about to build? Don't make a move until your architect's plans have been passed on by insurance engineers. They may save you a perpetual unnecessary fire tax --and reduce the cost of building to boot. Let us tell you what other- have done.

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**Finally :** Coupled with this Factories Underwriters Policy we offer an inspection and brokerage service that cannot be equalled in Canada. **We are brokers and fire protection engineers for the assured** and our technical knowledge is at the service of our clients. We are to-day handling millions of insurance for some of the biggest firms in Canada--from the Atlantic to the Pacific--and these firms are our best references. If you are interested, we will be glad to supply you with names.

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 Van. over  
 (Just Opening)

Canada's annual fire loss per capita is ten times as heavy as England's. Canada's fire rates are ten times as high. Canada's average building is ten times as poor. When Canada's builders put up better fire resisting structures, Canada's fire rates will go down till they reach the level of England's. Do your share.

The Western Manufacturing Co. will erect a factory in Montreal.

Gowans-Kent Western, Ltd., will build an eight storey building in Winnipeg.

The Moloney Electric Co., of St. Louis, Mo., will establish a branch in Windsor, Ont.

The Independent Glass Producers, Ltd., will build a two storey factory in Toronto, at a cost of \$20,000.

It is reported that a large paving plant will be established in Strathcona. Mr. P. Burns is mentioned as being interested.

The East Canada Power & Pulp Co., of which Mr. Rodolphe Forget is President, intend building a large mill at Nairn Falls, Que. They have secured possession of the timber limits formerly owned by The Murray Bay Lumber & Pulp Co.

The total amount of revenue at the Moose Jaw Customs Office during the past month was \$12,852.67, compared with \$7,067.34 in the corresponding month of 1910, showing an increase of \$5,785. For the ten months of the fiscal year, to the end of January, the total receipts were \$203,700.34, as against \$92,103.38 during the same period of the previous year, being an increase of \$111,597 or 125 per cent.

Chapman Double Ball Bearing Company have recently received an order for their bearings for the addition to the Ideal Bedding Company, Toronto; for the new plant of the

Mendelssohn Piano Company; Verity Plow Company for their new Forge Shop at Brantford; new plants of National Acme Company, Montreal; Amherst Boot & Shoe Company, Amherst, N.S.; Canadian Car & Foundry Co., Amherst; Crown Laundry Company, Montreal.

The International Lumber & Implement Co. have purchased a site consisting of twenty lots in the city where they will put in a large lumber yard. It is the intention of the Company to extend their business to all the branch lines radiating from the city, together with the new lines out of Swift Current. In all probability the Company's headquarters will be at Moose Jaw to take care of the increasing demand in Southern Saskatchewan, as with its splendid railroad facilities Moose Jaw lends itself as the logical centre of this vast territory.

## Chemical Laboratories

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MANUFACTURERS AND IMPORTERS OF  
CHEMICALS

# Canadian National Exhibition

TORONTO

Aug. 26 : 1911 : Sept. 11

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M.P.P.  
*President*

J. O. ORR  
*Secretary and Manager*

# INDUSTRIAL CANADA

ISSUED BY

*The* CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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No. 9

## INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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Editor: F. P. MEGAN.

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### COMMENT OF THE MONTH.

#### Immigration and National Life.

**A**DVOCATES of Reciprocity tell us that an increasing flood of immigration will follow the adoption of the agreement. Is an increase desirable? We are, under present conditions, taking in about 350,000 new citizens annually, of whom approximately one-third are from Great Britain, one-third from the United States and one-third from Continental Europe. Up to a certain limit we are able to digest new comers, to turn them into good Canadian citizens. Beyond that we cannot go. If the number of immigrants in any one section becomes too great, the opposite tendency will appear. We will be digested. The turning of foreign immigrants, especially those from central and southern Europe, where the institutions and habits

of life are so different from our own, into Canadian citizens, ready and able to take up the responsibilities of democratic citizenship, requires an organization and equipment that is obtainable only gradually. It is not merely a question of money; it is also a question of men. First and most important, good schools must be provided so that from the day foreigners enter Canada their children will be brought under the influence of our system of education. But the number of capable teachers is comparatively small. For the Western schools drafts are made on the Eastern universities, which send their students out for the vacation months in the summer. Who is there to take up the work from October on? Even now we are confronted with this difficulty, an inability to supply teachers for the children of Western Canada. We are not in a position to educate new citizens at a greater rate than we are now doing. Then there are all the Government activities which must be extended to a new population. Post offices must be opened and postal services extended; the Department of Justice must reach out into new districts; the churches must take up new work. There is a limit to the work which eight millions of people can organize from year to year in these varied lines. Canada should seek no more immigrants than she can Canadianize. The indiscriminate filling up of Western Canada should not be the goal of our ambition.

#### Our Natural Resources.

**M**EN who are still young remember when Ontario was irrigated with steady flowing streams. Now there is scarcely a county but has its spring flood and its summer drouth. Any farmer will tell the reason; the forests have largely disappeared. Better cultivation and the maintenance of occasional wood lots have saved most of the Province from a very great decrease in the fertility of the land, but in some cases the land has been ruined for farming purposes. In Norfolk County, owing entirely to the destruction of forests, what was formerly good agricultural land has been swept with sand and cultivation is being pushed back mile by mile. The result has been not only an impoverishing of the people, but also a distinct degeneration in their character. The running down of the farms, the lack of repair of the buildings, the pinching

poverty coming from the inability to raise crops, all these have had a disastrous effect in weakening the moral fibre. Therefore, not only for the sake of the timber supply, not only for the sake of the continuance of the soil's fertility, but for the sake of the people themselves, no policy should be adopted by Canada which will imperil our forests. The greatest danger, next to that of fire, which confronts our forests to-day is the United States paper maker. His mills have insatiable maws, ready to consume an illimitable amount of our pulp wood. That hunger grows greater year by year and it is accompanied by a decreasing ability on the part of the United States to satisfy it. Under the circumstances, one of the most objectionable features of the proposed Reciprocity Agreement is the incentive it gives to the Provinces of Ontario and Quebec to remove their legislation prohibiting the exportation of timber in an unmanufactured state.

#### Let Well Enough Alone.

“WE know what we've got now and we don't know what we'll have if this agreement goes through.” This sums up in a sentence the objections which the Canadian workman has to reciprocity. His idea is entirely rational. To-day there is full employment at good wages in every line of industry. Without having a feverish boom or a reckless development, Canadian factories are enjoying a period of activity such as they have seldom if ever experienced before. Shops of all kinds are on full time with a full complement of workmen. The allied industries are in a similarly prosperous condition. The building trades look forward to a year of activity which will be bounded only by the ability of brick makers to turn out bricks. Already keen competition has set in for farm labor. On an ordinary week day, the *Globe* contains two columns of ads. for mechanics wanted, and as many more for other classes of male help. No change in the tariff laws can increase the employment, for there are no more to be employed. Hence the workman asks why change the conditions? They cannot be bettered, they may be made worse. This, too, is the attitude of the ordinary man on the street. Urban populations are in almost every case directly interested in some manufacturing industry. Merchants have their trade among the workmen, professional men are similarly interested. The prosperity of the towns is intimately bound up in the prosperity of the factories. So that when they see a condition which has brought about full employment and general prosperity to manufacturers, a prosperity which brings inevitably a like prosperity to themselves, they, too, ask that what is well be not disturbed. The people of Canada are repeating the words of the artisan: “We know what we've got now, and we don't know what we'll have if this agreement goes through.” What condition can we look forward to which will be greater than the general prosperity which we now enjoy?

#### What Stability Means.

TRUSTING to the assurance of the Dominion Government that stability of tariff would be maintained and that changes would only be made after a full investigation, foreign manufacturers in large numbers have come to Canada and have established branches here. No greater tribute could be paid to the general excellence of the tariff as it existed up to the last couple of years; for without adversely affecting any class or section it was so fixed as to make it advisable for about two hundred and twenty-five manufacturers to enter Canada, the invested capital of whom amounted to approximately two hundred and fifty million dollars. That the diversity of interests set up by the introduction of this capital and the establishment of these industries has been of immense benefit to the country requires no proof. Whatsoever now may be the talents of a boy he can find at home full scope and opportunity for the use of his energy. A glance over the list of branch factories in Canada illustrates the breadth of this expansion. The products include, among other things, agricultural implements, electrical machinery, malleable and gray iron castings, gas engines, saws and tools, conveying and mining machinery, railway iron and steel work, chains, automobiles, horseshoes and nails, transmission machinery, stoves, lumber, barrels, boxes, office furniture, couches, folding beds, silverware, paints, oils, varnishes, printing inks, fountain pens, cereals, confectionery, self-sealers, silk thread, paper, roofing paper, gum, gas, fly paper, chemicals. These industries, with their thousands of employees, have been established in Canada, have provided new markets for the farmers, have set in circulation huge sums in wages, have added to the business activity of the country, because moderate protection made it to their advantage so to do. Will capital be invested so freely in the future? Reductions were made a year ago on thirteen items of goods coming in from the United States. There was no investigation into the condition of the trades, there was no opportunity given for argument. Like a bolt from the blue the Government announcement came and the manufacturers whose businesses were affected had to grin and bear it. Again in the reciprocity negotiations there was no investigation, no consideration. When this has happened twice in the one year, when to this is added the French Treaty with its reductions to thirteen other states; the treaty with the Netherlands and Italy, and the removal of the surtax on imports from Germany, then intending investors begin to consider how long the barrier will be left which makes it more profitable for them to manufacture here. If it, too, is coming down within the next year, Canada will continue to be served from a foreign country. Already a number of manufacturers who had intended opening a plant here have withdrawn. We are feeling the effect of instability. Canada should do nothing to interrupt the flow of capital and manufacturers to her shores.

**The Value of Forests.**

THE effect of forests upon stream flow, erosion, disposition of silt, etc., will be tested out by the United States Forest Service in conjunction with the Weather Bureau in a series of investigations extending over a period of sixteen years. Two streams with similar conditions of climate, forest and soil, have been chosen in the Rio Grande National Forest upon which experiments will be made. For eight years the flow of the two streams will be carefully measured so that the average may be accurately estimated. The forest along one stream will then be razed and during the succeeding years close observations will be made of the resultant changes. While it is now universally admitted that the destruction of forests has a disastrous effect on the flow of water and on the land which is served by the streams affected, there has been a lack of exact information on the subject. The experiments about to be tried will provide that knowledge and will no doubt help in impressing governments and other bodies with the need for conservation and reforestation.

**Incorporated Companies Get Vote.**

MONTREAL manufacturers have scored a victory in the final inclusion in the Montreal City Bill of a clause granting to incorporated companies the right to vote on municipal questions. After a fight extending over a period of four or five years the Bill has finally passed both houses of the Provincial Parliament and has received the Lieutenant-Governor's assent. The clause reads as follows:—

“Joint stock companies or corporations may be entered on the voters' list and vote in the name of and through a representative of the company, duly authorized to that

effect by a resolution, a copy whereof shall be filed with the city clerk on or before the first of December each year, and they may so vote in all the wards where they pay taxes; provided such representative be a director or employee of the company when authorized and called upon to cast his vote.”

In Montreal municipal affairs, if a man has a place of business in one ward and a residence in another he cannot vote in both. In the central wards of the city there are few residences, while a great majority of the business firms have become joint stock companies, so that in these central wards which pay the greatest amount of taxes there is no voting power and what votes there are are cast by persons not in any way representative. For instance, the vote for the Molson's Bank property is cast by the janitor who lives in the basement. In the case of votes for local improvements, such as street expropriation, etc., the same condition prevails; that the large firms who are most interested in having well-paved and well-lighted streets have no say in the matter.

By granting the voting power to incorporated companies a fairer and more representative expression of opinion is secured. Montreal has made a distinct improvement in her method of civic government in adopting this provision.

**U.S. Tax on Corporations.**

THE tax on corporations which was a feature of the Aldrich Tariff Act of 1909 has been declared constitutional by the Supreme Court of the United States and in consequence the Government secures a revenue of about \$25,000,000 a year. A strong fight was made

**His Opportunity**



Young Jack: "A good time to kick is before they put a ratification brick under it."

against this clause in the Act on two main grounds, first that it was a direct tax and therefore was unconstitutional according to a decision given in 1895; and, second, that it put a tax upon corporate franchises which were granted exclusively by the states and that it was therefore an infringement of state rights. The tax, as defined by the Supreme Court, is a tax upon the doing of business in a corporate capacity. It is equivalent to one per cent. of the entire net income over and above \$5,000 received from all sources during the year. In opposition to the first objection the court held that the former income tax had been declared unconstitutional because it was imposed upon property simply because of its ownership. It was, therefore, manifestly direct. "In the present case," runs the decision, "the tax is not payable unless there is a carrying on or doing of business in the designated capacity and this is made the occasion for the tax, measured by the standard prescribed. The difference between the acts is not merely nominal but rests upon substantial differences between the mere ownership of property and the actual doing of business in a certain way." The present tax is held to be not a tax on income but a tax measured by income, a distinction which it is rather difficult for the lay mind to appreciate. With reference to the objection that the provisions in question levied a tax upon the exclusive right of a state to grant corporate franchises in that it taxed franchises which are the creation of a state in its sovereign right and authority, the court says: "We think that it is the result of the cases heretofore decided in this court, that such business activities, though exercised because of state-created franchises, are not beyond the taxing power of the United States." Replying to the criticism of the tax because it unfairly discriminated between corporations and the same businesses when conducted by a private firm or individual, the court held that "the thing taxed is not the mere dealing in merchandise, in which the actual transactions may be the same, whether conducted by individuals or corporations, but the tax is laid upon the privileges which exist in conducting business with the advantages which inhere in the corporate capacity of those taxed, and which are not enjoyed by private firms or individuals." The court also defined the activities which would be subject to the provisions of the tax, which would include real estate syndicates and companies operating public utilities. The decision is one of the most important ones which has been given for many years.

#### An All Canadian Week.

EARLY this summer Toronto will hold an All-Canadian Shopping Week. The Board of Trade has taken up the idea and it is expected that a large scheme will be laid before the merchants and citizens at an early date. A strong effort will be made to induce all shoppers to ask at the stores for Made-in-Canada goods, and merchants will be urged to make special displays of home products. It is felt that the Toronto public will respond

generously to the suggestion. For years Hamilton has held a Made-in-Hamilton week, during which the merchants featured the products of local factories and not only developed a substantial demand for home manufactures, but gave the citizens an idea of the variety and extensiveness of Hamilton's industries. Just such a thing as this, only extended so as to take in the whole country and all its products, is aimed at by the Toronto Board of Trade. If successful in Toronto, no doubt the idea will be worked in many other parts of Canada.

#### Where to Begin.

IT is better policy to try to educate the child so that he can grow up to be a good farmer than to try to transform an indifferent or poor farmer into a good one," was the opinion expressed by Mr. Louis Simpson in giving evidence before the Royal Commission on Technical Education in Ottawa recently. Mr. Simpson pointed out that at present one committee, entirely composed of pedagogues, governed the school system of Ontario. That while the interests and requirements of the rural districts were dissimilar to those of the urban districts, one and the same curriculum was made to serve for both, greatly to the disadvantage of the rural schools. Mr. Simpson advocated the appointment of two committees of education, one to take care of the urban schools and the other of the rural schools and that while half of each committee should be pedagogues the other half should be in the one case manufacturers, merchants and citizens and in the case of rural schools should be farmers or those who understand the requirements of agriculture. Such a committee would naturally see that the school books used in the rural schools should be such as would directly and indirectly teach the principles that underlie the Science of Agriculture. Mr. Simpson also advocated the establishment of training farms in each county or group of townships to which farmers' sons could be sent for a twelve months' agricultural course in practical agriculture, working half each working day at farm work and spending the other half in the class room where the teacher would explain the principles and reasons for the work done during the previous working hours.

#### The Combines Investigation Act.

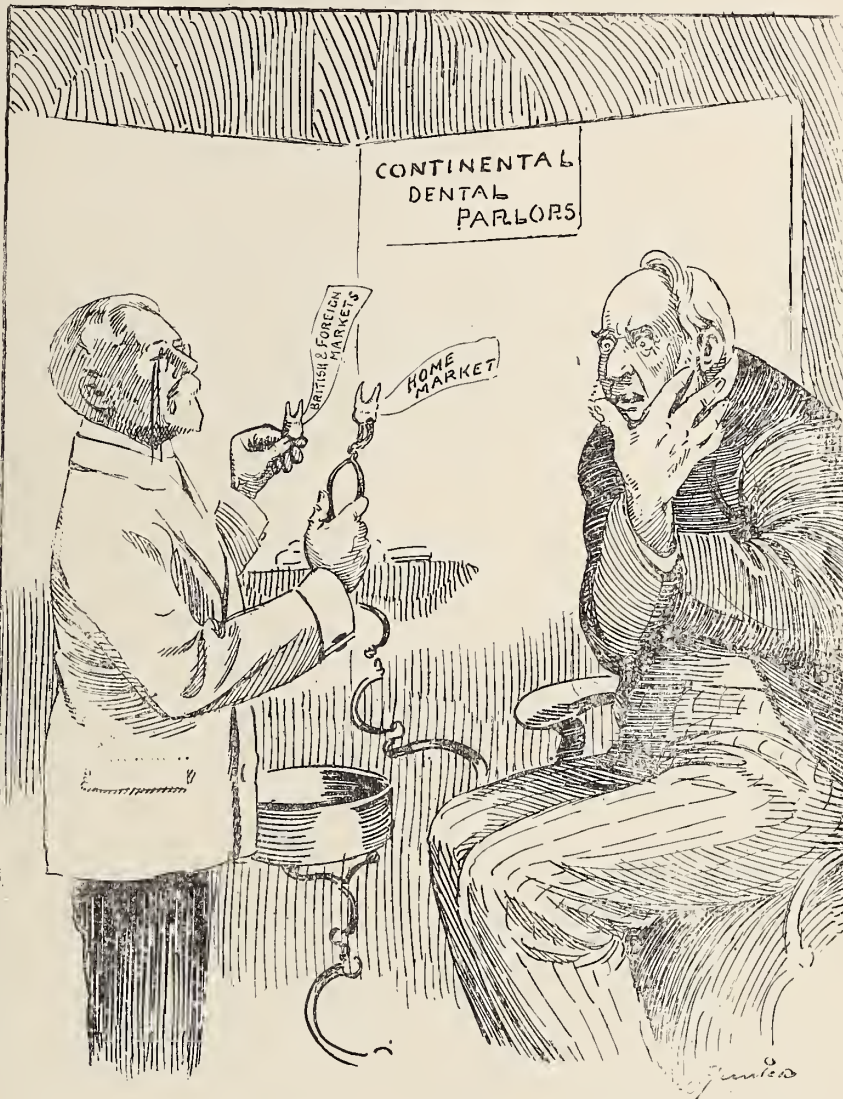
AN interesting experiment in industrial legislation is being tried out now, in the investigation into the work of the United Shoe Machinery Co., under the provisions of the Combines Investigation Act, which was passed by the Federal Parliament at its last session. The procedure under this Act consists, briefly, in the application of any six citizens for a board of inquiry. Their application is heard by a judge of a Superior Court, who, if a *prima facie* case is made out, reports to the Minister of Labor, and the machinery is set in motion for the appointment of a board. Judge Cannon in the present instance, forwarded a report to Ottawa in which he held that a clear



case had been made out against the company, which practically controls all the boot and shoe machinery now in use in Canada and in the United States, and for the use of which the general public has to pay tolls. Judge Cannon went on to say that practically all the manufacturers of boots and shoes were in the power of this combine, that it worked not only to their detriment, but to that of the makers of competing machines, as it prevented the sale of such machines; and the conclusion is that it is time to break the combine up, as it restrains and injures trade. As a result of this report a Board has been formed. How long it will take to get the investigation under way is now problematical. The United Shoe Machinery Company are taking legal action to restrain the Board of Inquiry from proceeding. There is a possibility that this legal phase of the case may be drawn out through the courts for a considerable time. The Government have announced their intention of opposing the application of the company to the last ditch and in the event of their losing of bringing in further legislation to cover any weakness in the present Act.

vinces in terms similar to those of the British Columbia Act with the exception that they do not apply where a company carries on business only through non-resident agents or by correspondence. Where, however, a company has an agent or a traveller residing in one of these provinces, or has an office or place of business within the province, its position, if unlicensed, is just as serious as under the British Columbia Act, the company and its agents being subject to penalties, and the company being incapable of appearing in the Courts to enforce its business contracts."

**What It Would Cost the Farmer.**



Doctor Fielding: "I can't put in a reciprocity plate without extracting a few sound, natural teeth."

**What Companies' Acts Cover.**

THE British Columbia legislature has adjourned without giving any relief from the objectionable clauses of the Companies' Act. The same barrier to inter-provincial trade exists as before. In this connection a quotation from a letter recently issued by the Legal Secretary of the Association is in order:

"It might be well to call your attention," he writes, "to the fact that there are Acts in most of the other pro-

able native industries we have. It is carried on at a time when farmers are not busy with other activities and it formerly provided a clear profit to the owners of maple groves. Of recent years adulteration has been practised so extensively that the real maple syrup industry has been made unprofitable. The great bulk of that which is now sold as syrup and sugar from the maple is the manufactured product of cheap materials which have never been near a sugar bush. Mr. Grimm urges that a proper system of inspection be insti-

The whole question of the force and scope of the various provincial Companies' Acts is being discussed in a pamphlet which will be issued shortly from the Legal Department of the Canadian Manufacturers Association. A copy will be sent to any member on request.

**A Case of Adulteration.**

MR. JOHN H. GRIMM, of Montreal, has issued a brochure in which he calls attention to the serious harm which is being done the maple syrup and maple sugar industries of Canada through the prevalent adulteration in these products. He points out that this is one of the most profitable native industries we have. It is carried on at a time when farmers are not busy with other activities and it formerly provided a clear profit to the owners of maple groves. Of recent years adulteration has been practised so extensively that the real maple syrup industry has been made unprofitable. The great bulk of that which is now sold as syrup and sugar from the maple is the manufactured product of cheap materials which have never been near a sugar bush. Mr. Grimm urges that a proper system of inspection be insti-

tuted and that the work be transferred from the Inland Revenue Department to the Department of Agriculture. He further urges that the use of the word "Maple" be restricted to the pure product of the maple trees. This is in accordance with the United States practice. An improvement on the present conditions is devoutly to be wished by the consumers. Few things are so disappointing as the general "pure maple sugar" of commerce.

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#### Made-in-Canada Fair.

**A** MADE-IN-CANADA fair will be held in Vancouver from June 14 to 22 of the present year. Manufacturers from all Canada are invited to exhibit and to make the fair adequately representative of the country's industries. The idea, which had its origin in the work of the Canadian Manufacturers' Association convention last September, is worthy of hearty commendation. It is of prime necessity that Canadians should exercise a sentimental preference for Canadian goods. Upon this to a very considerable extent depends the growth and prosperity of the country. Educational work is necessary if the general public is to be interested in this form of preference. The best of all means towards this end is that of publicity and the showing to the public that Canada produces goods that are in no way inferior to the product of any country. Toronto is taking up the same idea of a Made-in-Canada week and the idea should grow. In the meantime every assistance should be given the Vancouver fair of which S. J. C. Atkins is Honorary-Manager.

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#### Why He Approves.

**M**R. J. G. O'DONOGHUE, Solicitor for the Trades and Labor Council, loves the Reciprocity Agreement for the enemies it has made. In this he differs from the rank and file of the workmen whom he purports to represent. As is indicated by scores of petitions against reciprocity, signed by whole shop-fulls of men, the average workman knows that the interests of himself and his employer coincide. A busy shop represents full employment. Only agitators see perennial strife between the two classes. By his attitude on this question Mr. O'Donoghue allies himself with that noisy crew.

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#### Obligations Under Most-Favored Nation Treaty.

**O**WING to the existence of old treaties between Great Britain and Argentina, Austria-Hungary, Bolivia, Colombia, Denmark, Russia, Spain, Sweden, Venezuela, and Switzerland, Canada is compelled to grant these

nations most-favored nation treatment. What we give to France, Italy or the United States we have to give to this list, even though we get no compensating advantages in return. This will be one of the subjects taken up at the next imperial conference. Sir Wilfrid Laurier will, it is said, ask the British Government to revise or abrogate their favored-nation treaties with these countries so as to enable Canada to negotiate trade treaties with individual countries without being compelled thereby to include a long list of others in the favors accorded. The present condition is scarcely compatible with the unrestricted fiscal autonomy which we boast. Heretofore the trade with the countries mentioned has not been large, and consequently we have not experienced any noticeable injury in consequence of existing conditions. It may easily happen, however, that dangerous competitive conditions may be set up in directions from which we receive no especial benefits. The only countries entitled to the favored nation treatment by reason of treaties which have been approved by the parliament of Canada are France and Japan. The other countries entitled to favored-nation treatment have become so entitled by virtue of old treaties between these countries and the imperial government. As in the case of the denunciation by the imperial government of the Belgian and German treaties in respect to Canada, it is believed that similar action might be taken in respect of the remaining favored nation countries if requested by Canada, thus leaving the dominion absolutely free in the matter of extending reciprocal trade favors to any country without necessarily having to extend them to the ten favored-nation countries named above.

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#### Technical Education in London.

**T**HAT the educational system should be broadened to embrace greater technical training and that more attention should be devoted to commercial and manual training of the public and high school students was urged strongly by a deputation of London manufacturers who waited on the Board of Education in that city recently. Messrs. Leonard, Dennis and others spoke for the manufacturing industries. They impressed on the Board the need for manual training and they recommended that technical training be given both in the public schools and in the high schools to boys over fourteen. Boys who intended entering a trade should during their school course be given a chance to become familiar with forge work, wood-turning, mechanical drawing, etc. Manual dexterity would be secured without any loss to the regular curriculum. Now, a boy goes through school knowing that in a short time he will have to take up some line of work whereby he may earn a living, yet he gets no opportunity of finding out along what line his natural talents lie. The failure of our present school and industrial system to produce artisans makes the recommendation of the manufacturers of London of lively interest.



The Officers of the Hamilton Branch of the Canadian Manufacturers Association.

Mr. Arthur F. Hatch  
(Chairman)  
Mr. W. R. Dunn.

Mr. H. H. Champ.  
Mr. J. A. MacMahon.

Mr. C. R. McCullough.  
Mr. W. B. Champ.

Mr. F. H. Whitton  
(Vice-Chairman)  
Mr. C. A. Murton  
(Secretary)

## STAND FOR TARIFF STABILITY

Manufacturers of Hamilton at their Annual Banquet Urge the Necessity of Maintaining the Tariff as it Now Exists. Hon. Mr. Sifton Speaks. President Falconer Discusses Relationship of University to Industrial Life.

THE future of Canada as it would be affected by the consummation of reciprocity with the United States was the chief subject of discussion at the second annual banquet of the Hamilton branch of the C. M. A., held at the Royal Hotel on the evening of March 16th. Two hundred manufacturers and their guests partook of the excellent menu which was provided, and later listened with satisfaction and approval to the speakers of the evening. Hon. Clifford Sifton, in a speech of extreme forcefulness and lucidity reiterated his conviction that reciprocity at the present time would be suicidal.

The banquet was presided over by Mr. Arthur F. Hatch, Chairman of the Hamilton Branch, and there were at the head table with him Hon. Mr. Sifton, Dr. Falconer, President of the University of Toronto, Messrs. W. H. Rowley, W. B. Tindall, R. S. Gourlay, J. P. Murray, H. L. Frost, Henry Bertram, C. R. McCullough, H. N. Kittson, E. D. Smith, George Booth, and Controller Bailey.

### A Fair, Moderate, and Square Policy.

After a few introductory remarks by the Chairman, Hon. Mr. Sifton responded to the toast of "Canada." He stated

that when he accepted the invitation to respond to the toast, it was with the implied understanding that he was to speak on the great issue which had arisen in Canada in the last few weeks. While speaking to a constituency principally of manufacturers, he could not forget that in the Dominion house he represented a farming constituency. That, however, would not cause him any difficulty in discussing the question, for his view was based on the idea that there should not be any conflict between any two interests in Canada. If any policy was good for the City of Hamilton, it should be good for any city in Canada or any community. He did not believe in extreme policies, nor in extreme free trade or extreme protection. But he did believe that Canada needed a fair, moderate, square policy.

An argument based upon the opinions of Sir John A. Macdonald or Hon. Edward Blake, Mr. Sifton claimed, was worthless now as a new set of conditions had arisen. He believed the Liberal policy of 1897, comprising moderate protection to manufacturers, was still the right policy for Canada.

The speaker proceeded to point out that the prices received by farmers for their products had increased more rapidly during the past few years than the prices exacted

from them for manufactured goods. For instance, the prices of agricultural implements had increased a fraction over two per cent., while produce had gone up forty per cent. There was therefore no reason for the charge that the urban population was living at the expense of the farmers of Canada. He referred briefly to the growth of Canada and made the statement that on Jan. 1, 1911, there was no nation better off or more prosperous, man for man, than Canada.

He claimed it was not orderly or wise to disturb that development. It had been sometimes said, "Let well enough alone." That sentence did not fairly express the case at issue. It was not well enough that Canadians should let alone, but a condition so good at the present time that there was little likelihood of improving it.

Mr. Sifton felt that immigration was proceeding as rapidly as was desirable. An influx of 400,000 citizens a year was as much as the country could absorb. Institutions had to keep pace with population, schools opened and maintained, courts, post-offices, and other public services established.

### The United States Market.

After referring to the utter lack of exact information which the Government had brought down to justify their course, Mr. Sifton took up the subject of the value to farmers of the proposed agreement.

The government contended that it would be a good thing, because it would open up to the farmers the great market to the south—enable them to sell their produce to 90,000,000 people living in the States. He pointed out that last year the States exported \$156,000,000 worth of animal products and \$216,000,000 worth of bread stuffs. And that was the market where Canadian farmers were going to sell their produce! If anything, it meant very strong competition for the Canadian farmers. The government should have secured more detailed information before it said that the American market would be a profitable one for the Canadian farmer. He felt safe in saying that the result of the information given in no way warranted the conclusion that the American market would be more profitable than that in Canada. One exception might be barley, of which, in the States last year, 140,000,000 bushels were raised. But if all the Canadian farmers in the west went in to raise barley and sent it to the States, the market would be glutted and the price would quickly drop to 20 cents per bushel.

The effect of reciprocity on the British market and on individual Canadian industries, such as milling, was then discussed. Finally, Mr. Sifton directed attention to the future results.

The whole manner in which this business had been done was undesirable. The position he had been forced to take had caused him painful consideration. It was no light thing to differ from personal friends and associates—to turn from those with whom he had fought many battles side by side. But the question involved was one beyond personal consideration. And now he was satisfied that the government had made a fatal mistake. There was much more in it than a trade question—of dollars and cents. He was satisfied that when the people voted on it at the polls, if they did vote, they would be deciding, not so much a trade question, but a question as to which direction they would turn their national footsteps in the future—towards the capital of the empire or towards Washington. He was not questioning the loyalty of Canadians, but if Canada deliberately placed itself under the heel of a country ten times larger than it, its course must be dominated by the States. If the other course was taken, and this country remained independent, it would, in the course of time, become the dominant part of the British Empire.

Did not such circumstances demand a full and deliberate consideration?

Great applause was accorded Hon. Mr. Sifton on the conclusion of his speech.

### The Work of Universities.

President Falconer, speaking on the relation of the University to industrial life, drew attention to the way in which industrial education was taking hold of the country. Men must be qualified for their vocation in life.

Universities, Dr. Falconer said, aimed to meet all requirements from all sections of the country. Their aim was for a large life. They believed in a larger thing than mere livelihood—they believed in life itself. They sought to make the workingman take an interest in his home, his church. They tried to make the industrial leader who was so indifferent to his employees' social elevation understand that he was false to his State. They tried to spread the principle



Hon. Clifford Sifton.

that the industrial leader who folded his arms in indifference to his men's condition was living in a fool's paradise. They tried to make co-operation between capital and labor. Beside the education necessary for the graduates to fit them for their special lines of work, the universities tried to broaden and humanize their minds, so that they could go forth to the world as humanized men. And in doing that the Canadian Universities were adding not only to the actual output of labor, but to the content and satisfaction of national life.

Mr. H. N. Kittson and Mr. W. H. Rowley also spoke. The pleasure of the evening was largely added to by songs from Messrs. Geo. Allan and Harold Hamilton.

### CATALOGUE OF AIR WASHERS.

Darling, Brothers, Limited, Montreal, have issued a complete catalogue, well illustrated, of the Webster Air Washer, of which they are the manufacturers and licensees in Canada. The booklet discusses in detail the whole subject of air conditioning and illustrates the equipment in many factories, besides showing the construction and parts of the air washer. It will be sent to any address on application.

# IMPROVEMENT AND REGULATION OF INSURANCE CONDITIONS

By Mr. E. P. Heaton

Manager Insurance Department, Canadian Manufacturers Association

In Insurance Reforms New York State Leads the Continent. A Recent Report Sums up the Findings of a State Committee on Fire Insurance Which Contains Much of Urgent Importance to Insurers.



Mr. E. P. Heaton

THERE is an old saying in the North of England to this effect—"What Lancashire thinks to-day, the people of England think to-morrow." This may be the outgrowth of self-opinionated public opinion in the Northern County, but it passes for more than a joke.

On the continent of North America, and including our own Dominion, the great State of New York is generally recognized as a pivotal state in matters of insurance,

and it may be said with truth and unchallenged that in this particular phase of commercial activity "What New York thinks and does to-day, the rest of the Continent thinks and does to-morrow." In making this statement I am not unmindful of the part that has been played by the State of Massachusetts, which state may be acknowledged as blazing the trail of Mutual Insurance Organizations, of pioneering effective Insurance control, and of setting an excellent example in investigating fires by the employment of competent fire marshals. For all these, and more, Massachusetts is much to be commended; nevertheless, when the Continent requires to be stirred and shaken to its outermost circumference New York State has been and will, no doubt, continue to be the storm centre.

On reading the title given to this article one intuitively recalls the Armstrong Committee, which made the name and fame of ex-Governor Hughes, but which proved the undoing of many mighty men in the world of finance. Nor does one forget the stir that followed in Canada in the appointment of the Royal Commission on Life Insurance, nor of its disregard of the effect of evidence brought before it on the future of strong men in other spheres. This is now history!

In New York State another Committee has concluded its work, but inasmuch as the temptation to use large funds in a questionable manner, which was shown to have been, at the time of the Armstrong investigation, one of the weak points in the system of life insurance was not found to exist in fire insurance (the principal cause of the appointment of this latest committee), the absence of scandal and intrigue in high financial life has unfortunately undermined the importance of the work and findings of the Committee, and in the opinion and judgment of the writer one of the most important reports ever made to a Legislative body is being shunted and side-tracked and is not receiving the attention to which it is entitled. This is so, as far as the Canadian press is concerned; at all events, I have seen scarcely a passing notice of the work or recommendations of the Committee even in papers pleased to designate themselves "Insurance and Financial."

Because of the great value of the research work carried on, and of the most complete report filed with the New York Legislature by the Merritt Committee on February 1st,

1911, I offer no apology for a review of the same in the columns of INDUSTRIAL CANADA.

## Duty of Committee.

The resolution appointing a Joint Committee of the Senate and Assembly directed them:—

"To investigate as speedily as possible . . . the business methods, operation, management, supervision and control of all Insurance Companies other than those doing life insurance business, including fire insurance exchanges and state local boards of fire underwriters, and the relations of such companies, exchanges and boards with legislation . . . to the end that such remedial legislation may be enacted or changed . . . as will prevent a recurrence of any abuse or evils disclosed."

The sessions of the Committee lasted from September 27th, 1910, to January 6th, 1911, during which 184 witnesses were examined and 5,500 pages of oral evidence and 1,500 pages of documentary evidence were received. It will be at once apparent therefore, that the work of investigation was exhaustive, thorough and complete, and that its findings ought not only to be received with the greatest respect, but entitled to the most respectful consideration.

## Plan of Operations.

The report of the Committee embracing 164 pages of closely-printed matter is divided into six sections. With the first five we have no concern, even the Committee itself did no more than dip into the subjects grouped under these five headings, but the sixth section dealing with—

"The business methods, operation, supervision and control of fire insurance companies, exchanges, and state and local boards of fire underwriters"

was the one upon which the investigation centred. Our review of the report is confined to this sixth and last section—

The Committee, recognizing the technical character of the subject and the desirability that it should be presented in a logical and consecutive manner, attempted, so far as it was possible, to take up its details according to the following plan:

- "The companies and their relation to the State—State supervision.
- "Statistics regarding the amount and character of the fire insurance business.
- "The organizations among the companies.
- "The principles involved in the furnishing of fire insurance indemnity.

- "The interior organization of a company—its officers and agents.
- "The actual detailed work of a company—getting and doing business.
- "The settlement of losses—adjusting.
- "The theory of rating.
- "Rating organizations.
- "The New York Fire Insurance Exchange.
- "The Suburban Fire Insurance Exchange.
- "The Underwriters' Association of New York State—the Up-state Association.
- "Factory Mutual Insurance Companies.
- "Miscellaneous Mutual Insurance Companies.
- "Town and County Co-operative Insurance Companies.
- "Inter-insurance Associations.
- "Lloyds.
- "Local agents and their problems—the expense problem.
- "Brokers.
- "Complaints by the insured and the answers thereto by the companies.
- "Fire prevention."

This is an ambitious programme for a Committee to undertake, even although they were aided by legal and expert assistance, but no one reading the report can deny but that the work was well and thoroughly done, and that the conclusions reached are mostly sane and wholly impartial.

#### Arrangement of Report.

The manner of arranging the report is somewhat unusual, but is nevertheless simple, clear and logical,—qualities often missing in a work of this kind. It will be borne in mind that I am only reviewing Section No. 6 of the report, and that section is divided again into two parts—the first takes up the items involved in the plan previously outlined, and is based upon the evidence submitted during the investigation and with this remark we may leave it.

Part 2 of Section No. 6 is a careful analysis of the problems involved and some of these are worthy of special emphasis as bearing upon similar problems met with in our own Canadian experience.

It will be manifest that many of the items have a particularly local application and these I shall pass over. Others, however, while being local in character involve principles common to both countries, and I select some of these for more extended reference. As the object of this article is to present the views of a Committee of able men, presented in a most able and impartial manner, I intend to let the report speak for itself by numerous quotations and extracts. It will, therefore, be understood that the views are not those of the writer, but of the Committee, observations of the writer will be indicated as such.

#### Rating.

"The difficult problems of the fire insurance business all centre in one way or another about the subject of rates. This is an important matter in any business, but in fire insurance there are difficulties and peculiarities that make it particularly important. In a manufacturing business the price of an article is largely determined by the cost of production and this can, in general, be definitely ascertained. In a mercantile business the selling price is determined by the buying price.

"In fire insurance companies in which the assessments are made after the losses, the rating problem has no particular difficulty; but in stock companies, where the premium is collected in advance, the anomalous con-

dition arises that a price must be set to pay for something that has not happened and may not happen at all.

"The price has, therefore, to be based upon the 'expectations' of loss, or the 'Hazard' as it is called. What should be the rates for a planing-mill and for a fire-proof office building? This is equivalent to saying, 'what is the hazard of each,' or in other scarcely more illuminating words, 'What is the expectation of burning of each.'

"Fortunately there is one guide in this matter, the past; otherwise the problem would be quite hopeless. If experience has shown that out of every thousand planing-mills there are the equivalent of twenty-five total losses, and, if this planing-mill is deemed typical of the thousand, a rate of \$2.50 per \$100 of insurance should prevail (this is without loading for expense); if the mill is deemed to be below the average of the mills upon which the experience is based, 'underwriting judgment' must be invoked, in lieu of more precise knowledge, to decide how much larger the rate must be.

"Theoretically the rate measures the destruction that *would* occur in some thousands of just such buildings under just such conditions; practically, what the underwriter has to work on is what *has* happened to buildings that in certain respects resembled this one, and the problem of rating is the adaptation of this experience to the particular risk in hand.

"Granted that the problem of rating is very difficult; the practical result is that it is impossible to make rates properly on the basis of a single company's experience. The experience even of the largest companies is not extensive enough to insure the proper working of the law of averages on all classes. It is very natural, then, and from this point of view desirable that the companies should, for this purpose, combine; for not only can they thus make rates more effectively but, since rates on the same classes are needed by all, it would be a useless expense to have the work duplicated. So far, therefore, as the *making* of rates goes, it is desirable that the companies should combine; but in actual practice the combinations of the companies are not only to make rates but to maintain them, and the desirability of this is another question which will be discussed later."

#### Competition.

"We have now to consider the effect of open competition in fire insurance. It is not necessary to theorize about this for there is plenty of evidence in the rate wars which were formerly carried on and which to some degree still prevail. The universal effect of such periods of open competition wherever and whenever they have occurred has been a cutting of rates to a point that was below the actual cost of the indemnity. If the rate war had been general this would have meant the ultimate death of the company, and rate wars of even a local character, lead, if long continued, to the dissolution of the smaller and weaker companies. The mutual character of insurance is so strong that nothing which tends to produce inferior protection can be for the public good. It has not done the policy-holder any good to get cheap insurance if, when the test comes, the protection is found to be worthless.

"The fact that rates are controlled by competition, and not entirely by the hazard, is shown also by the experience of the companies on sprinklered risks. The

Mill Mutuals, as is well known, were the pioneers in what has resulted in a revolution in the construction and equipment, from a fire-preventive point of view, of factories. The plan of standardization and inspection which was adopted by the Mill Mutuals, and which is referred to in more detail elsewhere in this report, was so successful that the stock companies, in order to retain even a share of this business, were forced to adopt the very same plan. To this end associations were formed, one with headquarters in Hartford, and one with headquarters in Chicago, known as the Factory Insurance Associations. Some twenty of the principal companies are members of these organizations.

"Our conclusion, then, is that combination and equity in rates should be inseparable; not only has experience shown that equitable rates are impossible in the absence of combination, but conversely, if there is to be combination then out of it must (by the help of law if competition is not sufficient) come equitable rates; that is, *if companies are to be allowed to combine then it must be only on the assurance that the rates will be equitable.*

"The State is certainly justified in taking any steps necessary to see that this condition is maintained.

"The nature of competition in fire insurance is certainly very different from that in most other enterprises. To compete with a railroad it is necessary to build a new line, and when it is there it is there once for all and must be maintained unless the investment is to be a total loss. But the investment in a fire insurance company consists entirely of securities; there is no plant to speak of, even the agency system consists for the most part of agents who are already in the field for other companies. It is, therefore, a business that capital can be very readily thrown into and from which it can be just as readily extracted—usually by re-insuring.

"It is a business, furthermore, in which competition is very intense—for this reason: Outside of the large cities the business of the country could be done by a dozen companies, but in large cities there is a dearth of insurance—this is because of the conflagration hazard—150 companies are bidding for the business that could be done by a dozen; the competition is, therefore, very keen, since it is necessary that each should have a slice to balance the business which is exposed to a conflagration.

"Beside the competition of companies that are inside the organization, board companies, so-called, there is in general a competition from the non-board companies. These companies, not being members of the organization, are not bound to observe any particular schedule of rates. As a matter of fact they inform themselves with regard to the board rates and to a degree observe them, cutting the rate where it becomes necessary to secure desirable business. The competition of the non-board companies of course tends to keep the board rates down. In most parts of the country there are many non-board companies. In New York City, however, the companies that are authorized by the state are all members of the Exchange."

#### A Striking Conclusion.

Having thus freely quoted important sections of the report on the allied subjects of Rating and Competition, it is well that I should now explain that my purpose in so doing is to make way for what I conceive to be one of the most important, almost startling conclusions, stated by this Committee, viz.:—

"It has been demonstrated by the experience of all times and all places that open competition in fire insurance is an unstable condition which leads to the general weakening of the companies, and eventually to the elimination of small companies, further, that under open competition there is always discrimination in favor of the policy-holder with influence.

"The only alternative to open competition is, however, combination not merely to make but to maintain rates. This in general or certainly to a degree makes it impossible for the public to obtain insurance except at the prices fixed by the combination. This inability to bargain is resented by the public and the rate-making organizations have been referred to as trusts and combinations in restraint of trade.

"NOT ONLY IS COMBINATION NECESSARY FOR EQUITABLE RATING, BUT CONVERSELY THE MAKING OF EQUITABLE RATES IS THE CONSIDERATION WHICH SHOULD BE DEMANDED OF THE COMPANIES FOR THE RIGHT TO COMBINE."

I have to leave the review at this point for lack of space, but next month I shall take it up again at a point of great interest to manufacturers. If the Committee closed its findings where I have necessarily now to stop we should all be impressed with the unique testimony of a Legislative Committee absolutely favoring the perpetuation of such rating bodies as the Canadian Fire Underwriters Association, although the practices of that Association have been far from the fixing of equitable rates (otherwise the Insurance Department would not have been called into existence).

I have already said that the work of the "Merritt" Committee was thorough, and no report could possibly be complete without giving some prominence to the competitive influence of the New England Mutuals and other Mutual organizations. The report I am reviewing speaks clearly and most emphatically of what organizations of this character have accomplished, and while I regret having to leave the subject at so interesting a point, in next month's number of this journal I shall continue the resumé by analyzing the Committee's conclusion on this branch of the subject. It has in it much of vital interest to Canadian manufacturers.

## THE PERPETUATION OF OUR TIMBER

### A Serious Problem is Presented by Cut-Over Timberlands. Danger of Fire and Destruction of Seeds to be Avoided.

THE handling of cut-over lands is the greatest problem in forest protection and forestry in Canada to-day."

In these words, taken from Bulletin No. 9 of the Forestry Branch of the Dominion Department of the Interior (entitled "Forest Fires in Canada, 1909"), the author, Mr. H. R. Mac-Millan, one of the assistant Inspectors of Forest Reserves, sets forth one of the chief aims of Canadian forest management.

The danger from these cut-over lands is two-fold. In the first place, they are the worst possible menace to the forests because of the readiness with which fire starts on them at the least provocation. After the lumberman has finished cutting the timber, there remains scattered over the land, a mass of chips, tree tops and other debris, which gradually dries out and in a few months becomes like so much tinder. A lighted match, a spark from a camp-fire, a lighted cigarette dropped, and away goes the tinder and almost with the speed of

thought a serious fire has developed. Perhaps the fire meets with no worse fuel than more of the cutting debris.

Then the loss is not so serious, but even so the fire may have consumed much, if not all, of the thin soil characteristic of some forest regions, and any possibility of further tree growth is lost for centuries, if not forever.

Should the fire come to mature and valuable timber, the loss from the destruction of the timber may be enormous, and in some cases such fires have reached to the homestead of the settler, destroying his crops, buildings and other improvements and even human life.

The other danger—not so much appreciated until late years, and even now only by a comparative few—is the hindrance to the tree seeds and the little trees which this mass of litter presents. Even when the seeds fall, they have small chance to start or germinate. Even if they should get thus far, the delicate root encounters nothing but dead wood, chips or peat, and dies from lack of nourishment. If by any chance a small tree does spring up it grows with difficulty and has great chances of being swept over and destroyed by the fire.

Even during the present year (1910) many forest fires have raged in cut-over land, those of September, near the City of Vancouver, B.C., being a case in point.

Mr. MacMillan figures that for every foot of timber taken out of the forest by the lumbermen throughout Canada, an average of seven feet has been destroyed by fire. This, it may be said, is a lower estimate than has been made of certain districts of Canada, e.g., the Ottawa river valley, where Senator W. C. Edwards, one of the most prominent lumbermen of the country, thinks that at least ten times as much lumber has been destroyed by the fire as has been taken out by the lumbermen.

Various other topics are discussed in the bulletin, such as the chief causes of forest fires, the effects of the fires, in the destruction of timber, the destruction of the soil, the interference with the water supply and the effect on future tree growth, and the means of preventing fires. Anyone interested in these topics and in forestry matters generally may obtain a copy of the bulletin free of charge on application to R. H. Campbell, Superintendent of Forestry, Ottawa, Ontario.

## A CHANGE OF CONDITIONS

Mr. S. Morley Wickett, in Addressing the London Canadian Club, Shows that Conditions Which Made Reciprocity Desirable in 1891, no Longer Exist.

"It would be unfortunate," said Mr. S. Morley Wickett, in an address on Reciprocity, before the Canadian Club, London, recently, "if this issue were regarded as one between classes—between farmers and manufacturers—rather it is an issue to be decided on business and national grounds." Mr. Wickett sketched the issue between Canada and the United States during the past twenty years. Reciprocal arrangements were desired in 1891, but conditions are not now as they were then.

"The government sought what, judged by the standard of 1891, was usually regarded by the country as well-nigh impossible; and when their negotiators returned in triumph to Ottawa, it gradually dawned upon the government's supporters and the country at large, that the United States had decided for itself that past standards were no longer applicable; and that for Canada, too, the standard of 1891 is not

necessarily the standard of 1911, and what was looked upon in bygone days as an assured blessing, is after all possibly only an alarming triumph. We must rid ourselves of past shibboleths, and ask ourselves whether the needs of twenty years ago are the needs of to-day."

The effect of reciprocity on our national life, Mr. Wickett said, had given rise to a great divergency of opinion. Yet the opinion of leading bodies such as the Winnipeg Board of Trade, the Associated Boards of Trade of Ontario, and others, must be seriously weighed. The manifesto of eighteen liberals of Toronto he described as already a historic document.

### Effect on Transportation.

"Our public men know full well," he continued, "what a unique and singularly delicate problem is that of our trade relations; a narrow strip of country a couple of hundred miles wide, by three thousand six hundred miles long, loosely filled with seven and a half millions, adjoining a country with a hundred million speaking the same language and rampantly ambitious in everything connected with commerce and industry. So commercially ambitious and industrially powerful is the United States that her tariff legislation



Mr. S. Morley Wickett.

during the last half century has been so ruthless as to arouse antagonisms the world over. As for us, the circulation of goods from East to West may be called the lifeblood of our Dominion, and transportation our heart action. The problem of transportation must accordingly remain not merely a trade question, but an international and political question.

"It may be well to remind you here that already on certain classes of freight it is cheaper to send from Ontario and Eastern Canada via Mexico to Vancouver, than direct by the C. P. R., and on some commodities rates from Liverpool via the Suez Canal are lower than via Montreal. This can but mean that British Columbia is to be a new distributing centre for Western Canada to the far East, and on many lines to Great Britain and Europe as well; while for Central Canada the Hudsons Bay route must be regarded as a minor auxiliary, whose ultimate success it is impossible to predict. One can readily understand, then, how present tendencies are towards a threefold division of Canada—East, West and



Centre—one might be inclined to make a fourth division of the Maritime Provinces. One can understand, under the circumstances, federal effort to encourage facilities for transport by rail and water reaching into the interior, with the object of combining all provinces into a united and contented country. We must connect both the Atlantic and the Pacific to our great interior and it to the rest of Canada. Experts assure us that if our transportation facilities are to be successful, the ships that leave our shores laden with Canadian produce must return laden with the produce of other countries. The grain and salmon and lumber that leave British Columbia for Great Britain must return with British wares, and the ships that leave Eastern Canada with freight for trans-shipment across Mexico must depend for their continuance on return cargoes to Canada. What will be the effect of Canada's encouraging the diversion of freight from our present and prospective route east and west? The effect may be much more than we anticipate. Is such a policy of diversion to the United States in harmony with our present ambitions, which are costing us many millions yearly, and will cost many millions more to this young Dominion? If our freight should go south, why are we spending \$50,000 to \$100,000 or more per mile for our G. T. P.? There would seem to be a clash, or a change of policy somewhere.

#### United States Railways at a Dozen Points.

"In 1890 there were three railway lines from the United States entering into Canada, west of Lake Superior. To-day lines cross it at over a dozen points, and a number of stub lines run to the border and can readily be extended to tap any desired district. Those great foreign transportation companies must undoubtedly follow with interest, and perhaps with more than interest, the course of our trade legislation. Indeed, I have heard it whispered that a certain agricultural publication recently received some \$50,000 from a United States railway in favor of freer trade with Canada, and if the growing number of railway lines from the United States are not able to get sufficient return freight, may we not expect these corporations to endeavor to secure control of the means of agitation *i.e.*, the western press, for anything they may desire? It is quite possible that from freer trade with the South we may get some honey, but we may be stung for our trouble. I submit, therefore, and this is important, that before the Government asks the country to give its support to a diversion of trade southward it should ask for a public report from our railway commission for the guidance of public opinion as to possible results. The delicacy and intricacy of our trade relations warrants one in asking that the public be fully informed by this expert body, whose business it is to study this special set of problems, before they can be expected to vote on a measure that may mean so much for our national stability and on which the ordinary citizen cannot have reliable information."

Mr. Wickett examined the trend of prices for agricultural products, and showed that the proposed agreement would not, in the long run, inure to the benefit of Canadian farmers.

In closing, he urged that the question be studied on its own merits, that the greatest problem which had been before the people of Canada for many years be not a subject for party strife, but that Canadians rise above party and look only to the permanent strength and welfare of our common country.

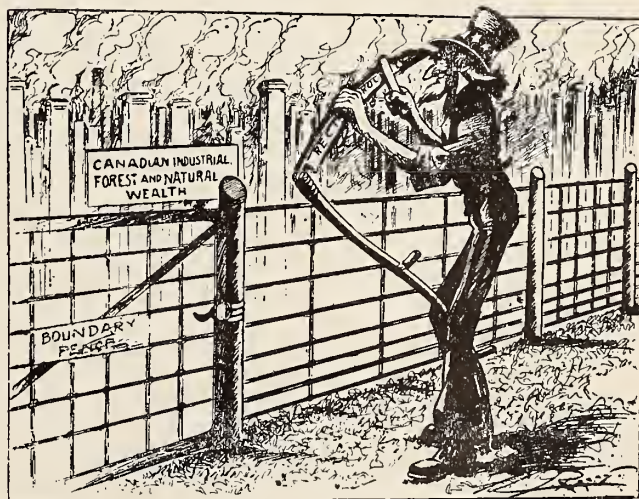
The Polson Iron Works have had plans approved for a large floating dock for Toronto. The work will cost over \$700,000 and 500 men will be employed on its construction. It is expected that the Federal Government will grant a subsidy to the enterprise.

#### CITY TRANSPORTATION PROBLEMS.

IN view of the problems which are becoming pressing in the larger cities of Canada, two reports by Mr. Bion J. Arnold, Consulting Engineer, Chicago, on the Pittsburg Transportation Problem and General Plans for a Passenger Subway in Chicago, are of present interest. In the latter report Mr. Arnold gives the basic considerations which must govern the construction and operation of auxiliary services in a large city. A subway or elevated system does not do away with the surface lines. "Fundamentally," says Mr. Arnold, "no subway plan should be adopted involving any system of loops, or other methods of construction, which will prevent the building of a high speed subway system ultimately covering the entire city, through which high speed trains could be run, for no extensive subway system can be justified from an investment viewpoint unless it is so designed that ultimately high speed trains each having a capacity of not less than 10 of the present elevated cars should operate through it at times of maximum traffic, as it is only by this method that the cost of operation per car mile of such a system can be brought low enough to justify the heavy investment necessary for long distance subways, and take care of the high fixed charges necessitated in their construction. This does not mean that, aside from financial reasons, it is not advisable to construct at once enough subway in the business district to relieve the present congestion of surface and elevated cars, but it does mean that the ultimate plan to be kept in mind in analyzing the transportation problem of the City of Chicago should be one that will lead toward securing a transportation system that no matter how owned will eventually gather the passengers by means of surface line cars and deliver them to high speed subway or elevated trains, which, in turn, will bring them to and through the business district, to whatever extent it may be expanded, in economically and safely operated heavy, high speed trains, stopping infrequently, in order that high average speed may be made, with the intermediate points between these stops served by the present surface line cars or local elevated or subway cars. In such a system the elevated lines would serve the same purpose as subways for such territory as they occupy, if operated into and through the present and future congested business district in subways."

To those who are interested in the transportation problems of large cities, the reports of Mr. Arnold will be of immense value.

#### THE MOWER



Awaiting word from Ottawa and Washington to commence reaping.

—From *The Montreal Star*.

## CUSTOMS DECISION IN NEW ZEALAND

Customs decisions have been given by the Government of New Zealand on the following articles:

Articles.	Tariff No.	Rates of Import Duty.	
		On Foreign Goods.	On goods the produce or manufacture of any part of the British Dominions.
Tinfoil discs, for placing inside metal caps or covers of preserve jars.....	485	Free	Free
Electric appliances—			
Cut-outs, automatic, for dynamo—	183	15 p.c. ad val.	10 p.c. ad al.
If imported attached to dynamos.	190	30 p.c. "	20 p.c. "
" unattached.....			
Gates, metal fittings for manufacture of—			
Latches, hinges, split tees, and double split tees, of cast iron.....	197	30 p.c. "	20 p.c. "
Machines, agricultural—			
Groomer, power, for grooming horses, except the brush (indistinguishable from sheep-shearing machine)	362	Free	Free
Brush used with same.....	261	37½ p.c. ad val.	25 p.c. ad val.
Machinery—			
Bookbinders' round cornering machine and stabbing attachment (claimed as artificers' tool).....	196	30 p.c. "	20 p.c. "
Conveyor for removing coal from mine trucks to coal bins.....	193	30 p.c. "	20 p.c. "
Perambulator-wheels, rims, hubs, and spokes for, ready for building up (claimed as fittings for perambulators).....	211	30 p.c. "	20 p.c. "
*Textiles, articles made of—			
Brush and comb bag, glove bags, handkerchief bags, Ottoman cushions, sachets made of textile or textile and padding, shaving-bags, and wall pockets.....	88	20 p.c. "	20 p.c. "

\* Revised decision.

- 131,274, H. Uttley Schofield, Saskatoon, Sask.—Collars.  
 131,292, Jas. W. D. McKeand, Hamilton, Ont.—Match Safes. Jas. W. D. McKeand and A. Duncan.  
 131,324, H. H. Replogle, Montreal, Que.; Can. Rubber Co., Montreal, Que.  
 131,327, Jas. A. Taylor, Sussex, N.B.—Circular Planer Cylinders. The Sussex Mfg. Co. of Canada.  
 131,337, L. Bressetto, Edmonton, Alta.—Expansion Steam Traps.  
 131,347, J. Jas. Davies, Stoney Mountain, Man.—Combination Smoke Stacks and Ventilators.  
 131,349, S. Barnes, Montreal, Que.—Moulding Machines.  
 131,352, V. Dinsten, Toronto, Ont.—Garment Pockets.  
 131,355, E. Gallagher, Toronto, Ont.—Shirts.  
 131,365, L. Huffman, Toronto, Ont.—Impressing Apparatus.  
 131,366, Annie C. Kilburn, Halifax, N.S.—Hosiery.  
 131,374, Jos. Morrison, Edmonton, Alta.—Weather Strips.  
 131,379, Chas. D. Painter, Calgary, Alta.—Tables.  
 131,382, Clara L. Nesbitt, Toronto, Ont.—Keyboard Note Guides for Pianos and Organs.  
 131,387, Frank Reid, Winnipeg, Man.—Pomalums.  
 131,390, M. Roberts, Perth, Ont.—Hat-Pin Shields.  
 131,397, Jno. E. Snider, Toronto, Ont.—Corsets.  
 131,401, Wm. J. Thompson, Grand View, Man.—Draft Equalizers.  
 131,406, H. Wilson, Vancouver, B.C.—Sheave Blocks.  
 131,410, Thos. W. Ryan, Ottawa, Ont.—Rifle-Buckets. Thos. W. Ryan and Chas. Jas. Burrett.  
 131,430, A. Wm. Miles, Caledon East, Ont.—Grain Car Doors. A. Wm. Miles, Jno. H. Mitchell and Thos. Coulter.  
 131,437, A. B. Gilbeau and H. Hadley, Jr., Verdun, Que.—Devices for Spreading Material.

## CUSTOMS DECISIONS.

### Cocoon Oil for Manufacturing Soap.

Free entry under Tariff Item 278 may be accepted for Cocoon Oil when imported by manufacturers of soap upon declaration that such oil is not edible and shall be used only in the manufacture of soap.

Cocoon Oil, not edible, shall be entered for duty when not imported by a soap manufacturer, subject to refund upon certificate that it has been used in the manufacture of soap.

## INTERNATIONAL EXHIBITIONS

London, Eng.: An International Exhibition of Rubber and Allied Industries will be held in London, Eng., during June and July of the present year. For particulars of the exhibition application should be made to Mr. A. Staines Manders, 75 Chancery Lane, London, W.C.

Le Mans, France: The international exhibition which was recorded in these columns before will be held in Le Mans, extending from May to October of this year. Le Mans is the centre of a great agricultural district and farm implements will comprise an important part of the exhibit. Information may be had from the Director General of the Exhibition, Le Mans, France, or from Mr. Sparling Hadwyn, 4 Dorset Street, London, Eng.

St. Petersburg, Russia: An international exhibition will be held in St. Petersburg during May and June, showing the various stages of work in various industries. Address Committee of the Exhibition, Karavannaya 20, St. Petersburg.

## NEW PATENTS

The following is a list of patents granted by the Canadian Patent Office to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada:—

- 131,142, Jos. E. Plouffe, Ottawa, Ont.—Advertising Arms for Seats. Jos. E. Plouffe and F. A. LeDuc.  
 131,159, Wm. W. Gibson, Victoria, B.C.—Flying Machines. Wm. M. Gibson and D. W. Hanbury.  
 131,164, P. L. Robertson, Hamilton, Ont.—Manufacturing of Screws. P. L. Robertson Mfg. Co., Ltd.  
 131,165, P. L. Robertson, Hamilton, Ont.—Manufacturing of Screws. P. L. Robertson Mfg. Co., Ltd.  
 131,187, T. H. Massicotte, Ste. Thecle, Que.—Wood Boring Machines. Margaret E. A. Massicotte.  
 131,204, Chas. C. Brown, Revelstoke, B.C.—Automatic Ventilators.  
 131,220, I. Gold, Montreal, Que.—Coats.  
 131,239, Jas. J. Kirk, Toronto, Ont.—Containers.  
 131,240, J. Klakoff, Winnipeg, Man.—Weather Strips.  
 131,243, O. Kuosmanen, Niagara Falls, Ont.—Garment Cutting Systems.  
 131,244, Jos. M. Laroche, Chalk River, Ont.—Loading Devices for Lorries or the like.  
 131,246, F. H. Lewis, Vancouver, B.C.—Rotary Engines.  
 131,251, Wm. M. Metford, Toronto, Ont.—Broom Holders.  
 131,259, Jno. C. McLaughlan, Toronto, Ont.—Means for Removing Dust from between the Driving Gears of Traction Engines and the like.  
 131,272, C. E. Rogers, Toronto, Ont.—Humidors.

# WHY HE OPPOSES RECIPROCITY

By Mr. Lloyd Harris, M.P.

The People had not Demanded it—Was not Discussed by the Public—Business Confidence in Many Lines Shaken—Will Affect Our National Status—Farmers Will Not Reap Benefits Anticipated.

IN severing himself on the Reciprocity question from the party with which he has in the past been allied, Mr. Lloyd Harris, M.P., made a powerful argument against the agreement which is now before the House. He examined it from a business standpoint, and found it wanting. His analysis of the economic phases of the agreement was clear and logical. After referring to the past history of the question, he said:

## Four Reasons for Opposing.

Apart entirely from the economic feature of this case, I have four good and sufficient reasons, at least they are sufficient for me, for opposing this measure. First of all I do not think that this government has any mandate from the people. The main arguments that have been advanced in favor of this measure have been the fact that this is an historic policy—a policy of both parties in Canada for the last 50 or 60 years. The Minister of Finance (Mr. Fielding) in making his announcement reviewed the history of the different negotiations which have taken place between Canada and the United States with reference to reciprocity between the two countries. Other speakers have done the same thing. I am not going to weary the House by going into the details of these different negotiations, but all the speakers who have touched upon the subject, have brought down the history of these negotiations from 1854, the time of the first treaty, to 1896. Since 1896 I do not think that any case has been made out. For my own part, I can only say that unfortunately I was absent from Canada from 1889 to 1900 and have only been familiar with Canadian conditions and politics in the last 11 years, and I know positively that in that eleven years reciprocity has not been an issue with either party in this country. I have no mandate from the people of my own constituency to support this measure. If I go back to my own constituency and tell the people exactly what I think of the effect this is going to have on that particular constituency, and say that I have supported it, I do not think that they will have any use for me in future.

Mr. Harris, discussing the question of the mandate, quoted as follows from Lovell's "The Doctrine of Mandate":

"Another sign of the times is found in the doctrine, now sanctioned by the highest authority, that parliament cannot legislate on a new question of vital importance without a mandate from the nation. The theory that the individual representative is a mere delegate of his constituents, so that he is bound to resign and submit to re-election if he changes his views, has long been a subject of discussion; but the idea that parliament as a whole exercises a delegated authority

in the sense that it is morally restrained from dealing with questions that have not been laid before the people at the preceding general election would formerly have been regarded as a dangerous political heresy. Yet during the recent agitation in regard to fiscal policy, Mr. Balfour, while repudiating the suggestion that the existing parliament, having been elected on the single issue of the South African war, ought to be dissolved when peace was made, refused to grant time for a debate on free food on the ground that it would be constitutionally improper for parliament to act on the question until it had been submitted to the people at a general election, and that it would be unwise for the House to discuss a subject on which it could not act."

## No Chance for Discussion.

My second reason for opposing it, is the method of doing it. If the government had a mandate, the method would have been quite correct, but the government having no mandate, the very fact that we in this House, who have been elected by our several constituencies to represent the people of this country, have never even been called into consultation, that we have never been asked to express our views on a measure which is perhaps the most radical departure in politics that we have ever had in this country, and the fact that two men went to Washington and made this arrangement and have come back to this parliament and are practically trying to force this measure through the House, is a method which I, personally, cannot support. Let us consider for a minute the procedure in the case. It has not been brought out in the debate, I think, up to the present time, what really has happened. As I understand it, a year ago representations were made by President Taft through Mr. J. A. Macdonald of the *Toronto Globe*, to this government, that he found himself in a difficult position, owing to the Payne-

Aldrich tariff having in it a clause which required him to penalize Canadian importations into the United States. I do not know whether it is known or not, but I have heard, and I think it is quite correct, that this clause in the Payne-Aldrich Tariff was copied from the Canadian tariff. We had such a clause in our tariff for some time. We had it several years ago when Germany found it necessary to attack us in its tariff, and what was the answer that Germany got? We simply put the Act into force as it was, and we said to Germany: Very well, if you want to penalize us, we will penalize you, which we did; and I think that Act had the support of everybody in this country. And when the United States made representations that it was necessary to have legislation put through at Ottawa to save the President of that country, I think we should have given



MR. LLOYD HARRIS, M.P.  
who opposed the Government on its  
Reciprocity proposal in a speech  
in Parliament

them the same answer that we gave to Germany. Now, what consideration has been given to this arrangement? I have been very much interested in these negotiations ever since they commenced; and as far as I can find out, the two ministers returned from Washington on a Wednesday, and at that time apparently the other members of the cabinet, or at least those that I spoke to, knew no more about the conditions of this compact than I knew myself. The council evidently met on Thursday for an hour—if I am wrong in this, I hope I shall be corrected; this proposal was evidently considered by the council for one hour, at three o'clock this House met, and at 3.30 the hon. Minister of Finance came in and laid the agreement before the House. I am only speaking for myself, but personally, I do not think that any man should be asked to support a measure which is put in that way, and which means so much to this country.

### Shaking Business Confidence.

The third reason which I have for opposing it, is the one to which I attach the most importance. No doubt all of the hon. members of this House have had the same experience that I have had while these negotiations were in progress. I had letters and interviews, and when I went to western Ontario, I met a great many people who expressed their anxiety that something might not happen which would affect them or their interests adversely. To one and all of such requests for information, I said: You need have no fear whatever, because there will be no revision or alteration of the tariff of this country without a thorough investigation. I want to state my reasons for having given that answer, and if I make a longer quotation from "Hansard" than I would like to do, I hope the House will bear with me. The right hon. the Prime Minister, on the second day of this session, speaking in the Debate on the Address in reply to the Speech from the Throne, referring to his visit of last summer to the west, made this statement:

"The people of the West are now asking for a reduction of duty on certain articles which they consume. That is a very proper subject of investigation, and we intend to investigate it. But at the proper time. My hon. friend (Mr. R. L. Borden) is very impatient. We who have been in office for a certain number of years know that if there is one thing more than another essential to the business prosperity of a country it is stability of tariff. And my hon. friend from North Toronto (Mr. Foster) who has special charge of these matters on his side of the House will not dispute this, although when in office he was delinquent on this point—he tinkered with the tariff year after year. But with the warning before us given by his course, we were particularly careful not to fall into his error. It has been our policy to have a revision of the tariff periodically, but not year after year. I stated to the people of the Northwest during my recent trip that it would be our duty to consider their requests and to deal with them in the spirit in which we have always dealt with requests from the people. And I repeat that now. I stated, and my hon. friend (Mr. R. L. Borden) quoted my words, that we would have a commission of investigation before we undertook a revision of the tariff. I noticed that that evoked a cheer on the part of hon. members on the other side of the House. And may I be permitted to say without offending my hon. friend, and with every hope that he will pardon my pride in the matter, that the parts of his address that were most applauded were his quotations from my speeches. I trust that this flattery will not make me vain; I mention it only as a fact which is within the knowledge of all who heard the hon. member's speech. The statement made by myself and quoted by the hon. gentleman that we would have an investigation by commission before we altered the tariff called forth a special cheer from hon. members opposite. Does any hon. member on the

other side take issue with the promise I made? Would any of them advocate rushing into a revision of the tariff without previous investigation?"

That I consider a statesmanlike utterance. I was perfectly satisfied with it. I took it as a distinct and definite promise, and I made other promises on the strength of it.

### Affects National Standing.

The fourth reason that I have, is one which may not perhaps appeal to some members of the House, but I do not think we should look upon this reason in too light a way. It is that it has hurt the pride of Canadians. I think a glance over the history of Canada since Confederation will prove my point. For many years we felt that we were absolutely dependent on the United States, and we had these pilgrimages to Washington for the purpose of negotiating free trade relations. But every time that we went wearing out our shoe leather, as one hon. gentleman has put it, what was the result? We simply met with one rebuff after another. Every time we knocked at their door, we were refused admittance; and the load we had to carry in Canada for a great many years seemed greater than we actually could bear.

Had we got, however, what we wanted at that time, the whole course of Canadian history would have been changed. We would not have had a country such as we now have. Our Maritime Provinces would have been connected by trade and commerce with the eastern States; Ontario would have been dealing entirely with the State of New York and the adjacent States and in the Northwest of Canada, I doubt if we would ever have had a railway around the north shore of Lake Superior. But not having been able to get what we wanted, we were forced to initiate a policy of our own, and that was to take off our coats and seek to bind this country together and create a nation. We have done this. We have done perhaps what no other country in the world has accomplished. You all know what it means for a man when he feels he has done something. It makes him a better man in every way, and the same consciousness makes a nation greater and better in every respect. One of the best results of all this struggling is the knowledge that we have established ourselves as a distinct entity. The word "Canadian" stands to-day for something. Years ago it did not stand for much. At present, however, it means that Canadians have done something, that they have accomplished things, and that means a great deal to a people just as it does to an individual.

### Results will be Far-reaching.

I claim that this measure—the method of doing it, and the measure itself—is one that will have far-reaching consequences on Canada perhaps more than anything that has ever happened. I give these four reasons for opposing it, which perhaps will not be considered sufficient by my hon. friends on this side. But for these four reasons alone I have made up my mind that I cannot support the government in this measure. I propose now to deal with its economic features, and shall have to do that in my own way. Each one approaches all these questions from his own standpoint, but I think every one will agree that we should approach the discussion of a measure of such importance as this in a sane manner. I cannot say that some of the arguments and remarks of the advocates of this measure are made in that spirit.

I have been interested in following several of these ballots which have been taken by different newspapers. In one Canadian Agricultural journal which I was reading to-night, I find that the number of votes throughout Canada apparently in favor of this measure was about 1,000 and against it 600, so that the opposition to it is not, as some hon. members would have us

believe, coming from the one quarter. But even if it did come from one class, every Canadian has the right to make up his mind on any important question, and in so doing he should not be subjected to the imputations of unworthy motives. We have in Canada all classes of people. We are not purely and simply an agricultural country. Manufacturing is a necessity. At least I think that we require manufactures, but if it be not the policy of the Liberal party to have manufacturing, I suppose I shall have to remove myself from Canada. But I submit that one man in one industry in Canada is just as good as a man in another industry. We are all Canadians working together for the general benefit.

I have listened with a great deal of interest to all the arguments which have been put forth in defence of this measure. I listened with great pleasure to my hon. friend from Red Deer (Mr. Clark), the other night—I always listen with pleasure to the hon. member because he always says something good, something of interest. But, in reading his speech next day, I found that it was one of his characteristic speeches. He quoted Peel, and Cobden and Gladstone. I am interested, as much as anybody possibly could be, in the free trade history of England. The men who inaugurate the policy of free trade in England were doing exactly what we at the present time in Canada are trying to do. They were trying to frame a policy which would make England a great country. Their policy, I believe, was the best that could possibly be pursued for that country at that time. But the fact that that policy was a good thing for England seventy or eighty years ago is no reason why we should accept it as the policy for Canada in 1911. We have to study the conditions of our own country.

**Policy of Protection Exists.**

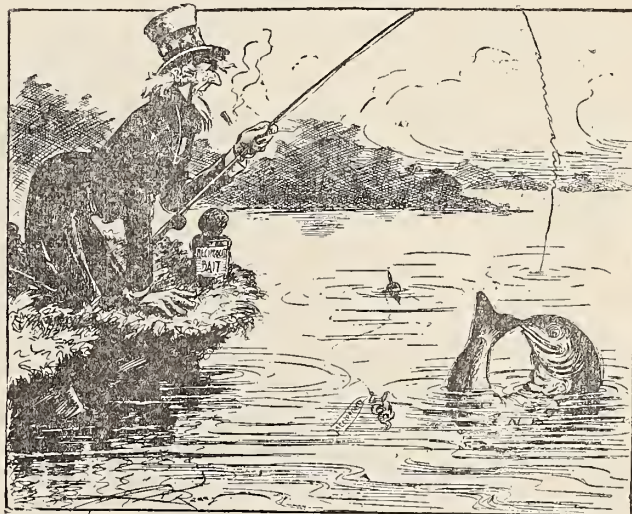
I have given a great deal of thought to what I suppose is the real policy of the Liberal party. When the present government came into power, the existing policy was one of protection. That policy, I think all will agree, has been retained. It has been changed to suit the conditions arising from time to time—I do not believe in a hard and fast policy of any kind. Added to that fiscal policy, however, the government immediately inspired a new faith in the future of Canada. They undertook a vigorous programme of development of our natural resources. We advertised in a large, comprehensive way, and in the proper places, our potentialities. We undertook in a large way additions to our transportation facilities. We have followed a policy of encouraging agriculture, the growing of products for our available markets; and, what was more important, a policy of transportation facilities which would carry our surplus products to the best markets of the world in the best possible condition. The government granted the imperial preference. They made very large expenditures on agriculture, in order to give information to the farmers of this country of the best methods of growing and putting up their products so that they might command the highest price. This, I consider, has been the policy of the Liberal party, and that policy has been eminently successful. I can remember twenty-five or thirty years ago—though I am a young man yet—when the farmers came on our market in Brantford and sold chickens at 10 cents each; to-day they are getting in the neighborhood of 75 cents. They would sell butter at 10 cents to 12 cents a pound, we are paying 30 cents to 40 cents per pound to-day on the Brantford market. Eggs were sold in those days from 8 cents to 10 cents a dozen; now we are well off if we get them at 50 cents to 60 cents at certain seasons of the year. What is the reason of this? The first reason is that we have built up a consuming population in Canada, which is the best market our farmers have, and any surplus products can be shipped and delivered and sold in the best markets of the

world where they will command the highest prices. We have done all this without any assistance from the United States. We were forced to do it on our own account. Now we have got the home market, and, what I have always felt as to the future policy of this country—and this is the crux, I think, of the economic situation in connection with this measure—is that our agriculture should be put in such shape that nothing should go out in its crude condition. I do not want to see the wheat of our Northwest go through United States channels. If it must go out of Canada in its raw state, I want to see it go through Canadian channels. But I want to see as much of it milled in transit as possible. That is building up our own country. I do not want to see that second grade wheat they have in the West sold on the market at all—it is not going to give us a good name for our Canadian wheat. I want to see the meat industry established in such a way that such wheat should go out of the country in the shape of dressed meat, bacon, hams, and other similar products. In the province of Ontario, where we are at present growing \$200,000,000 worth of field crops,—first, I want to see that raised to \$1,000,000,000,—I do not want to see one dollar's worth of it go out of Ontario in its crude state, but in its most highly finished condition. And that, I think, is an ideal worthy of any Canadian, and a policy that any party should be glad to maintain.

**Home Market Immensely Valuable.**

A great deal has been said to prove that the effect of opening up our market in this country to ninety millions of people in the United States and to other nations which can send in their products here on the same terms as the Americans can, will have no effect on the farm produce of this country. First, I wish to take up the question of our own production and export. Many hon. members who have spoken on this subject, ridicule the home market. They want to know what the home market is worth anyway. Well, here are some figures which I think will be of interest to the members of the House. In the year 1908 the estimated value of the field crops of Canada was \$432,534,000. In the Trade and Navigation Returns for the year ending March 31, 1909, the total exports of field products from Canada for the year—which would be the crop to which I have just referred—were \$82,718,926, leaving a total of \$349,815,074, which was consumed in Canada. In other words, for every \$1 of field produce raised in Canada, 80 cents worth was consumed and only 20 cents worth ex-

**CLUMSY FISHING**



The Hook Can be Seen.

—From *The Montreal Star*.

ported. That is what all this noise is about—to get markets for that 20 cents worth. Now, included in the exports are the following which have gone through a process of manufacture—I wish to show how closely agriculture and manufacturing must come together in this or any other agricultural country:

Flour .....	\$ 7,991,517
Indian meal .....	4,818
Oatmeal .....	535,963
All other meals .....	58,104
Cereal foods .....	1,380,507
Bran .....	858,900
Canned berries .....	204,246
<b>Total .....</b>	<b>\$11,064,055</b>

Those products all went through a certain form of manufacture. I use those figures for comparison. In the following year, 1910, the amount was much larger in every way so far as crops in Canada were concerned. The total value of the crops was \$531,690,000. The exports were \$102,747,694; consumed in Canada, \$429,342,406, or exactly the same percentage as the year before, notwithstanding the fact that the value of the crops was \$100,000,000 more than the year before. Our home market increased in one year from \$349,000,000 to \$429,000,000. The total amount of exports which had undergone a partly manufactured state, was \$19,866,653 as against \$11,000,000 the year before. That is what our home market consumed in field crops alone. Now in animals and their products, in 1909, the exports were \$52,026,710, and of that sum \$38,144,107 went out of this country in the form of finished products, leaving only \$14,000,000 which went out in the raw condition. I will submit the following tables in support of the remarks which I have just made:

**Report of Trade and Navigation for year ending  
March 31st, 1910.**

Exports.	1909.	1910.
Animals and their products.....	\$ 52,026,710	\$ 54,696,630
Agricultural products .....	82,718,926	102,347,694
Minerals .....	37,257,699	40,528,998
Fisheries .....	13,332,871	15,760,391
Forest .....	39,867,387	47,688,256
Manufactures .....	28,711,944	40,331,467
<b>Totals .....</b>	<b>\$253,915,537</b>	<b>\$301,353,436</b>

In the item "animals and their products" are included many articles which have gone through a process of manufacture or are not properly classed as products of the farm, viz.:

	1909.	1910.
Butter .....	\$ 1,575,877	\$ 1,010,274
Cheese .....	20,398,482	21,607,692
Furs, dressed .....	69,077	35,371
Furs, undressed .....	2,504,878	3,680,949
Grease .....	197,299	171,363
Glue stock .....	7,239	8,872
Hair .....	147,407	172,583
Hides .....	4,034,343	5,430,591
Horns and hoofs .....	5,459	8,924
Honey .....	1,188	621
Lard .....	35,883	133,268
Bacon .....	8,415,247	6,431,359
Hams .....	422,851	416,886
Game .....	3,330	6,244
Tongues .....	3,356	264
Canned meats .....	195,917	193,479

Condensed milk .....	91,388	541,372
Tallow .....	34,886	16,279
<b>Totals .....</b>	<b>\$38,144,107</b>	<b>\$39,866,391</b>

It has been stated that the favored nation clause would have no effect on prices in Canada for farm produce. It is a very peculiar thing, but it is a fact, that every country in the world with the exception of Denmark, which is known as an agricultural country, has high protection. I have schedules here showing for several of these countries the duties on the different articles of produce going into them.

First there is Australia, which has a very high protective tariff on all articles of farm produce.

**Rates of Duty on Canadian Products on Importation into  
Australia.**

Articles and tariff rates of duty.

- Cattle, \$2.43 per head.
- Swine, \$1.22 per head.
- Sheep, 48.6 cents per head.
- Wheat, 36.5 cents per 100 pounds.
- Barley, 48.6 cents per 100 pounds.
- Beans, 36.5 cents per 100 pounds.
- Potatoes, 21.7 cents per 100 pounds.
- Butter, 6 cents per pound.
- Cheese, 6 cents per pound.
- Eggs, 12 cents per dozen.
- Hay, \$4.34 per ton.
- Then I have a table relating to Austria-Hungary.

**Rates of Duty on Canadian Products on Importation into  
Austria-Hungary.**

Articles and tariff rates of duty.

- Cattle—
  - Oxen, live weight, 86.6 cents per 100 lbs.
  - Bulls, \$6.09 each.
  - Cows, \$6.09 each.
  - Young cattle, \$3.65 each.
  - Calves, \$1.02 each.
- Swine—
  - Weighing up to 10 kilogs., 30.5 cents each.
  - Weighing up to 120 kilogs., \$2.44 each.
  - Weighing over 120 kilogs., \$4.47 each.
- Sheep, 50.8 cents each.
- Lambs, 30.5 cents each.
- Wheat, 58 cents per 100 pounds.
- Barley, 25.8 cents per hundred pounds.
- Beans, 22.1 cents per 100 pounds.
- Potatoes, free.
- Butter, natural, fresh, \$2.21 per 100 pounds.
- Butter, natural, salted, \$3.22 per 100 pounds.
- Cheese—
  - Stracchino, Gorgonzola, fontina, montasio, and grana (Parmesan, lodigiano, regiano); also sbrinz cheeses in the shape of millstones, \$1.11 per 100 pounds.
  - Other fine cheese for the table, \$5.52 per 100 pound.
- Hard cheeses in the shape of millstones—
  - Weighing each 50 kilogs. (110 lbs.) or more, \$1.11 per 100 pounds.
  - Weighing less than 50 kilogs., \$1.29 per 100 pounds.
- Other hard cheese, \$4.60 per 100 pounds.
- Eggs, free.
- Hay, free.
- Then I come to Denmark. Denmark is practically the only agricultural country which admits agricultural products free.

Probably Denmark is the most highly educated country agriculturally in Europe, or possibly in the world. With the permission of the House, I will submit the following tables:

**Rates of Duty on Canadian Products on Importation into Denmark.**

Articles and tariff rates of duty.

Cattle, swine, sheep, wheat, barley, beans, potatoes, butter, free.  
Butter in hermetically sealed vessels \$4.86 per 100 pounds.  
Cheese \$2.43 per 100 pounds.  
Eggs and hay, free.

**Rates of Duty on Canadian Products on Importation into France.**

Articles and tariff rates of duty.

Cattle (fat cattle excluded)—  
Oxen, cows, bulls, steers, bullocks and heifers (live weight), \$1.75 per 100 lbs.  
Calves (live weight), \$3.51 per 100 lbs.  
Swine—  
Pigs (live weight), \$2.20 per 100 lbs.  
Sucking pigs weighing 15 kilogs. or less, 77 cents each.  
Sheep—  
Rams, ewes and wethers (live weight), \$3.51 per 100 lbs.  
Lambs, weighing 10 kilogs. and less, 77 cents each.  
Wheat, 61.4 cents per 100 lbs.  
Barley, 26.3 cents per 100 lbs.  
Beans, 26.3 cents per 100 lbs.  
Potatoes, 3.5 cents per 100 lbs.  
Butter—  
Fresh, \$2.63 per 100 lbs.  
Salted, \$1.75 per 100 lbs.  
Cheese—  
Hard, known as Dutch or Gruyere, \$1.05 per 100 lbs.  
Fine (affine) soft, \$1.75 per 100 lbs.  
Medium hard (demi dure) and other, \$1.32 per 100 lbs.  
Eggs, 52.7 cents per 100 lbs.  
Hay, 4.4 cents per 100 lbs.

**Rates of Duty on Canadian Products on Importation into Italy.**

Articles and tariff rates of duty.

Cattle—  
Oxen, \$7.33 each.  
Cows, \$1.93 each.  
Bullocks and calves, \$1.54 each.  
Bulls, \$3.47 each.  
Sheep and lambs, 58 cents each.  
Swine—  
Weighing up to 20 kilogs., 58 cents each.  
Weighing over 20 kilogs., \$1.93 each.  
Wheat 65.8 cents per 100 lbs.  
Barley, 35 cents per 100 lbs.  
Beans, 10.1 cents per 100 lbs.  
Potatoes, free.  
Butter—  
Fresh, \$1.32 per 100 lbs.  
Salted, \$1.75 per 100 lbs.  
Cheese—  
Hard cheeses—  
Formaggio dolce, formaggio dell della paglia, also Emmenthal, Gruyere, Bernese, saanen, sbrinz, spalen, 35 cents 100 lbs.

Other hard cheeses, 87.7 cents per 100 lbs.  
Soft cheeses, \$1.32 per 100 lbs.  
Eggs and hay, free.

**Rates of Duty on Canadian Products on Importation into Japan.**

Articles and tariff rates of duty.

Cattle, 10 per cent.  
Swine, 25 per cent.  
Sheep, 25 per cent.  
Wheat, 21.46 cents per 100 lbs.  
Barley, 16.94 cents per 100 lbs.  
Beans, soja, 16.18 cents per 100 lbs.  
Beans, red or white, small, 16.94 cents per 100 lbs.  
Beans, (vicia faba), 13.93 cents per 100 lbs.  
Potatoes, 43.29 cents per 100 lbs.  
Butter, \$10.02 per 100 lbs.  
Cheese, \$6.40 per 100 lbs.  
Eggs, \$2.18 per 100 lbs.  
Hay, 6 cents per 100 lbs.

**Rates of Duty on Canadian Products on Importation into New Zealand.**

Articles and tariff rates of duty.

Cattle, \$2.43 each.  
Swine and sheep, free.  
Wheat, 18.2 cents per 100 lbs.  
Barley, 48.6 cents per 100 lbs.  
Beans, 18.2 cents per 100 lbs.  
Potatoes, 21.7 cents per 100 lbs.  
Butter, 20 per cent.  
Cheese, 20 per cent.  
Eggs, 20 per cent.  
Hay, 20 per cent.

Their agriculture is carried on under the most perfect system. The Technical Education Commission propose to visit Denmark

**PLAYING WITH FIRE**



Trouble in store for Wilfy. —From The Toronto World

and they will find so much of interest and gain so much information that will be of importance to Canada that I hope that when they come back with their report the people of Canada, the government, and this parliament will recognize the necessity, up to a certain point, until we get our agricultural and technical education thoroughly well established, of protecting the agricultural industry. I have a few figures showing the exports in 1908 of domestic produce from the following large exporting countries:

Exports for year 1908 of Domestic Produce from followinig Countries:

Argentine Republic .....	\$353,195,154
Included in above—	
Wheat .....	\$124,333,118
Flour .....	4,953,668
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United States—	
Animals .....	\$ 34,101,289
Animal products.....	156,915,293
Breadstuffs .....	216,494,100
	<hr/>
	\$407,510,682
	<hr/>
Lumber (unmanufactured) .....	\$ 67,043,960
Denmark—	
Butter .....	\$ 48,000,000
Eggs .....	7,600,000
Dressed meats .....	31,500,000
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	\$ 87,100,000
	<hr/>
New Zealand—	
Meats (frozen) .....	\$ 15,517,449
Wool .....	25,952,866
Butter .....	5,699,752
Cheese .....	3,812,688
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	\$ 50,982,755
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Australia—	
Breadstuffs .....	\$ 20,295,332
Animal products .....	23,599,894
Wool .....	111,513,145
	<hr/>
	\$155,408,371
	<hr/>
France—	
Animals .....	\$ 8,536,183
Butter .....	11,686,122
Cheese .....	4,183,724
Eggs .....	2,694,296
Potatoes .....	8,678,921
Wool (raw) .....	45,709,754
Fish .....	7,531,960
Raw hides .....	21,597,771
	<hr/>
	\$110,618,731

The United States are producing exactly the same class of stuff in the agricultural line that we produce, and in 1908 they produced over \$400,000,000 worth. I do not think the area of Denmark is as great as that of our maritime provinces. With reference to Australia, included in the item of animal products is \$5,932,987, which is the value of the frozen mutton which was exported during that year. In Australia sheep are grown for wool and not for meat. The meat is really a waste product. In so far as the sheep industry is concerned,

with our farmers trying to grow sheep for the wool and the meat as they do in this country, the sheep industry would be wiped out of existence. It may be said that the sheep industry does not amount to anything any way. I know it does not at the present time, but I would like to see it properly developed as well as other branches of agriculture. France is not regarded by us as an agricultural country, but it really is one of the greatest agricultural countries in the world. I have only given these figures to show the competition that we will have in agricultural produce, not only from the United States, but from a great many other countries. At the present time New Zealand butter is finding its way to this market, and if the duty should be off New Zealand butter I am thoroughly satisfied it will reduce the price of butter in Montreal by at least four cents a pound. The price of butter in England at the present time is from 21 to 22 cents a pound, and in Montreal it is from 26 to 27 cents a pound. It can be brought over here for about one cent a pound.

I cannot prophesy what will really happen from allowing ninety millions of people access to our market, but if it does not mean very strong and keen competition with the farmers of this country I do not know anything about the business.

#### Our Former Treatment.

Then, there is another point. The treatment we have had from the United States in fiscal matters has been of such a character that we have resented it at different times. I think, of course, that they were doing exactly as they had a right to do. They were engaged with exactly the same problems that we are engaged with at the present time. From the time they started in to the development of their country until they reached what is practically at the present day their maximum development they brooked no interference from anybody, they allowed no one to come into that country and have their markets, they insisted that the people of the United States should have the markets themselves. As a matter of fact, the home market is the only market that any nation has absolute control over. We have not any control over the United States market. Now, when they come to a point in their development when it is to their interest to allow Canadian goods to come in they are willing to let us come in. But, we are in the same position that they were in—I do not know just how many years ago it would be—but we have got started in our development, we have not reached our maximum development, and will not reach it for a great many years to come. I have the highest kind of regard for my United States friends, I have a great many friends over there, and I have had a great deal of business to do in that country.

I think our best plan is simply to keep as closely as we possibly can, and as closely as we dare to the plan that they themselves have laid down. While they were developing they would brook no interference from us; while we are developing we do not want them to come in and interfere with us. When we get to the state of development in this country where we have given our agricultural population and the people generally every facility to acquire the best, the most scientific and the most intelligent methods of farm production so as to enable them to turn their products out in the most highly finished condition, I am perfectly willing that we should trade with the world.

My hon. friend the Minister of Agriculture (Mr. Fisher) made a very excellent speech the other evening, and I think he has been the only speaker on this side of the House who has attempted at all to touch with any detail on the economic feature of the different articles which would naturally pass from one country to the other. The minister in his statement the other night said that the farmers will get the American price. What is the American price? I have here an extract from a speech made by Mr. J. J. Hill in Chicago



the other night at the Chicago Chamber of Commerce dinner. He said:

"The price of any commodity of which a country produces a surplus for export is fixed in the market where it must be sold. The demand of the whole world for wheat meets the supply of the world in the Liverpool market. To that Russia and Argentine and Canada and the United States all send their surplus. The visible supply is noted, the probable demand computed, the prospects of growing crops taken into account, and these automatically determine the price.

### The Farmer Gains Either Way.

"This Liverpool quotation regulates wheat prices in all the markets of the world. It is cabled daily to New York, Chicago, Minneapolis, Duluth, Winnipeg and the other primary markets of wheat-exporting countries. The price in each of them varies daily with the Liverpool advice. It is, therefore, impossible that this price should be affected by the trade relation of any two of the countries to each other. It can make no difference in the total stock of wheat for sale, which fixes the price, over what route it goes to market. The quotations would not be changed by the fraction of a penny if all the wheat of Canada went abroad by way of Minneapolis, Chicago, Duluth and New York—"

Which Heaven forbid.

"—instead of by way of Winnipeg, Port Arthur and Montreal. But every bushel milled in transit helps the price, by withdrawing from the visible supply, on which prices are based, the wheat that has been turned into flour."

That is exactly the situation so far as wheat is concerned. Everybody knows that, so that any advantages that our Western farmers may gain in price of wheat are purely imaginary.

I wish to emphasize the point that I want to see every bit of wheat exported from this country sent out in no form less crude than flour.

I now come to barley. The minister stated that on account of the McKinley tariff our farmers lost a great deal of profit. He quoted the amount of profit they have lost by taking the figures that they have received in a certain number of years for their barley. I know something about the barley country in Ontario; I know that when the McKinley tariff was put into effect the farmers along the north shore of Lake Ontario were almost stunned, the blow had been so heavy. But I also know that since that time those same farmers have changed their methods of farming and are producing crops at present which give them more money than they got for their barley, and in addition their land is in much better condition.

### Should Develop Meat Industry.

Now the meat trade. The minister apparently would be glad to see the whole of our meat trade thrown over to the control of the United States packers. I do not take this view of it at all. I want to quote a resolution which was presented to the government by the farmers' deputation in December on the chilled meat industry:

"Whereas it is of very great importance to the whole of Canada that prompt government action be taken towards establishing a complete chilled meat system on a sound and permanent basis, with the interests of the producers adequately protected; and

Whereas the live stock industry of Canada has been neglected, and if the neglect is continued it will soon result in impoverished farms, and the live stock industry of the country will make no headway until it is made worth the farmers' while to produce and furnish more and better stock; and

Whereas the farmers are on account of the unsatisfactory

market going out of the meat producing business, and will not again take it up until the market is placed upon a stable basis, and further that under the present system of exporting there is always a danger of the markets of the world being closed to us, which would result in ruin to many; and

"Whereas, on account of the danger of encouraging monopolies the farmers cannot be satisfied with anything short of a meat curing and chilling process inaugurated by the Dominion government, and operated in such a way that will guarantee to the producers the value of the animals they produce."

Of all the memorials they presented, I was most in sympathy with that one, because if we are to build up a big meat industry in the West and assist the farmers in getting the prices they should it is necessary that this industry should be carried on by either private enterprise or government assisted enterprise. I do not believe in the government going into the meat business, but no private company or firm or individual can attempt to establish a meat industry in the West at the present time on account of the enormous amount of capital it would require. I think it is an industry that we should encourage, and it should be under Canadian and not under American control.

Now, take the packers. They came to Ottawa, they presented their memorial. They were practically told that they did not know what they were talking about, that they would not be hurt. I do not know anything about the packing business. I did have a large investment in a packing house once, and lost it all. But the packers of Canada have done good service. They have spent large sums of money in good faith, they have done as much as any other class of people to make a name for Canadian farm products, and they should be considered; they should not be left in such a position that their business is going to be jeopardized. The present situation, if this goes through, is that the American packers can come to Canada and get all the hogs they want, while our packers cannot bring over a single American hog, as every hog coming to



Wil Taft: "You shake your tree, Wilfie, and I'll shake mine."

—From *The Canadian Century*.

Canada must be held at least 30 days and must be accompanied by a certificate.

The minister also mentioned hay. I quite agree with him that it is good farming to grow hay on certain kinds of land, just as it is good farming to grow wheat on certain kinds of land, but I do not think it is good business to grow hay and ship it out as hay. I think it is better to encourage the farmers who do grow hay to feed stock and ship it out in a finished state. That is the argument I am trying to make all the way through.

This question of competition is also dealt with by Mr. Knox in that same Chicago speech. He says:

"In making a reciprocity agreement it is proper and right that we should consider the market which our neighbor has to offer us as well as the market which we offer her. Thus, we provide that the agricultural classes of a great section of our country should have the benefit of the free admission of cotton seed oil into Canada. We also obtain the exemption from duty of all fruits and vegetables and various other agricultural products of which some sections of the country as widely separated as California and Florida have a surplus at certain seasons, while we are not unmindful of the producers of the border states who at times have large quantities of surplus products which will be benefited by free entry into the Canadian market."

Mr. Knox himself thinks that this will be of assistance to the American farmers along that side of the line. He also says:

"The free admission of grain from Canada thus meets the present situation and provides against contingencies when the Canadian surplus becomes greater by placing the control in the hands of our own grain growers."

In the hands of our own grain growers!

"They have no cause to fear a demoralizing influx under the conditions which result from the reciprocity agreement.

"The proposition with which we have dealt is economic, not political."

The horse industry is a very important industry. Every farmer in the Province of Ontario at the present time is following the system of mixed farming. Every farmer is raising one or two colts every year, and they bring a good price in the Toronto market, which, I believe, is the best market for horses on this continent. We have greatly improved the breed of horses in the Province of Ontario, and our horses are very much superior to those we would naturally get from the south. The horses we would get from the south would have a deteriorating effect on all Canadian horses in the West if they were allowed to come in free.

### The Effect on Canada.

Now, to sum up the result of this change of policy, as I see it, so far as agriculture is concerned. It causes us to send out everything in the crudest possible state instead of in the most highly finished state. It is a serious blow to several important branches of agriculture. It seriously injures the hog industry. It prevents the development of the chilled meat industry under Canadian control. It forces the farmers to export hay instead of sending it out in the finished product. It bonuses the cheese factories and creameries to close up. It causes the farmers to send out their cattle in frames rather than finished. It kills incentive to more intensive farming. It puts a premium on the mining of the lands of the West rather than farming it. It destroys our hopes and ambitions for better technical agricultural training. It destroys the salt industry. In other words, I look upon the whole measure as a raw deal for Canada—we get the husks and they get the substance.

Conservation has not been spoken of very much during

this debate. I was reading the other day in the *Ottawa Citizen* a report of a speech which had been made by Professor Robertson before the Canadian Club of Ottawa, and some of the things that he said placed this conservation question, so far as farming is concerned, in a much better light than I could do it. We have heard of conservation of our natural resources, but there is conservation of farms as well. Hon. members may not know that there is a department of our Conservation Commission which deals directly with farm conservation. Professor Robertson said:

### Farm Conservation.

"I happen to serve as chairman of the committee on lands. Let me tell you of two instances that came out in our investigations. On 100 farms surveyed in Manitoba, every man reported that the wild oats were bad and getting worse. There is a how-d'ye-do—wild oats in the land where grain growing is the staple occupation of the people.

"You must conserve the land by intelligent methods. I offer two instances of conservation. One farmer came before our commission who was working a farm settled from 68 to 72 years ago under old Col. Talbot. He told us that he had 103 acres which he had been farming for 23 years, and his crop now was more than twice as much in a year as when he began. He told us, if he could get the right kind of labor, he could again double the production in ten years. There is conservation. (Applause.) Then in Prince Edward Island a farmer from near Summerside testified. We asked this farmer how long he had been on the place he then held. Twenty-two years. He had 97 acres. Twenty years ago he had a mortgage of \$1,100 on the farm. For ten years he just held his own. Then he learned to grow clover, keep cows and make butter. There is conservation—land, cattle and the family. The previous year, 1909, he had sold \$900 worth of butter and \$300 worth of pork, and he sold a horse every second year. There was no mortgage on his farm."

That is conservation of the farm.

I do not know anything about the fishing industry, so I am not going to deal with that subject.

Much has been said of the fact that this arrangement will change the transportation routes of this country. I think it is absolutely necessary that we should have legislation which will as far as possible keep the trade and commerce of this country within ourselves. I do not mean to say that I would put up a high wall, so that no one could come in; but we must provide more encouragement for the people of Canada to trade with each other. I do not know why it should be a hardship to the people of the West to trade with us in Ontario; I do not know why it should be a hardship to the people of the Maritime Provinces to trade with us in Ontario; but apparently it does not mean anything to have the pleasure and privilege of living in a country like Canada. I think that all the statements which have been made about the effect which the measure will have upon our East and West routes cannot be too lightly put aside.

### The Case of Farm Implements.

Now, I do not want to conclude my remarks without touching upon the subject of agricultural implements. Some members of this House attribute my opposition to this measure to the fact that I am unfortunate enough to have an investment in a business which manufactures agricultural implements. I hope that the members of this House will give me the credit of not allowing any reduction of the duty on agricultural implements to influence me on this matter in any way, shape or manner. The fact that I happen to be interested in the manufacture of agricultural implements does not, I think, make me

any worse a Canadian. Much has been said on the subject of implements, and much has been done that I do not think has been altogether fair to the implement industry of this country. It is strange that any government should pick out one industry and make a political football of it, but I think I have to charge both political parties with having done that with the implement industry. The duty on implements was reduced by the Conservative government from 35 to 30 per cent., and I do not think there was any investigation held. The government simply thought that the reduction was a good thing to catch votes with in the West.

Then, when this government came into power, they thought they might get some more votes by hitting the implement industry another crack of 2½ per cent. Well, I have no objection at all to the government doing anything with the tariff, provided they know that what they are doing is right and proper and just to the thing done.

So far as protection is concerned, I am not a high protectionist and never was. I do not think anyone has ever heard me make any utterance in that behalf, but I do think that we require a tariff in this country. I think it is the only practical way of raising our revenue. If any arrangement would even make the suggestion to change our system and raise revenue by direct taxation, I do not believe it would last twenty-four hours. We must have a tariff and raise our revenues under it. The agricultural implement industry is perhaps one more indigenous to the soil than any other, and therefore should not enjoy so high a tariff. But the inconsistency of our tariff is this, that when the duty was reduced on agricultural implements from 35 per cent. to 20 per cent., the manufacturers of these implements were still paying as high as 50 per cent. on their raw material. When the duty was reduced from 20 per cent. to 17 per cent. the government took the ground that 20 per cent. was a revenue tariff and made a concession on the raw materials for implements on which the tariff was reduced—there were only two or three of them. Binders, mowers and rakes. The government made a concession in the duty on the raw material of these implements which compensated the manufacturers to some extent for the reduction from 20 per cent. to 17½ per cent. in the duty. At present these same implements are being manufactured, and the manufacturers are paying duty on all the raw materials, with a few exceptions, which the government made as high as 50 per cent.; altogether they only get a protection of 17½ per cent.

Again, the manufacturers of implements in this country have to pay 27½ per cent. duty on every bit of machinery which they import for their plant and on all the materials which go into the construction of their plant. About 40 per cent. I think that would figure out on their coal, because I do not think coal is worth more than \$1.10 at the mine mouth; and on their factory supplies, which would amount to a very large aggregate, they pay duties varying from 25 per cent. to 35 per cent.

### The Price of Binders.

My hon. friend from Portage la Prairie (Mr. Meighen) introduced a motion this session to which he and some other hon. members spoke. I intended following him if I had had the opportunity, but not having that advantage, I would like to make a few explanations and corrections with regard to the statements he then made, and perhaps I may be able to give my hon. friends on this side a little more satisfaction than I have given them so far. The hon. gentleman made the statement that under the late Conservative government, the binders imported into Canada came in at a fixed valuation of \$80. He quoted the imports of binders in 1897, 1907 and 1910, and taking these three years he made an average valuation of the binders and the average duty. I might say now, for his in-

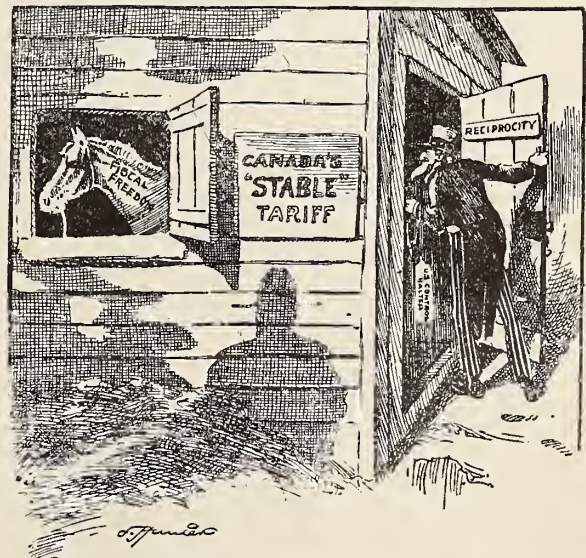
formation, that the statement he made was not correct. The late government never had a fixed valuation of \$80 for binders imported into Canada. In 1907 he said the average valuation was \$144.44. The hon. member for North Toronto (Mr. Foster) thought that in this he had made a mistake because he questioned him about it. He evidently did make a mistake in his arithmetic because the figures themselves show that the average valuation of the binders that year was \$109.70. I have gone to the trouble of looking up this question, and I have a statement here showing the average value of binders from 1890 down to 1910.

I intend to place the whole statement on "Hansard," giving the total importations from 1890 to 1910. This gives the number of binders imported, their values, the average value, the duty paid and the average duty. But for the information of the House I would like to point out the results of this statement. The result is this. The average duty paid per binder for seven years under the late government was \$31.39, and the average duty paid for fourteen years under this government was \$19.60, so that there was quite a reduction. I also want to correct my hon. friend in the statement he made with regard to drawbacks. He made the statement that the total drawbacks paid to the International Harvester Co., the Massey Harris Co., Frost and Wood, the Noxon Manufacturing Co., amounted to \$217,458.99, and then proceeded to work out the drawbacks per machine. But this included the drawbacks paid on machines manufactured in Canada for export as well as for home consumption and in the year 1909-10—which is the year he had under review—the drawbacks paid the implements manufacturer on the machines manufactured in Canada and exported was \$128,134, and on the machines manufactured for home consumption was \$83,569, making a total of \$211,703. My hon. friend constituted himself the judge, jury and counsel; he tried the manufacturers of agricultural implements and found them guilty, but with extenuating circumstances in favor of the plough manufacturers because 60 per cent. of the total imports consisted of ploughs. But the plough importations into Canada will now be absolutely taken care of by the manufacturers with the new plants they are erecting.

### Development Will Stop.

The American manufacturer of ploughs at the present time, with a duty against him of 15 per cent., is in just about as good a position to supply the Canadian Western trade as

### A GOOD TIME TO LOCK THE DOOR



—From *The Toronto World*.

will be the manufacturer in Ontario with freight and other things against him. I represent a constituency where we have 6,000 men employed in the factories, and, of these, I suppose 5,000 are engaged in the agricultural implement industry. These men are the best class of mechanics, I believe, that we have in any factory in Canada. This arrangement is going to mean that the development of the agricultural implement business in Canada will stop. We are not going on to develop the agricultural implement in Canada. The concerns I am connected with have found it necessary, on account of the agitation and the trouble which they think will come, to remove part of their works to the United States. They do not want to do that.

Now, Mr. Chairman, my people in Brantford are in a different position perhaps from those in almost any other constituency. We have, as I have stated, large implement industries; we have two flour mills; we have one large pork packing industry. On looking over the list of industries of the town, I find that nine of them are directly affected by this proposed change. Therefore, I do not think that you can expect them to look with a great deal of favor on this agreement. I have had a great deal to do with the getting of American concerns established in Canada. I have many friends in the United States, and these men, several of them, at my request, have come over and looked into the conditions existing here, and have established plants. I had a long letter from one of them early in November last, and I would like to read it, so that hon. members will know what opinion on this question is held by some of our American friends who at present have interests in Canada:

"I read newspaper accounts and hear considerable talk in Brantford regarding the proposed revision of tariff between Canada and the United States. We are not students in political economy, but as manufacturers and employers of labor in Canada and also manufacturers of the same class of work in the United States it appears to us that it would be disastrous to our Canadian interests to make any change in the tariff. From Buffalo we can reach all the important points that the Brantford plant reaches for a less freight rate than from Brantford. We can also manufacture malleable iron very much cheaper per ton in Buffalo than in Brantford. The above are absolute facts relating to our business, and it appears to us that should the tariff on malleable iron or agricultural implements be removed it would necessitate closing our Brantford plant and transferring the business to Buffalo.

"Looking at the whole thing broadly Canada is where the United States was fifty years ago. The Canadian farmers can buy better implements much cheaper than the States farmer could when this country was at a corresponding period in their development, and they certainly can sell their products for more money, making a very attractive net income. On the other hand, if the manufacturing industries of Canada are given proper support, we feel that it would tend to increase the population and thereby increase the welfare of the country at large."

That is a sample of several letters I have had. This same party sent me a wire on the 27th of January; this, I think, was the day after the announcement was made in this House of the proposed arrangement:

"Kindly wire, my expense, your opinion as to the possibility of the proposed reciprocity agreement going into effect. We have an option to take over property in Canada for our business employing four hundred people. This option expires on Monday. Should not accept if duties going to be modified. The courtesy of your opinion will be greatly appreciated."

This plant, the purchase of which he had in prospect, was for the purpose of supplying implement manufacturers in Canada with parts of their raw material. I had to advise him that, on account of the reduction of duty from 20 per cent. to

15 per cent., I thought the government, in justice to the implement manufacturers, would necessarily have to make reductions in the steel schedule, and, if they did that, he would have to consider it and deal with it himself. As a result, he gave up his option.

### The Movement Will Grow.

I think the right hon. Prime Minister (Sir Wilfrid Laurier) has stated that he does not intend to do anything with the duties on manufactured goods. I believe that is his firm intention, but I tell you that no power on earth can keep any government from giving the farmers, who are now going to have every vestige of protection taken away from them, their just claims, when they come down here and demand that every other interest be put on the same footing. It would not be fair, it would not be right. The farmers are not asking for this reduction in duty on their products. The very class of farmer whom we in Ontario, at any rate, think most of, the people who have been literally practising the doctrine which we have been spreading throughout this country that the man who will make two blades of grass grow where one grew before, is doing the most for agriculture in this country, come down here, and what do they demand? They do not come to ask for a reduction in the duties, but to ask the government to give them fair and moderate protection on their investment and on what they are producing. Now, my friend Eugene N. Foss is a manufacturer and a very capable, clever business man. He is now Governor of Massachusetts. Mr. Foss and myself have discussed the question of his establishing a factory in Canada at different times during the past ten years. I have done everything I could to get Mr. Foss interested in establishing in Canada a branch of their large works which are situated outside of Boston. I believe that Mr. Foss, at the present time, would not consider for one moment following out that advice, because he knows—and every American manufacturer knows—that the government having gone thus far, are bound to go further. And Mr. Foss has stated that:

"The present tariff system has resulted in sending approximately \$300,000,000 of American capital to Canada to build up branch industries which compete with American factories in foreign markets. It has resulted in stifling the growth of Massachusetts and kept us out of the business and commerce which belongs to us by every right. It has kept the great Canadian railroads from our ports."

That is exactly what I want the Canadian policy to do. I want the American manufacturers to be forced to establish plants on this side of the line and provide work for our Canadian workmen if they want to have the advantage of supplying our home markets.

Now, I want to refer to one other memorial which was presented by the farmers' deputation in December last. I was acquainted with one member of that deputation, a gentleman who went from my own county, and I want to place on record my opinion of the memorial which he presented to the government on that occasion, in which he attempted to give the facts existing with regard to agriculture in Brant County. This is from Colonel Fraser:

"Treating on the question of turnips, I have frequently seen paid in customs and freight dues nearly four dollars for every dollar paid the producer. This is only one of the many like instances I could enumerate. It is no wonder then that the farming interests in my district are depressed; that the balliff's business is largely on the increase; that merchants are unable to collect their bills, and that the general conditions of the farmer call loudly and piteously for a change. The conditions as outlined in the contemplated changes of the tariff would, I believe, largely eliminate the existing conditions and place on a sound foundation our agricultural interests, on

whose prosperity the condition of all classes so much depends."

As the government has apparently taken this statement as literally true, I want to say that it is not at all correct in regard to the County of Brant, and I think the Minister of Customs will bear me out in saying so. I do not think there is a farmer in the whole County of Brant that will subscribe to what is said there. Now, Mr. Chairman, in conclusion, I want to say that I have tried to impress upon the House the fact that we are all working together to build up a great nation. We want everything of the very best. We want our people equipped with the best educational knowledge; we want them to turn out the best goods of every kind. We want our farmers to be the best farmers; we want them to turn out their products in the best possible condition; we want them to pay more attention to quality than to anything else. If we can build up the country along those lines we shall succeed in making of Canada great nation. But if we follow the policy of sending out of our country all its raw materials in the crudest possible condition we shall never succeed in building up a great nation.

## THE FOOD OF THE WORLD

Information is Now Being Collected Regularly in  
Regard to the Production of Various Grains  
in all Countries of the World. The  
Canadian Bulletin.

**A** NEW publication of the Dominion Department of Agriculture, which has just reached its fifth issue, is a monthly bulletin called "The publications of the International Agricultural Institute." It undertakes to republish or summarize the most important articles, which appear in the three monthly publications of the institute, viz.: "The Bulletin of Agricultural Statistics," "The Bulletin of the Bureau of Economic and Social Intelligence" (agricultural organization, co-operation, etc.), and the "Bulletin of Agricultural Intelligence and Plant Diseases."

The Canadian Bulletin, just to hand, is a representative one dealing with all three of the Institute publications. An article is quoted from the London *Times* summarily reviewing the aims and achievements of the Institute. Dr. Mueller, the German delegate, defines the principal object of the Institute as the "creation of a certain and wide basis for the formation of the real prices of agricultural products." As this entails a knowledge of the volume of supply, it is necessary for the Institute to obtain the authoritative and official figures of each country's production and summarize those figures for publication. Forty-eight countries—embracing 99.65 per cent. of the world's population and 94.93 per cent. of its area—adhere to the Institute and co-operate in the work, which the Liverpool Corn Trade Association describes as "one of supreme importance to the commercial and industrial world."

The Statistical Bureau of the Institute has so far limited its activities to the collection, study and publication of statistics of production for the seven most important products—wheat, rye, barley, oats, corn, rice and cotton; but studies have already been undertaken with a view to extending this service to include other products and other branches of statistics, such as statistics of importation and exportation and of prices.

The most interesting data in the Canadian Bulletin under review are those relating to the cereal crops in the southern hemisphere, viz., Argentina, Chili, Australia and New Zealand. The total production of wheat in these four countries for the

year 1910-11 is given as 269,161,000 bushels, as compared with 249,634,000 for the year 1909-10. The latest figures for Argentina are 136,319,000 against 131,012,000 last year; for Australia, 89,736,000 bushels, against 90,642,000 last year.

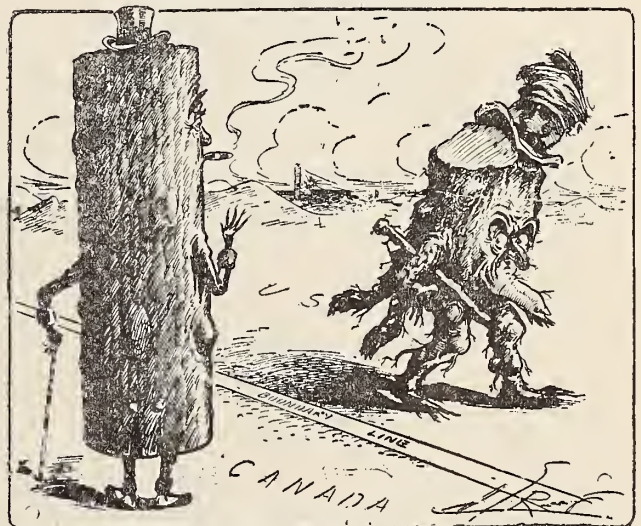
In the northern hemisphere, the areas sown to winter wheat are for the ten countries so far reported on from 1 to 3 per cent. greater than the previous year. France is an exception, showing a reduction of 10 per cent. in the area sown to winter wheat. Great Britain shows an increase of 7 per cent.

The International Agricultural Institute is a sort of International Agricultural Research and Observation Station or Bureau, in which all the important scientific investigators of England, France, Germany, Austria-Hungary, Italy and other countries co-operate. This Bureau records its results in the "Bulletin of Agricultural Intelligence and Plant Diseases," a carefully edited, interesting and useful publication. Some typical articles in the first two issues refer to such subjects as the chances of error in agricultural experiments, having particularly in view the Rothamsted experiments in England; the development of the flour milling industry in China; how injurious insect scales are dealt with in the British West Indies by means of fungoid parasites that prey upon them; how successful have been experiments in the protection of orchards from spring frosts by heating the air by means of fires, and the protection of a thick smoke by smudge fires to prevent nocturnal radiation, etc., etc.

All three of these monthly Institute publications can be secured from the International Agricultural Institute, Rome, direct by regular subscription. The Canadian Bulletin can be secured free of charge upon application to T. K. Doherty, Chief Officer, Publications Branch, Department of Agriculture, Ottawa. Mr. Doherty is the Canadian Correspondent of the Institute.

Negotiations which are expected to be completed in the near future are being conducted by the Canadian Northern Railway and the British Columbia Steel Corporation, capitalized at \$10,000,000, for the location of its big steel plant at Port Mann. Water power will be generated on a large scale and a great deal of the smelting will be carried on by electricity. The corporation has secured coal and iron deposits within a radius of 30 to 60 miles of the plant. The plans and estimates of the United Engineering & Foundry Co., Pittsburg, Pa., have been adopted for the proposed plant.

### TIMBER INTEMPERANCE DID IT



Canadian Lumber Interests: "Dear me, what a come down! This is a warning. I must think seriously about conservation."

—From *The Montreal Star*

## THE BIRTH OF MADE-IN-CANADA

Seventeen Years Ago the Legend of Made-in-Canada was Displayed by a Canadian Manufacturer and Appealed Favorably to Public.

WE are pleased to publish herewith a letter from the Domestic Specialty Co., of Hamilton, showing that the made-in-Canada idea has the dignity of more years than it was formerly credited with. It is interesting to know that seventeen years ago there was a Canadian firm courageous enough to enter the market with the emblem of



Reproduction of Wrapper Containing the Made-in-Canada Legend Seventeen Years Ago.

Canada displayed and far-sighted enough to see that Canadians would prefer to buy the products of their neighbors to those of foreigners. A cut of what is believed to be the first wrapper containing the legend "Made-in-Canada" is shown herewith. The letter is as follows:

Mr. F. P. Megan,  
Editor of *Industrial Canada*,  
C/o Canadian Manufacturers Association,  
Toronto, Ontario.

Dear Sir,

The writer noticed in one of your issues some time ago an item which stated that some firm or man in Montreal

was the first to use the words "Made in Canada" on the products which they were manufacturing, and if my memory serves me correctly, it was about eight or nine years ago when they first put out goods bearing this motto.

We are enclosing you a label that we put out seventeen years ago and you can see for yourself that it is of a rather patriotic design, having Miss Canada standing on the Wheel of Progress and the words "Made in Canada" just above the shield on which her right hand is resting.

On submitting this design to the Lithograph Co., we were strongly advised not to use these words as it would be detrimental and would kill the sale of this particular line, and that the great opposition we had to face was that the people of Canada were more accustomed to using goods made in the United States and that it would be better for us to adopt some American brand for a name in order to dispose of our goods. The writer made a remark at the time that he had more confidence in the people of Canada when they were once educated up to using Canadian goods.

The label was ordered only in a small quantity to make a test of whether our judgment was correct or not and we are glad to state that after ordering the first 25,000, in four months we had to order 100,000 and the third order that we gave for these labels was 250,000. These were principally sold in the Province of Ontario at that time, so you can draw your own conclusions as to the popularity of this style of package, and we are glad to state that we are still doing business notwithstanding the arguments put forth that these particular words would be a draw-back and a detriment to our trade.

The writer mentioned these facts to Mr. C. R. McCullough, who advised me to send you the enclosed label with a suggestion that it might not be out of place to make a small cut and insert it in the *INDUSTRIAL CANADA* as being the first label with the words "Made in Canada" printed thereon.

Trusting that you will find this of some interest to the readers of your journal, we remain,

Yours very truly,

Domestic Specialty Company,

J. D. Trenaman, President.

### IMPORTED FURNITURE IN ARGENTINA.

Half the furniture in use in Argentina is of foreign manufacture, the more expensive articles being practically all obtained from abroad. Several importing houses in Buenos Ayres do the upholstery work themselves in imported goods, and thereby save large sums in Customs duties. Some of the largest British furniture manufacturers have branches in the Argentine capital, but Austria has the largest share of the trade, and the United States is second with a trade almost entirely in articles of office equipment. France does the bulk of the trade in the most expensive and ornate creations, and Italy supplies the commoner kinds required by the Italian element of the Argentine population. At present French influence is strong upon the country. The demand is for ornate patterns and showy upholstery in colored fabrics. Louis XV. types may be said best to represent the prevailing tastes. Gilded furniture and pieces with elaborately carved woodwork are greatly admired. Another tendency of the trade is towards big articles of furniture, the rooms of Argentine houses being usually large and lofty.—*Commercial Intelligence*.



A Halifax Wharf Showing What the Fish Industry Means to That Port

## THE INDUSTRIES OF NOVA SCOTIA

By Mr. Thos. M. Fraser

In a Previous Article Mr. Fraser Discussed the Industrial Position of Nova Scotia.  
This Month he Completes his Survey of the Field.

**L**AST month some attention was directed to the progress which has been made in the Province of Nova Scotia in recent years in agriculture, manufacturing, fishing, and other lines of endeavor. It is interesting now to examine the outlook for the future in those and other lines.

Several things have happened in the past year which have done a good deal to cheer up those who were beginning to despair a little. The Canadian Pacific Railway has purchased the Dominion Atlantic, running through the Annapolis Valley from Yarmouth to Windsor Junction (and with running rights thence to Halifax over the I. C. R.) and gained the long-desired entrance to Halifax. Nova Scotians expect a great deal from this transaction. It is hoped, and not without some degree of reason, that there will be a large increase in the tourist trade and the erection of several large and much-needed hotels at different points; and that the C. P. R.

will do something in a colonizing way in the east as they have done in the west. This, of course, does not give Halifax the direct connection by rail with the main line of the C. P. R. which we should all like to see it have; but it gives the Company a stake in the Province. The general desire of the people of Nova Scotia is that the C. P. R. and all other lines should have running rights over the I. C. R., and that the latter should acquire branch lines.

### Need of Immigrants.

We look to the C. P. R. to do for us that advertising of Nova Scotia as a desirable home for the British emigrant which the Federal Government has done for the west. We have been watching these people streaming through our front door for years, but knowing nothing about our Province,

and its advantages to the settler. Recently the Provincial Government took the matter up itself, and has begun to secure some good settlers. Since then the Federal Government has begun to divert some of the immigration this way. Now the C. P. R. and C. N. R. will also probably take a hand in the campaign. There are many farms vacant or inadequately worked, which can be bought at a tempting price—and the old country tenant farmers of the best class are beginning to be tempted.

Within the past few months the Canadian Northern steamers have made Halifax their summer and winter terminus, and it is recognized that their coming will do much for the port.

While we have not, as has already been noted, succeeded in educating our capitalists to the desirability of investing their funds at home rather than abroad, education generally has been well looked after. Nova Scotia had the first system of technical education in America, and it is giving splendid results. The education of farmers has made great advances in this Province during the past five years and although it had a pretty conservative lot of people to deal with has made great progress, and farming is on a better footing here to-day than ever it was. The farms of Nova Scotia could easily be made to furnish the dairy products which Great Britain buys from abroad—now supplied principally by Denmark, a country with no natural advantages superior to our own.

Mr. A. McNeill, Chief of the Fruit Division of the Department of Agriculture, has pointed out the superior position which Nova Scotia occupies, by reason of her situation, with reference to the great fruit markets of the old country, which are the fruit markets of the world. The fruit industry in this Province is practically a development of the past thirty years. In 1880 our exports were only 20,000 barrels a year; in 1909 they were nearly one million barrels. Enormous numbers of trees have been set out in the Annapolis and other fertile valleys of the Province within the past few years, and in a short time the present export will be vastly larger. The accessibility of the great markets of the world is looked upon by experts as the greatest feature in favor of a bright future for the industry here. At the present time, the cold storage facilities are not available which would allow us to place our Gravenstein (which Mr. McNeill well calls "the most luscious fruit that ever tickled the palate of the epicure") and other early apples in good shape in Covent Garden; but they will come in the course of a short time; and our farmers are now mainly raising winter apples for which there is always a good market. There is scarcely any part of the Province in which apples cannot be grown successfully. Our fruit trees do not mature so quickly as those of British Columbia, but the fruit is more highly flavored and the probability is that they will continue to bear longer. The industry on the Pacific Coast is not yet old enough to settle this question decidedly. Mr. McNeill says, and his generalizations cover the conditions of both Provinces: "If I had my first choice therefore between rich land and a genial climate, with isolation, as against the conditions such as I find in Nova Scotia, with her prospects for successful co-operation, I would choose Nova Scotia." It is certain that within a comparatively few years, we shall be exporting several million barrels of apples annually. Both orchard lands and developed orchards are to be purchased more cheaply here than in any other part of Canada. The fact of its nearness to Great Britain must operate to make Nova Scotia increasingly attractive to the old country farmer of the better class seeking a new location. In other branches of agriculture conditions here are also very attractive. While there is no such proposition presented to the agriculturist as is found in the great wheat lands of the prairies, for the

dairy-farmer or the sheep-raiser the prospects are great. The delegates from the agricultural districts of the old country who visited Canada some years ago, found no place in the Dominion that seemed to them to be so well adapted for sheep-raising as Nova Scotia. One of the largest cattle-raisers of Ontario has recently purchased a large tract of land in the Maritime Provinces to carry on his avocation here. At the present time this Province is importing annually several million dollars worth of meat, butter and other farm products which could and should be raised here.

### Wealth in Fisheries.

The figures just published show that Nova Scotia stood second among the provinces of the Dominion in the value of her fisheries. As a rule she stands at the head, but once in a while a big salmon catch in British Columbia gives that Province the lead. Anyone who knows anything at all about the subject is well aware that the fisheries of Nova Scotia are not being conducted in a scientific or business-like way. The catch of mackerel, for example, which was almost a complete failure this year has shown very little increase for years. We are not getting their potential value out of a single item in the fisheries, with the possible exception of lobsters, while the establishment of pounds or hatcheries, experts have not decided which is the better of the two, would probably increase the production of that branch very largely.

The only marked improvement in the business of catching fish in recent years has been the introduction of power boats. These are rapidly supplanting sails and oars on our coasts. This trade itself could and should be catered to in the Province, but while the boats are practically all built here, the great majority of the engines are imported. What this business for fishing craft alone might amount to is indicated by the fact that there were over sixteen thousand boats engaged in the fisheries in this Province last year. The fresh fish industry is practically unexploited and it could be made a vast source of wealth. In the old country it is conducted principally by means of steam-trawlers. Now, our fishermen object to steam-trawlers, have succeeded in having them excluded from operating within the three-mile limit, and would even have the high seas denied to them. The question is an important one and not to be decided off hand. The trawler certainly appears to be a most destructive method of taking fish, to the casual observer; but it is a development of the industry in Great Britain, a country which we are inclined to look upon as pretty wise in matters of this kind. Meanwhile, fleets of French trawlers are operating on this side of the Atlantic, it is said to great advantage. The trawler would seem to be one of the necessary instruments for the development of a great fish industry, and if its destructiveness to fish life could be curtailed or prevented would be welcomed.

Cold storage, refrigerator cars and quick transportation are other necessary features in the successful prosecution of the fresh fish trade. Capital and brains could make it an enormously valuable industry in this Province.

### Imperfect Methods.

I think I have already referred to the fact that our salt and pickled fish do not bring nearly as high a price as those of other countries. Our fish are no less good, naturally, but we do not apply the best methods in curing them. Scotch cured herring bring a very much higher price than ours. Some years ago the Dominion Government imported men and paraphernalia from Scotland to teach our fishermen this method. They would not take to it, looking upon it, apparently, with the suspicion and contempt which our agricul-



turists were long accustomed to show to the "scientific" farmer. It was but another example of the conservatism (or pig-headedness, as it should be more properly called) which is one of the least admirable traits of our people. There is a great field for private enterprise in the exploiting of this form of our wealth and for science in conserving and increasing it. The Department of Fisheries has not yet done its duty by our fisheries and the appointment of a Fishery Board is strongly advocated by everyone in the Maritime Provinces having the interests of the industry at heart. The oyster fishing industry is rapidly dying out absolutely for the lack of preservation and propagation. It would seem to be vastly better for the fishing industries of Canada if they were controlled by the respective Provinces rather than the Federal Government. It is a far cry from Ottawa to the salt water.

There are numerous varieties of "ground-fish" which our fishermen do not take at all. Some years ago the writer spent some days on the first steam-trawler operated on this side. Large quantities of sole and plaice were taken in the trawl, which when properly cooked were delicious, and were declared by the Scotch fishermen on board to be equal to the lemon sole of Great Britain, upon which epicures place such a high value. It was the time of the Tercentenary celebrations at Quebec, and knowing that there would be large numbers of old country people present, a consignment of sole and plaice was sent to the hotels there, where they were eagerly devoured and loudly praised. Nothing has ever been done commercially with these fish here, but with the employment of trawlers their fishing would become of much importance. This simply serves to illustrate how little is accurately understood of the value and possibility of our fisheries.



A Trawler in the Atlantic Fish Corporation's fleet.

The list of commercial varieties of fish has been growing with the years. There was a time, not so very long ago, when hake, haddock, and such coarser forms of the great cod family were looked upon very much as the dog-fish is at the present time. Now they are among the most important of our fisheries. "Give a dog a bad name" is also true of a dog-fish. This species, with the appearance and disposition of a small shark, swarms in our waters, and is a great nuisance to fishermen, tearing the nets and destroying their contents. At present they are taken for the bounty offered by the government and delivered at the fertilizer factories or reduction works; yet, under another name, they would taste as sweet as some more reputable but no better forms of fish. The dog-fish is a food-fish, and the world would be ridding itself of a nuisance and at the same time be making an appreciable addition to its menu if it would rename and accept him.

#### Room for Manufacturers.

What we should be doing in manufacturing in this Province is a big question to discuss within the limits of an article like this. We believe here, as a well-informed local writer has recently remarked, that this Province is "a natural distributing point for the foreign trade of Canada, as well as an ideal workshop for the Dominion." We have magnificent sites for the location of industries, abundance of raw materials and the best position in the Dominion as an exporting point. Sir Wm. Van Horne has pointed out that there is room and reason in Nova Scotia for many manufacturing centres like Sydney, and that our development in many respects has hardly been begun. The success of the different manufacturing communities in the Province now is a hopeful augury of what would attend expansion. There is one branch of manufacturing to which some extended reference might be made—

steel ship-building. In the days of wooden ships, Nova Scotia-built craft were found on the Seven Seas; and much of the wealth of the Province came from that source. We had the materials and the men to build them. There is no reason to doubt that the genius for shipbuilding then displayed still remains, and under proper conditions would find expression through the new medium which has taken the place of our old wooden walls. Tentative experiments in this direction have been successful, and one large sailing-ship and several iron steamers have been launched, but nothing has been done in the way of prosecuting the industry on a large scale. That needs capital and some form of bounty or protection. But the descendants of the men who built our ships in the old days remain, and many of them are to be found connected with the iron industries, in the best of training for carrying on the traditions of their forefathers. It would not take long to rear a generation of skilled shipwrights if the industry were once established.

A question now prominently before the people of this continent concerns us very closely in this Province, and no article of this kind would be complete without some reference to it. I refer to reciprocity with the United States. This Province is divided on the question, according as it is divided industrially. Along the whole of the shore districts, where the fishing industry is paramount, opinion is practically a unit in favor of a measure of reciprocity. The greatest prosperity the fishermen of this Province ever knew was when their fish was admitted free of duty into the United States. Nevertheless, they are not disposed to offer very much in return for the privilege. "Free fish for free fishing," is how the proposition is generally put. They consider that the granting to American fishermen of the same privileges in our inshore fishing as we ourselves enjoy should be ample return for the removal of the duty on fish; and, generally, an exception to this is added in that they would not allow them the privilege of taking lobsters. The impression appears to prevail that it will be a question of only a short time when the Americans will have to have our fish and will remove the duty themselves.

Our lumbermen, too, would like to see a removal of the duty, as a good deal of our spruce and all our laths go to the American market. The coal interests, of course, are dead against reciprocity, and probably with reason. A removal of the duty would not only let American coal into our St. Lawrence market, but would subject us to competition from Great Britain as well. Any advantages in the way of tariff reduction offered to the United States would certainly be offered to the Mother Country. There are now many steamers coming to the St. Lawrence in ballast from the old country, and with a favoring tariff they would take coal as ballast. Competition from these two sources would go far to kill our St. Lawrence coal trade. The mass of the people are indifferent. Reciprocity was once a great popular cry, but our trade associations with the United States are now pretty well forgotten.

### The Province Prospering.

It will be seen from what I have written that this Province is prospering, though perhaps its prosperity is not so spectacular as some of the other provinces. It has abundant natural resources, which its own people have been somewhat slow to develop. There are boundless opportunities not only for outside capitalists but for its own farmers and fishermen and others; and, above all, its people are getting the very best and most modern education in all lines. We have never had a great boom, but neither have we had a "slump." The

ideal condition prayed for by Solomon—"neither poverty nor riches"—probably obtains as widely here as in any other part of the Dominion.

## THE WORLD'S IRON ORE

### A Survey of the World's Ore Areas with a Sketch of the History of Iron Making.

M. R. J. W. GREGORY, professor of geology, Glasgow University, invited Professor H. J. Sjoegren to read a paper at the Leicester meeting of the British Association on the iron ore of the Scandinavian Peninsula. Having ably discharged the task thus suggested, Professor Sjoegren, realizing the importance and need of more comprehensive data, proposed that the International Geological Congress should initiate the preparation of an authoritative estimate of the iron ore resources of the world. The Congress undertook the work, which was entrusted to an international body of experts. With the collaboration of Professor Sjoegren and Professor Gunnar Anderson, the secretary of the Congress, fifty-five reports, dealing with all the iron producing countries of the world, have been published in two large volumes, with a folio atlas, in connection with the Stockholm meeting. This, says Professor Gregory, in *Science Progress*, is the most comprehensive attempt yet made to estimate the total available resources of any mineral. The industry concerned is conducted on so vast a scale that the unit of calculation is a million tons. At what period, in what part of the world, among what people, the use of iron began is not definitely known. In the South African Supplement to the *Times* of November 5, 1910, there is a most interesting statement as to the early stages of the iron industry in the Dark Continent. According to the researches and consequent deductions of Dr. Luschan, it would seem that there is fair reason to conclude that the working of iron originally developed among the negro people of Africa and was from them transmitted through Egypt to Europe. Although the early history of iron working in Egypt is still obscure, iron has been found in deposits reported to belong to the sixth dynasty (about 4,000 B.C.) and even to the fourth dynasty (about 4,600 B.C.). In Europe, the *Times Supplement* continues, still following the guidance of Dr. Luschan, the Iron Age did not probably begin earlier than 900 B.C. In India also (according to the same authority) it had its commencements at a comparatively late date. It is possible, however (if the African hypothesis be found untenable), that India may have been the earlier source of knowledge; that thence it crossed the Arabian Sea to Africa, and thus finally reached Europe. But the evidence that Dr. Luschan has collected makes it not at all improbable that the process of extracting the iron from the ore was accidentally hit upon by some of the primitive African peoples through pieces of ore being repeatedly mixed up with the ordinary domestic fires. It is not without significance that the ancient Egyptian bellows, as illustrated in a famous 18th dynasty painting by Luxor, is of the same form as that of the Central African blacksmith of the present day.

It is, however, in the future of the iron industry and the permanence of the means for maintaining it, rather than in its original source and conditions, that readers of *Science Progress* are mostly interested. There is, of course, much diversity in the reports from different countries. The most important of them are those that deal with Great Britain, Scandinavia, France, the United States and Russia. This last, it is pointed out, is of special value, being based on statistics inaccessible to most inquirers, but freely used by

Professor Bogdanowitsch in its preparation. Where the reports are not of practical worth, they are of curious historical interest, dealing with relics of mines that are monuments of human folly. It is to be noted, regarding the British iron field, that, being in private hands, it is no one's business to estimate what supplies may be still available. Dr. Sjoegren has divided the ferriferous land of the world into four sections: the first section, comprising 13.3 per cent. of the land of the earth, being that as to which the calculations are fairly trustworthy; the second, 10 1-3 per cent., of which the estimates are at best only approximate; the third, 51.6 per cent., in which no numerical estimates are practicable, and the fourth, the circumpolar regions, 24.8 per cent. of the world's land area. While it is quite possible that, in countries still sparsely occupied, iron ore may be found at some future day in much larger quantities than our actual knowledge justifies us in assigning to them, there is, on the other hand, no reason for accepting vague traditions as to mountains of iron ore in China, India and elsewhere. The total reserves are so large as to remove any apprehension of a dearth in this essential to modern industry and life.—*The Sydney Post.*

### FARMERS OPPOSE CHANGE.

THE following is the full text of the memorial presented by the delegation of farmers and fruit-growers that waited on the Government on January 19th:—

"The Right Hon. Sir Wilfrid Laurier, G.C.M.G., Premier and President of the Council, Ottawa:

"As there has been recently before you a large deputation of farmers from the West and also a few from the East claiming to represent the Canadian farmers' view on the tariff question (or at least that inference is being drawn by the press of the United States and Great Britain), we wish to say here and now publicly and emphatically that they do not. Having consulted a great many farmers engaged in mixed farming in our different and several localities, both Liberals and Conservatives, we find that the great mass of unorganized farmers are well satisfied with the present tariff as it is. At the last general elections stability of the tariff was the principal issue, and we as farmers think that no Government should enter into such a large measure of reciprocity or free trade with the United States without a mandate from the people.

"We also think that such extravagant language as was used by the speakers has a tendency to bring farming into disrepute, and at a very inopportune time, when the eyes of the whole world are focussed upon this country. At a time when the cost of eatables has been so high and the cry of 'back to the land' is being sounded, when so much money is being spent to induce immigration to this country, it seems ridiculous to have such sentiments spread broadcast over the land, claiming that such is the farmers' view.

"We wish, as farmers who are proud of our calling, to again say that we deprecate the language of agitators who would stir up strife in this new country by setting up one class against another. Being engaged in mixed farming, we also believe in a mixed community in this country, composed of manufacturers, merchants, crafts and artisans of all kinds, thus building up an ideal state. Our opinion is that the great majority of farmers do not think 'that the manufacturer's heel is upon their neck,' that they are 'ground down by oppression,' and are a downtrodden class, that everybody's hand is against them, but are well satisfied with their present condition and are against commercial union in any guise whatever.

"Prices for everything we have to sell have been abnormally high, while machinery, implements, tools, vehicles, etc., have never been cheaper. We would, therefore, respectfully urge that no radical change in the tariff be effected at the

present time. We are pleased to see our cities, towns and villages prosperous, thus creating a convenient home market for what we have to sell and also for what we have to buy. We are not enamored with the idea of a strictly agricultural country, but wish to see manufacturers attend to manufacturing, bankers to banking, storekeepers to storekeeping, farmers to farming, and Canadians to building up a strong, united Canada."

### RETAIN OUR OWN RESOURCES.

"IF it is essential, in the interests of this Dominion of ours, that we should conserve our resources, that we should work out carefully the best methods of making those resources available, then surely it must be perfectly clear that this is not the time to take down the bars and turn over those resources to a foreign people."

With this stirring climax to an interesting address on "The Conservation of the National Resources of the Dominion," did Hon Clifford Sifton rouse to a high pitch of enthusiastic applause a large assembly of Montreal's business and political men at a recent Canadian Club luncheon.

The speaker of the day had first given a concise summary of the conditions faced by the Canadian Conservation Commission in its efforts to bring about a better appreciation of the values to present and future generations of the wonderful national wealth the Dominion possesses in forest, stream, mine, and fisheries.

"Unless we are to follow the fate of Babylonia, Assyria, and Egypt—that of utter extinction from the physical earth—we must keep to ourselves and protect this heritage Providence has given us," was the keynote of the speaker.

"If fifty years from now we are to have developed in our land the arts and sciences and not the slum, then action—and prompt and vigorous action—is necessary," he warned his hearers.

Then, with a few remarks calculated to prepare his hearers for something possibly unorthodox in a political sense, the ex-Minister of the Interior sounded his alarm to the business prudence of the country, reflected in the gathering he addressed, and told them to stand aloof from the pathway of the United States and work out their God-sent destiny alone.

"If," he said, "prophets were correct in their assurance that we were to get what we wanted at the hands of the United States, and in return gave that country what they asked in the way of our natural products, what would be the natural result?"

"Annexation—political and social," he declared in ringing tones, while the big audience applauded in unison.—*The Montreal Star.*



The Canadian Moth at the Taft Candle.

## VALUE OF HOME MARKET.

### Industrial Activities Supply the Demand for Most of Farmer's Products. What Manufacturing Centres Mean.

**A**TENDENCY is found in some quarters to deprecate the value of the farmer's home market. Particularly has this been found in discussion on the question of reciprocity, when it has sometimes been scoffed at by those who maintain that because the price of wheat is to a more or less extent fixed in Liverpool, therefore it doesn't matter where the farmer sells his produce, whether it be in Canada or abroad.

The home market is far and away the most important element in the farmer's prosperity. Without it he would be in a bad way. After the first richness is gone from the soil and after the increase in the price of farm lands has spent its force, it becomes profitable for the farmer to go into mixed farming, to produce the varied foodstuffs which the home market demands. Wheat raising has passed away in Ontario. The article the price of which is fixed in Liverpool has given place to the article whose price is made in Brantford, Toronto or Peterborough. There is only one reason for this, the greater profitableness of the latter class of produce.

#### Its Relative Value.

What the home market means to the farmer of Ontario is shown by a few figures: For the year ending March 31st, 1910, the value of the total field crops of Canada was \$532,992,100.

During that same year there were paid in wages and salaries to employees of factories, \$231,882,500, assuming that the increase from 1900 to 1905 was continued for the ensuing five-year period.

Hon. Geo. P. Graham, in his speech on the railway estimates a few weeks ago, stated that there were 140,477 employees of Canadian railways, including their complementary activities of steamboats and hotels, and that they received in wages last year \$72,337,626.

At the last decennial census in 1901 there were employed in mining operations 80,850 men, and they earned annually \$36,972,422. These figures must have been very considerably increased since then, as our silver, coal and iron mines have been immensely developed during the last decade.

So that these three activities alone, manufacturing, transportation and mining, represent in wages paid direct to employees a sum equal to two-thirds the value of the whole field crops of Canada. Yet Canada is considered an agricultural country. It is more than that.

#### Meaning of Manufacturing Industries.

The urban population of Canada at the last census was 26 per cent. of the total. This population is to a large extent dependent for its existence on the industrial activities of manufacturing centres. Brantford, to take a particular example, according to Mr. Lloyd Harris, speaking in the House of Commons, has a factory population of six thousand. The total population of Brantford is approximately 21,000. Thus the factory population, allowing the minimum ratio between workmen and dependent families, represents practically the entire citizen body.

The farmers of Ontario have gone out of wheat raising

to a very considerable extent. They are growing coarse grains and are using this as raw material for the production of live stock products. The dairy is of growing importance. The Ontario farmer has become a manufacturer; he is no longer satisfied to sell raw material and natural products. Hogs and cattle, butter and cheese—these are his merchandise.

What has brought about this development? What has made it possible? Manifestly the market. Before there was a market in Canada for steel and iron products, our ores were shipped to the United States, or were left sterile in the earth. Before there was a market for coal, the deposits in Nova Scotia were undeveloped. A market is the first essential.

As the towns of Canada grew and the consuming population increased, a demand arose for food products. A market came into existence. The six thousand workmen of Brantford, with their families, required meat and vegetables, butter and eggs, milk, fruit, and the other articles of farm production.

It was not a foreign market which made the live stock industry a profitable one for Ontario farmers. The steady demand and sure market which a native meat industry ensures turned cattle and hog raising into an integral part of farm practice.

#### Factory Population.

When we compare the value of the field crops of Canada with the amount paid in wages to factory employees, which represents their consuming power, any doubt about the enormous value of the home market to the farmers disappears. But lest we lose ourselves in the magnitude of the aggregate figures, let us consider what factories mean in individual municipalities. Berlin employs in her factories about thirty-five hundred hands, and pays in wages over a million and a half dollars a year.

Galt employs in factories twenty-five hundred hands and pays in wages a million and a quarter dollars.

Peterborough employs in factories fifty-five hundred hands and pays in wages over two and a half millions.

Oshawa employs in factories two thousand hands and pays in wages nine hundred thousand dollars.

The situation in an individual county is interesting. The farmers of Waterloo County, Ontario, are an exceedingly intelligent class. They farm a land which is rich and fertile. No better agricultural community exists in Canada.

According to statistics of the Department of Agriculture the value of the field crops of Waterloo County last year was \$3,795,206. Add to this the total value of live stock sold or killed during the year, \$1,634,993, or a total for the two branches of the industry of \$5,430,199.

The home market of the farmers of Waterloo County exists for the most part in the towns of Berlin, Waterloo, Preston, Hespeler, Galt, etc.

The annual wages of factory workers in this county are approximately:—

Berlin .....	\$1,600,000
Hespeler .....	300,000
Preston .....	500,000
Waterloo .....	450,000
Galt .....	1,250,000
Other municipalities .....	200,000
<b>Total . . . . .</b>	<b>\$4,300,000</b>

Thus in one of the most productive counties in the Province the wages of artisans are eighty per cent. of the combined value of field crops and live stock.

### RIGHTS OF EXTRA-PROVINCIAL COMPANIES.

The judgment of the Judicial Committee of the Privy Council in the recent case of the Standard Ideal Company against the Standard Sanitary Manufacturing Company, includes an important pronouncement upon the Extra-Provincial Companies of the Province of Quebec. The plaintiffs were an American company with their headquarters at Pittsburg, and had been selling their goods in Montreal and throughout the Province of Quebec through an agent acting as a traveller, but residing and having his headquarters at Montreal. The practice was to consign the goods direct to the customers. It was held that this did not constitute carrying on business within the meaning of the Act, and that the company were not incapable of maintaining an action in the Quebec courts for an infringement of their trade-mark, though on the merits of the case it was held that they were not entitled to succeed.

### CANADIAN PREFERENCE RECOMMENDED.

At the opening of the Barbados Legislature in the latter part of January, the speech from the Throne foreshadowed legislation to give effect to the recommendations of the Royal Commission in respect to an imperial preference tariff, which would favor imports from Canada. In 1908 such a tariff was framed, giving a 20 per cent. preference to British and colonial goods, with specific duties on foodstuffs which came from Canada only. This tariff, though British in character, was primarily intended to operate in increasing the volume of imports from the Canadian market. The forthcoming bill has not yet been introduced in the present House, but is reported to be already prepared, and will probably be passed during the present session.

It was further requested in the Governor's speech that the Legislature should give an expression of its views with reference to the proposals in the report of the Royal Commission as to the appointment of a Trade Commissioner to represent the West Indies in Canada. Should a commissioner be appointed under the recommendations of the Commission, it is probable that he would be stationed in Montreal or Toronto, and would be under the control and direction of the Imperial Department of Agriculture.

So far as Barbados is concerned, the trade in its staples has now an assured market and would not require the services of a commissioner, but in the Windward and Leeward Islands the trade with Canada in limes, cocoa, fruit and spices might be considerably increased by being placed in the hands of an efficient Canadian representative.—*Trade and Commerce Reports.*

### TRADE WITH NEWFOUNDLAND.

The Customs Returns for the fiscal year ending June 30, 1910, have just been issued. They indicate a satisfactory increase of imports from Canada, namely:—\$522,750. Of this increase, flour is responsible for \$404,788.

Among items exhibiting an increase are:—Belting, \$1,905; sails and tarpaulin, \$10,000; coal, \$26,634; cordage, \$2,304; cotton fabrics, \$4,208; dry goods, \$4,508; hardware, \$13,377; sole leather, \$1,000; medicine, \$3,171; paints, glue and gum, \$8,804; paper hangings, \$2,808; musical instruments, \$1,000; readymades, \$2,311; smallwares, \$2,139; stationery, \$4,599; agricultural implements, \$1,886; articles for Anglo-Nfld. Development Co., \$10,937; machinery for local industries, \$5,659; kerosene oil, \$7,081; lines and twines, \$5,435; material for branch railways, \$76,616 material for wire nail manufactures, \$14,805; salt, \$4,040; cattle feed, etc., \$10,057; round peas, \$3,859.

Several items exhibit a decrease, the chief being boots and

shoes, \$6,721; India rubber boots and shoes, gutta percha manufactures, \$8,505; glass and glassware, \$1,074; eggs, \$4,272; tea, \$6,187; vegetables, \$2,633.—*Trade and Commerce Reports.*

### WHO'S WHO IN MANUFACTURES.

Mr. Fred. Cook, who last year issued a Canadian "Who's Who," has now in preparation a "Who's Who in Canadian Manufactures and Industries." This book will supply a want which has long been felt in Canadian business circles, and no man is better fitted for the work of publication than Mr. Cook. Forms are now being circulated among the manufacturers of Canada and it is desirable that these be filled out promptly and returned. In announcing the forthcoming volume, Mr. Cook reproduces a letter from Mr. W. H. Rowley, President of the Canadian Manufacturers Association, in which he commends highly the idea of the book.

### AUSTRALIAN PROSPERITY.

No part of the British Empire has been characterized by more steady commercial advance than the Australian Commonwealth. A trade depression sitting like an incubus on every other part of the world until a year or two ago had no serious effect on Australia, whose volume of imports and exports grew, and still continues to grow, in spite of all such influences. The complete returns for last year show an amount of trade distancing all previous records, the imports totalling as much as £60,000,000, and the exports exceeding £66,000,000. Such figures, immense as they are, probably convey little to the ordinary mind; but their full significance may perhaps be better gauged when it is stated that there are in the whole world only some half-dozen European countries and the United States which can show a larger volume of imports and exports. Australia, therefore, ranks about eighth as a world market and a world supplier. Last year's trade record was no forced climax, for there is good evidence that a great deal of unemployed capital was afloat in the country, while, on the other hand, there was no undue eagerness to exploit internal resources. The huge volume of trade could easily have been exceeded had greater activity been displayed. The country's prosperity increases easily as well as surely. Banking and revenue returns, again, insistently point to progress, and the succession of good harvests, the latest being well up to that of last season, still further brighten the prospects. The coming year, indeed, promises that Australia will be a greater purchaser than ever before of all kinds of merchandise, from industrial equipment to domestic supplies.—*British Export Gazette.*

### CANADIAN ENTERPRISE WITH WEST INDIES.

It is impossible not to view with friendly interest the efforts that are being made by Canadian enterprise to win a larger share of the West Indian market. At the present time the United Kingdom supplies nearly 44 per cent. of the imports of Jamaica, and the United States nearly 45 per cent., and Canada only about 7 per cent., but there is every reason to regard Canada's prospects in this market as very bright, especially if shippers will see the desirability of paying strict attention to local requirements, a policy which they have not always pursued in their export operations. For certain branches of manufactures, such as farm machinery, also flour, oats, cheese, butter, etc., and timber, Canada has splendid prospects of developing a large trade with the West Indies when the new service comes into operation, which, however, may not be till next year.—*British Export Gazette.*

CANADA'S MINERAL PRODUCTION.

ALTHOUGH complete statistics are not yet available, sufficient information is at hand to indicate that the total value of the mineral production of Canada during the past year exceeded \$105,000,000. This production is made up from such a great variety of well established mining industries that the record should be particularly gratifying not only to those who are directly interested in the development of the mineral resources of the country, but also to the public at large who indirectly profit thereby.

Not only is the increase over the production of the previous year a large one, having amounted to \$13,209,517, or over 14 per cent., but an examination of the details of production shows that the increase has been fairly well distributed amongst the more important ores and minerals produced in Canada.

The production of the more important metals and minerals is shown in the following tabulated statement, in which the figures are given for the two years, 1909 and 1910, in comparative form, and the increase or decrease in value shown:—

	1909		1910		Increase (+) or decrease (-) in value.
	Quantity.	Value.	Quantity.	Value.	
		\$		\$	\$
Copper..... Lbs.	52,493,863	6,814,754	56,598,074	7,209,463	+ 394,709
Gold..... Ozs.	453,865	9,382,230		10,224,910	+ 842,680
Pig iron..... Tons.	757,162	9,581,864	800,797	11,245,630	+ 1,663,766
Lead..... Lbs.	45,857,424	1,692,139	32,987,508	1,237,032	- 455,107
Nickel..... Ozs.	26,282,991	9,461,877	37,271,033	11,181,310	+ 1,719,433
Silver..... Ozs.	27,529,473	14,178,504	31,983,328	17,106,604	+ 2,928,100
Other metallic products.....		405,122		559,186	+ 154,064
Total.....		51,516,490		58,764,135	+ 7,247,645
Less pig iron credited to imported ores.....	607,718	7,359,649	695,891	9,594,309	+ 2,234,660
Total metallic.....		44,156,841		49,169,826	+ 5,012,985
Asbestos and asbestic..... Tons.	87,300	2,201,775	100,385	2,476,558	+ 274,783
Coal..... "	10,501,475	24,781,236	12,796,512	29,811,750	+ 5,030,514
Gypsum..... "	439,129	809,632	531,313	959,838	+ 130,206
Natural gas.....		1,207,029		1,312,614	+ 105,585
Petroleum..... Brls.	420,755	559,604	315,895	388,550	- 171,054
Salt..... Tons.	84,037	415,219	84,629	409,624	- 5,595
Cement..... Brls.	4,067,709	5,345,802	4,753,975	6,414,315	+ 1,068,513
Clay products.....		6,450,810		7,600,000	+ 1,149,190
Lime..... Bush.	5,592,924	1,132,756	5,721,285	1,131,407	- 1,349
Stone.....		3,127,135		3,449,772	+ 372,639
Miscellaneous non-metallic.....		1,642,602		1,886,704	+ 244,102
Total non-metallic.....		47,674,600		55,871,132	+ 8,196,532
Grand totals.....		91,831,441		105,040,958	+ 13,209,517

The subdivision of the mineral production in 1909 and 1910 by provinces was approximately as follows:

Province.	1909.		1910.	
	Value.	Per cent. of total.	Value.	Per cent. of total.
	\$	\$	\$	\$
Nova Scotia.....	12,504,810	13.62	14,054,534	13.38
New Brunswick.....	657,035	0.71	585,891	0.56
Quebec.....	7,086,265	7.72	8,193,275	7.80
Ontario.....	37,374,577	40.70	43,017,026	40.95
Manitoba.....	1,193,377	1.30	1,470,776	1.40
Saskatchewan.....	456,246	0.50	557,806	0.53
Alberta.....	6,047,447	6.58	7,876,458	7.50
British Columbia.....	22,479,006	24.48	24,547,817	23.37
Yukon.....	4,032,678	4.39	4,737,375	4.51
	91,831,441	100.00	105,040,958	100.00

It will be observed that there has been an increased production in nearly every province, the only falling off being shown by New Brunswick, in which the gypsum production, and some of the structural products, showed a slight decrease.

In Nova Scotia there was a largely increased production of coal and gypsum. In Quebec the principal increases were in cement and asbestos. Ontario's increases are principally in the metals, copper, nickel and silver.

Manitoba shows an increased production of gypsum and clay products; while in Alberta clay products, cement, and particularly coal, contribute the chief gains. In British Columbia the increase is mainly due to the coal industry, while the Yukon not only shows a gratifying gain in gold production but a growing shipment of copper and silver ores.

Of the total production in 1910, \$49,169,826 or 46.8 per cent. is credited to the metals, and \$55,871,132 or 53.2 per cent. to the non-metallic products. Amongst the individual products, coal still contributes the greatest value, constituting 28.4 per cent of the total. Silver is next with about 16.3 per cent; nickel third with 10.6 per cent.; gold, 9.7 per cent.; clay products, 7.2 per cent.; copper, 6.8 per cent., and cement, 6.1 per cent.

INDUSTRIAL BOUNTIES IN CANADA.

The Report of the Canadian Department of Trade and Commerce contains the following particulars of the bounties paid on various products in the fiscal years 1908-9 and 1909-10:—

	1908-9.		1909-10.	
	Quantity on which Bounty Paid.	Amount of Bounty Paid.	Quantity on which Bounty Paid.	Amount of Bounty Paid.
	Tons of 2,000 lbs.	Dollars.	Tons of 2,000 lbs.	Dollars.
Pig. (From Canadian iron and foreign puddled bars.....)	609,431	\$693,423	740,244	\$573,969
Steel.....	570,588	838,100	740,390	695,752
Manufactures of steel, viz., wire rods.....	55,515	333,091	89,802	538,812
Electric process—Pig-iron.....				
Lead smelted in Canada				
Manila fibre.....				
Crude petroleum.....				
Total.....		\$2,467,307		\$2,414,171

	1908-9.		1909-10.	
	Rate of Bounty.	Amount of Bounty Paid.	Rate of Bounty.	Amount of Bounty Paid.
	Dollars per ton.	Dollars.	Dollars per ton.	Dollars.
Pig. (From Canadian iron and foreign puddled bars.....)	1908, 2-10; 1909, 1-70	\$693,423	1908, 2-10; 1909, 1-70	\$573,969
Steel.....	1-05	838,100	1-05	695,752
Manufactures of steel, viz., wire rods.....	1-05	333,091	1-05	538,812
Electric process—Pig-iron.....	6-00		6-00	
Lead smelted in Canada	2-10		2-10	
Manila fibre.....	1-65		1-65	
Crude petroleum.....	15-00		15-00	
Total.....		\$2,467,307		\$2,414,171

# CHANGES IN FREIGHT RATES DURING MARCH

List of Freight Schedules Filed with the Board of Railway Commissioners During month 'of March, 1911.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Canadian Pacific Railway.</b>				<b>Grand Trunk Railway.</b>			
Sup. 7 E. 1897	Sup. 7 E. 1487	Apr. 1, '11	Commodities from C. P. stations to Eastern U.S. points.	1890 E. 2272 Cancels E. 1879 2160 2188	C.O. 55 C.U. 60 Cancels C.D. 60 C.J. 16 C.O. 81	Apr. 1, '11	Comodities G.T. stations in Maine and Vermont to various points.
E. 2027 Cancels E. 1539 Sup. 8 E. 1957 E. 2017 Cancels E. 1988 Sup. 5 E. 2005	E. 1623 Cancels E. 1124 Sup. 8 E. 1550 E. 1613 Cancels E. 1582 Sup. 5 E. 1601	Mch. 1, '11  Mch. 6, '11 Mch. 25, '11  Mch. 6, '11	Interswitching at C.P. stations in Canada.  Commodities between stations in Canada. Classes from Detroit, Mich., to points in Canada. Building material between C.P. stations and to and from connecting lines.	Sup. 1 E. 2252 Sup. 41 E. 225	Sup. 1 C.R. 103 Sup. 41 G.A.A. 3	Mch. 20, '11 Mch. 20, '11	Re-shipping and stop-off arrangements. Pig iron, c.l., Montreal to New Liskeard, \$3.70 per gross ton.
Sup. 9 E. 1957	Sup. 9 E. 1550	Mch. 2, '11	Enameled bath tubs, etc., from Toronto to points east.	Sup. 3 E. 1625	Sup. 3 J. 3	May 1, '11	Class rates. Classes from stations Dorval and west to points on the Temiscouta Ry.
E. 2037 Cancels E. 1847 E. 2036 Cancels E. 1941	E. 1633 Cancels E. 1437 E. 1632 Cancels E. 1533	Apr. 1, '11  Mch. 20, '11	Equalization allowances.  Commodities from Eastern Canada to Vancouver, Victoria, etc.	Sup. 7 E. 1124	Sup. 7 J. 2	May 1, '11	Classes from stations west of Dorval and on connecting lines to points on the Intercolonial Ry.
Sup. 15 E. 1536 Sup. 3 E. 1731	Sup. 15 E. 1123 Sup. 3 E. 1318	Mch. 25, '11 Apr. 13, '11	Local switching charges. Classes from Eastern Canada to points in the Northwest. All rail.	Sup. 14 E. 2218	Sup. 14 C.Y. 16	Mch. 14, '11	Sugar-beet molasses, l.c.l., Berlin, Ont., to stations in Ontario and Quebec. 4th class rates to apply.
Sup. 39 E. 1132	Sup. 39 E. 714	Apr. 20, '11	Export rates from points west of Montreal to Montreal and Quebec.	Sup. 42 E. 225	Sup. 42 G.A.A. 3	Apr. 1, '11	Pig-iron, c.l., Midland to Sorel, P.Q., \$2.55 per gross ton.
E. 2034	E. 1630	Mch. 13, '11	Structural steel, c.l., from Walkerville to Vancouver, 75 cts. per 100 lbs.	Sup. 13 E. 2218 Sup. 2 E. 2221	Sup. 13 C.Y. 16 Sup. 2 I. 107	Mch. 20, '11 Apr. 10, '11	Commodities between points in Canada. Import tariff from Portland to point in Canada.
Sup. 1 E. 2027	Sup. 1 E. 1623	Mch. 15, '11	Inter-switching at C.P.R. stations.	<b>Toronto, Hamilton &amp; Buffalo Railway.</b>			
<b>Grand Trunk Railway.</b>				752 Cancels 468 516 747	218 Cancels 158 176 215	Feb. 27, '11	Building material between local stations and to points on connecting lines.
Sup. 2 E. 2214	Sup. 2 C.M. 17	Mch. 1, '11	Commodities from G.T. stations to points in the Maritime Provinces.	<b>Michigan Central R.R.</b>			
Sup. 16 E. 1686 Sup. 8 E. 1380 Sup. 1 E. 2221	Sup. 16 S. 71 Sup. 8 S. 64 Sup. 1 I. 107	Feb. 25, '11 Feb. 25, '11 Mch. 27, '11	Local switching at stations in Canada. Inter-switching at stations in Canada. Import commodities from Portland, Me., to points in Canada.	1751 Cancels 1498	8764 Cancels 8106	Apr. 1, '11	Commodities from Buffalo, Black Rock, and Suspension Bridge, N.Y., to points in Canada.
E. 2252 Cancels E. 1101	C.R. 103 Cancels C.R. 25	Mch. 29, '11	Re-shipping and stop-off arrangements at G.T. stations in Canada.	<b>Pennsylvania R.R.</b>			
E. 2270 Cancels E. 2120 2114 1253 2235 1990 2026 2236 1543 1867	C.U. 59 Cancels C.A. 89 C.B. 12 C.D. 27 C.D. 62 C.I. 96 C.I. 103 C.J. 18 C.O. 34 C.O. 53	Apr. 1, '11	Commodities between G.T. and connection lines, stations and points in the U.S.	G.O. 292 Cancels G.O. 205 206 291 K. 53	—	Mch. 20, '11	Brick, clay, and clay products, c.l., from P.R.R. stations to points in Canada.
<b>Mineral Range R.R.</b>				11 Cancels 6	271 Cancels 263	Apr. 2, '11	Copper, c.l., from points in Michigan to stations in Canada.
<b>International &amp; Great Northern R.R.</b>				3 Cancels 2	—	Mch. 17, '11	Commodities from points in Mexico to stations in Canada.

## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.*

122. **Agricultural Implements, Windmills, Plowshares, etc.**—A prominent New York forwarding house have extensive enquiries for the above and other articles for South America. Will welcome correspondence from firms interested.
123. **Agricultural Tools and Implements.**—A firm in Cartagena wishes to be placed in communication with Canadian exporters of the above articles.
124. **Agricultural Implements.**—A firm in Colombia, South America, wishes to introduce modern agricultural implements where they have not been used very much heretofore.
125. **Axes, Cutlasses, Hatchets, etc.**—A firm in Colombia, South America, is a large importer of the above articles, and wishes to be placed in communication with Canadian exporters of same.
126. **Agency for Canadian Typewriters.**—A firm in Colombia, South America, wishes to be placed in communication with exporters of Canadian typewriters, with a view to establishing an agency.
127. **Basswood Broom Handles.**—A Bristol firm desires to import basswood broom handles.
128. **Broom Handles.**—A Manchester firm asks for prices of broom handles from Canadian manufacturers.
129. **Box Boards.**—A Lancashire firm asks for prices and dimensions of box boards from Canadian shippers of same.
130. **Bacon, Hams.**—A merchant in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above article.
131. **Bicycles and Tricycles.**—An importer in Colombia of bicycles and tricycles wishes to be placed in communication with Canadian exporters of same and receive catalogues.
132. **Cheap Tables, Washstands, Wardrobes, etc.**—An export forwarding firm in New York City wish prices and catalogues of the above and other low priced furniture for export.
133. **Canned Salmon.**—A Manchester firm asks for prices of canned salmon from Canadian exporters.
134. **Chair Seats.**—A Manchester firm wishes to correspond with Canadian manufacturers of chair seats.
135. **Cattle Gut and Sausage Casings (Cleaned).**—A Liverpool firm asks for the names of Canadian exporters of cleaned cattle gut and sausage casings.
136. **Condensed Milk and Cream.**—A merchant in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above article.
137. **Carriages, Wagons, Carts, etc.**—A firm in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above articles.
138. **Clothing and Wearing Apparel (General).**—A firm in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above articles.
139. **Canvas for Vessels and other purposes.**—A firm in Colombia wishes to be placed in communication with Canadian exporters of the above articles.
140. **Cordage, Rope and Twine.**—A firm in Colombia wishes to be placed in communication with Canadian exporters of the above articles.
141. **Domestic Woodenware.**—A Manchester firm wishes to correspond with Canadian manufacturers of domestic woodenware of all descriptions.
142. **Domestic Woodenware and Turnery.**—A London company invites quotations from Canadian manufacturers who are in a position to fill orders for thread bobbins, birch squares, wash-boards, rollers, broom handles, switch brooms, brush backs, door knobs, and all classes of domestic woodware and turnery.
143. **Dairy Machinery and Appurtenances.**—A firm in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above article.
144. **Drugs, Medicines, Chemicals.**—The largest druggist firm and importer in Colombia, South America, of the above articles wishes to be placed in communication with Canadian exporters of same.
145. **Dried Apples and Other Fruits.**—A merchant in Colombia wishes to be placed in communication with Canadian exporters of dried apples and other fruits.
146. **Desks.**—A firm in Constantinople ask to be placed in communication with Canadian manufacturers of desks prepared to quote for their requirements.
147. **Exhibition Forwarding Agents.**—A prominent firm of shipping agents in London, England, are making special arrangements to take care of goods shipped by firms intending to exhibit at the Coronation Exhibition. Will be pleased to hear from Canadians interested.
148. **English Agencies.**—A prominent firm of importers and wholesale dealers in London, England, are anxious to establish connections with a few first-class Canadian manufacturers. Will handle almost any lines.
149. **Feldspar and Mica.**—A German correspondent, who is a large buyer of feldspar and mica, makes inquiry for addresses of Canadian exporters.
150. **Greyboards.**—A Manchester firm asks for samples and prices of greyboards from Canadian manufacturers.
151. **Hammer Handles.**—A Manchester firm asks for prices of hammer handles, all sizes, from Canadian manufacturers.
152. **Hay Fork Handles.**—A Manchester firm asks for prices and dimensions of hay fork handles from Canadian manufacturers.



153. **Hardware of All Kinds.**—A firm in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above article.
154. **Halifax and Other Tweeds.**—A firm in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above article.
155. **Hardware.**—A firm in Colombia wishes to be placed in communication with Canadian exporters of hardware.
156. **Iron and Steel and Hardware.**—A London firm who buy largely for Australian and South African customers would be glad to receive catalogues and prices from Canadian manufacturers of woodworking machinery, radia-drills, and all classes of iron and steel and hardware.
157. **Leatherboards.**—A Manchester firm asks for samples and prices of leatherboards, c.i.f., Liverpool or Manchester.
158. **Lumber.**—A candy and chocolate manufacturing firm in Colombia wishes to be placed in communication with Canadian exporters of lumber, especially for making boxes. Up to now importations have been made from Sweden and generally in schooner loads.
159. **Maple Flooring.**—A prominent dealer in flooring in London, England, is in the market for maple strips in various sizes. First-class connections.
160. **Maple Flooring Strips and Blocks.**—A London manufacturing firm who buy large quantities of maple flooring strips and blocks invite quotations from Canadian manufacturers who can fill orders.
161. **Mica.**—A London firm asks to be placed in communication with Canadian producers and shippers of mica, experienced in export trade.
162. **Mica.**—An Amsterdam firm, user of mica, will be pleased to receive offers of mica cut round in diameter of: 45 millimeters (1.7716 inch), 55 millimeters (2.1653 inches), 65 millimeters (2.559 inches), 75 millimeters (2.9527 inches), in quantities from 10 kilograms (22.046 lbs.) to 15 kilograms (33.069 lbs.).
163. **Maple Lumber.**—An English correspondent who has for many years represented United States exporters of maple lumber finds supplies failing, and would like to get in touch with Canadian lumber merchants able to do business.
164. **Oak Hubs.**—A Manchester firm asks for prices and sizes of oak hubs from Canadian manufacturers.
165. **Oak Head and Staves.**—A Manchester firm asks for prices and dimensions of oak heads and staves from Canadian manufacturers.
166. **Office and House Furniture.**—A firm in Colombia wishes to be placed in communication with Canadian exporters of office and house furniture.
167. **Oil Cloth, Oil Skins.**—A firm in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above articles.
168. **Paper and Cheap Cotton Goods.**—A prominent firm of export forwarding agents in London, England, are anxious to get in touch with Canadian manufacturers of the above goods for India and colonial markets.
169. **Proprietary Articles.**—A manufacturers' agent in London, England, with excellent Canadian references, calling on the wholesale and retail grocery trade, is in a position to take on a few good proprietary lines.
170. **Plasterers' Laths.**—A Manchester firm wishes to correspond with Canadian manufacturers of plasterers' laths.
171. **Printing Paper.**—The largest printing establishment in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above article.
172. **Paper, Boards and Leather Boards.**—A London firm of paper dealers who claim a large home and export connection, would like to get into touch with Canadian manufacturers of paper, boards and leather boards, wishing to extend their trade.
173. **Printing Paper.**—A firm in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above article.
174. **Rubber Boots and Shoes.**—A firm in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above articles.
175. **Steel Filing Cabinets and Fixtures.**—Importers' agent and broker in Auckland, New Zealand, is anxious to get in touch with Canadian manufacturers of the above goods and other office devices. References.
176. **Stationery.**—A firm in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above article.
177. **Sole Leather.**—A Newfoundland firm is anxious to get in communication with Canadian sole leather manufacturers.
178. **Varnishes, Paints, Oils, Colors.**—A firm in Colombia wishes to be placed in communication with Canadian exporters of the above articles.
179. **Western Agencies.**—Experienced business man is opening office in number of western cities, and is prepared to act as western representative for eastern manufacturers and others seeking representation in that territory.
180. **Wooden Handles of All Kinds.**—One of the best known firms of manufacturers' agents in London, England, is anxious to establish connections with a few first-class manufacturers of handles of various kinds. Splendid showroom facilities.
181. **Wood Dowels.**—A Manchester firm asks for prices and dimensions of wood dowels from Canadian exporters.
182. **Wrapping Paper.**—The largest printing establishment in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above article.
183. **Wooden Boxes.**—A London firm seeks supplies of wooden boxes for packing purposes, and would be pleased to receive quotations from Canadian manufacturers.

184. **Wrapping Paper.**—A firm in Colombia, South America, wishes to be placed in communication with Canadian exporters of the above article.

#### SITUATIONS WANTED.

1. **Brick Making Machinery Worker.**—Englishman with many years' experience as an engineer and founder making brick machinery, wishes to come to Canada if he can secure work in his trade.
2. **Accountant.**—Experienced accountant, with considerable experience with first-class auditing houses, and who has made a special study of cost accounting in large industrial establishments, seeks position with Canadian house.
3. **Accountant.**—Englishman with many years' experience as expert accountant with large American establishments, would come to Canada if he could secure suitable work in his profession.
4. **Engineer, Machinist, etc.**—Englishman, thoroughly experienced as fitter and erector, who has spent some time in engine and boiler plants, seeks work in Canada.
5. **Paper Mill Expert.**—Young man who has spent considerable time in good English paper mills is anxious to come to this country if he can secure similar work.
6. **Wood Carver.**—Englishman, thoroughly skilled in wood carving, seeks work in Canada.

#### SPECIAL ENQUIRIES.

1. **Carpet Sweeper Patent.**—Expert machinist who owns a Canadian patent on a carpet sweeper is anxious to make arrangements for its sale in this country.
2. **Wire Stretcher.**—Particulars of a patent wire stretcher may be had on application to the Secretary. The enquirer is anxious to arrange for its manufacture in this country.
3. **Roofers' Tools.**—Particulars of a patent device for securely fastening paper and composition roofing at the eaves may be had on application to the Secretary. Enquirer wishes to arrange for its sale in this country.

#### EXEMPTION FROM DUTY IN FRANCE.

The French Journal Officiel of a recent date contains a Presidential Decree, laying down regulations governing the temporary admission, duty-free, of steel wire for the manufacture of sub-marine cables other than those destined to connect France with her Colonies, or to connect French Colonies.

The Decree provides that the importation of steel wire for the purpose indicated must be effected through the Customs house at Calais. The Minister of Finance is, however, empowered to open other Customs houses for such importation, if necessary. Proof, in the prescribed forms, of the conveyance of the steel wire to the factory must be forthcoming. The actual wire imported must be re-exported in the form of sub-marine cables within six months, and samples must be taken to prove the identity of the wire composing the cables. The import and re-export declarations must indicate the nature and diameter of the wire, the quality of the metal (tempered or not), as also the breaking strain per square millimetre of section. In support of the re-export declarations, the importers must produce certified extracts from their books, specifying the length of cable to be exported.

#### EXCHANGE RATE AND PAPER CURRENCY IN BRAZIL.

The Brazilian "Diario Official" of 3rd January publishes a Law, No. 2,357 of 31st December, 1910, fixing the official rate of exchange of the "Caixa de Conversao" at 16*d.* per milreis. The notes previously issued at the rate of 15*d.* are, from the date of this law, to have a value of 16*d.*, and the Government is to repay to the "Caixa," within a period of five years, the difference resulting from the raising of the rate. The "Caixa" is empowered to issue notes up to a maximum of 900,000 contos of reis, equivalent to a deposit of 60,000,000*l.* sterling.

The Guarantee Fund and the Fund for the Redemption of Paper Money are to be restored. For maintaining the exchange rate fixed by this present law, the former fund is to be applied as prescribed in the Law of 20th June, 1899, excepting as regards the stipulation in Article 10 of the Law of 6th December, 1906. The redemption fund is to be converted into gold, at the discretion of the Government, and deposited in the "Caixa de Conversao," so that its product in convertible notes may be substituted for inconvertible paper money, the quantities of the latter so redeemed being burned.

#### FREE LABOUR BUREAUX.

Free labor employment bureaux have been established in Montreal and Quebec by the Provincial Government of Quebec.

The Act which gave the Lieutenant-Governor-in-Council authority to establish such bureaux came into effect on its sanction on June 4th last; and since that time Hon. L. A. Taschereau, Minister of Public Works and Labor, has been quietly preparing a scheme of organization. He was assisted by Mr. Louis Guyon, Chief Factory Inspector for the Province, who had recently made a special study of such bureaux in the United States. They will be the only institutions of their kind in Canada. In Montreal they will be welcomed alike by the employers of labor and the workers, both of which classes have petitioned for them, the former through the Manufacturers' Association and the latter through the Labor Council.

In Montreal will be the main office as befitting the field which must be served. For the purpose the whole second floor of the new Bloomfield Building on Craig Street, opposite St. Gabriel Street, has been rented, and is now being fitted up. It will be so arranged as to give every facility for employers and for workers, whether skilled or unskilled. Its purpose, as explained by the Minister of Public Works and Labor, will be, first: to assist deserving workmen to procure positions free of charge; and, secondly, to supply manufacturers, merchants and employers in general with labor at a minimum of inconvenience.

A staff of from three to six will look after the work of the office, the number varying according to needs. A superintendent, directly responsible to the Minister, will be in charge.

The private employment agencies, too, will be placed on a very different footing after the first of the year. Every one of such agencies which wishes to continue business must then make formal application to the Minister of Public Works and Labor for a permit. A rigorous inspection will be made by the factory inspectors, and any that are not conducting a business on legitimate lines will be forthwith ordered to discontinue.

The Campbell Milling Co., of West Toronto, have decided to build a 3,000 barrel mill at Midland. The new mill will represent an investment of \$400,000. It is understood that building operations will be commenced this spring.

# “Who’s Who in Canadian Manufactures and Industries”

A Biographical Directory of Canada’s Captains of Industry



Edited by FRED COOK, of the Ottawa Press Gallery

**T**HE MANUFACTURERS OF CANADA are cordially invited to assist the editor by promptly returning the information forms ; every firm appearing in the Trade Index having been circularised. Additional forms will be sent upon request. In case of omission, please communicate with the editor.

A “Who’s Who” of our manufacturers is most desirable and is needed as an aid to community of interest between the Canadian Manufacturer and his customer. W. H. ROWLEY, Esq., President, Canadian Manufacturers’ Association.

Will enable Canadian and foreign houses to learn something of the personality of the firms with whom they are doing business. —MANITOBA FREE PRESS.

Ought to be of great service to the business community. —TORONTO MAIL AND EMPIRE.

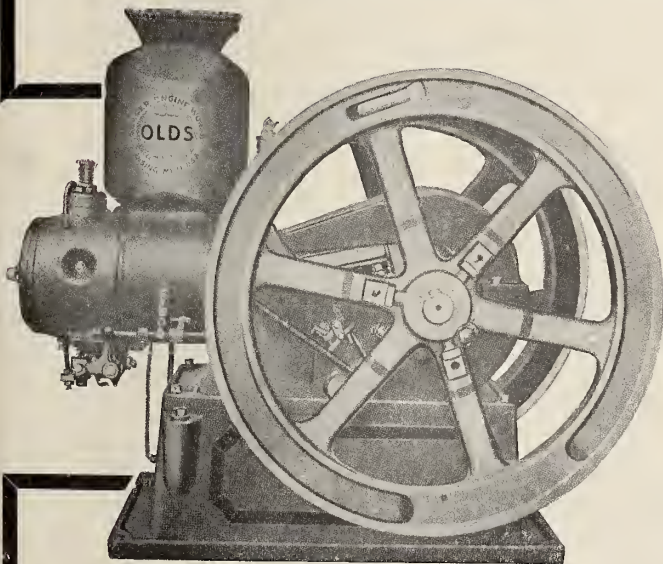
Cet annuaire sera tres utile a tous ceux qui font ou desireront faire des affaires avec nos manufacturiers, en etablissant, pour ainsi dire, un contact personnel entre eux et les personnes avec qui ils ont ou auront a traiter.—LÉ CANADA, Montreal.

If the manufacturers of Canada do not know more of each other ere long, it will not be the fault of Fred Cook, of the Ottawa Press Gallery.—ST. JOHN (N.B.) TELEGRAPH.

Will bring the manufacturer and his customers into closer touch. —QUEBEC CHRONICLE.

A limited number of pages will be devoted to advertising.  
For rates apply to the editor.

## Reliable and Economical Power



Backed by an experience of over thirty years in gasoline-engine building. Built in the largest factory in the world devoted entirely to the building of gasoline engines. You take no chances when you buy an

### Olds Gasoline Engine

Everywhere recognized as the Most Perfect Engine on the market, giving a MAXIMUM OF POWER with a MINIMUM CONSUMPTION OF GASOLINE, and requiring LESS REPAIRS than any other.

SOLE AGENTS FOR CANADA

## MASSEY-HARRIS CO. LIMITED

Toronto Montreal Moncton Winnipeg Regina Saskatoon Calgary Edmonton

## AMONG THE INDUSTRIES

The Canadian Bank of Commerce will erect a bank building on Sparks Street, Ottawa.

A five storey office building will be erected by Dr. P. D. Stewart in Saskatoon, Sask., at a cost of \$75,000.

Price Bros. & Co., Quebec, have completed arrangements for the erection of pulp and paper mills at Jonquiere, Que., and for the development of water power. It is estimated that the work will cost \$2,000,000, exclusive of the cost of machinery.

The Page-Hersey Iron, Tube and Lead Company have given the contract to David Dick & Sons, Welland, for the \$150,000 addition which they will build to their plant this summer. The new building will provide for the employment of 200 more men.

Negotiations have been completed through the Industrial Bureau of the City of Ottawa, of which Mr. Herbert W. Baker is Commissioner, for the establishment in Ottawa of a branch of a Detroit firm of automobile manufacturers. The concern will take over the plant of the Watson Carriage Co.

The Otterville Manufacturing Co., Limited, Otterville, Ont., have added to their plant a lot of Fitting Machinery and are now making an extensive line of Combination Brass and Iron Unions, absolutely non-corrosive in contact and treading—having secured the Canadian patents on the latest invention of these from a large Chicago firm.

# IRON!

Foundries, Rolling Mills, Metal  
Industries will find



PLENTIFUL SUPPLY OF IRON ORE NEAR

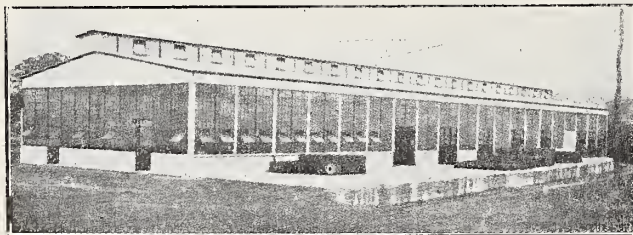
## FORT WILLIAM, ONT.

Water rate on supplies brought in keeps cost of transportation down, ensuring cheap manufacturing. 45,000 horsepower developed at cost of \$23 per h.p. for 365 24-hour days.

Taxation concessions to bona fide concerns. Three foundries already successfully operating; rolling mills to establish in 1911; similar manufactories negotiating. Companies or individuals wishing to manufacture at Fort William, who have or have not sufficient capital, should write

**Industrial Commissioner**  
Fort William, Canada

A locally capitalized metal foundry opened at Fort William received \$5,000 worth of work when it was inaugurated in January. This company will have to double the capacity of its plant within the next few months. GEO. GOWAN, Commissioner.



**H**Y-RIB for floors, roofs, walls, partitions and ceilings. Self centring reinforcement for concrete and cement mortar. No wood forms or studding necessary. Especially adapted for industrial buildings.

Write us for catalogs, estimates, etc. We would be glad to give you a figure on your proposition.

**The TRUSSED CONCRETE STEEL  
COMPANY OF CANADA, Limited**

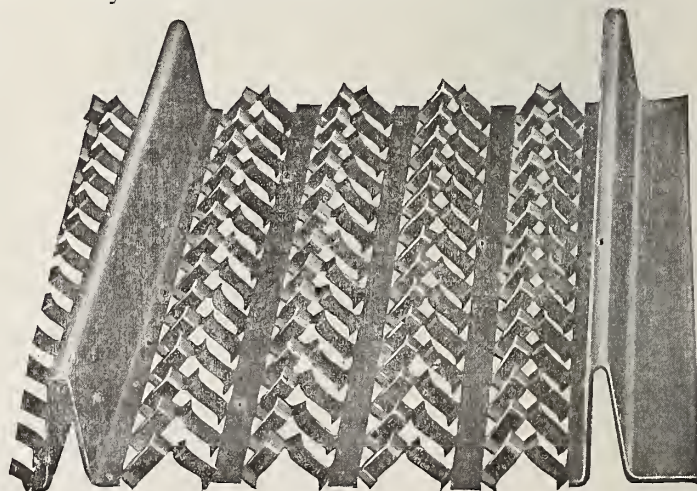
Head Office, Works and Engineering Department at  
**WALKERVILLE, ONT.**

Branches: TORONTO, WINNIPEG, HALIFAX, MONTREAL  
VANCOUVER

Flood Your Building  
with Light by Using

## United Steel Sash

It is fire-proof, permanent, strong, rigid. You can increase the light and thereby increase the efficiency of your staff.



Are you paying a stiff fire rate? Don't kick. You probably deserve it. Look at your risk. Is it what it ought to be? Improve it. Let us show you how. EARN a lower fire rate.

# SOMETHING NEW IN FIRE INSURANCE

To Manufacturers, Wholesalers, Large Retailers, Insurance Brokers

Are you about to build? Don't make a move until your architect's plans have been passed on by insurance engineers. They may save you a perpetual unnecessary fire tax--and reduce the cost of building to boot. Let us tell you what other have done.

We Beg to Announce That We Are Prepared to Issue a

# FACTORIES Underwriters Policy

Having Behind it all the Traditional Strength of the Best London Lloyds, the Greatest Insuring Power on Earth, and Being in Full Compliance With the Laws of the Dominion and Provincial Insurance Departments.

The **Factories Underwriters Policy** is issued by the Factories Insurance Company, which holds a Dominion charter, has been in business since 1872, and has its full deposit with the department at Ottawa.

For **Big Insurers** this is the Soundest, Strongest and Most Attractive Policy ever issued in the Dominion of Canada. The Deposited securities behind it are in the millions, and the total security to policyholders is enormous. As an established, responsible and experienced insurance house we stake our reputation on the deliberate statement that the Factories Underwriters Policy is the best policy on the market to-day for big insurers.

It Can Be Issued and placed in our clients' hands immediately--no long delay in delivery; no deduction for collection in case of loss; legal attorney on the ground.

*THE POLICY is re-insured in full by over one hundred of the strongest and best known guaranteed underwriters at Lloyds.*

*THE RE-INSURANCE GUARANTEE is printed on the policy, and is signed by the underwriters, all of whose names appear on the document just as in the past they have done on the old style Lloyds policies.*

**Finally :** Coupled with this Factories Underwriters Policy we offer an inspection and brokerage service that cannot be equalled in Canada. **We are brokers and fire protection engineers for the assured** and our technical knowledge is at the service of our clients. We are to-day handling millions of insurance for some of the biggest firms in Canada--from the Atlantic to the Pacific--and these firms are our best references. If you are interested, we will be glad to supply you with names.

Call Us by Phone, Mail or Wire and One of Our Inspectors Will Wait on You Promptly

**OUR OFFICES**  
 HEAD OFFICE  
 Toronto  
 38 Wellington St. E.  
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 Montreal  
 5 St. Sacrament St.  
 Winnipeg  
 404 Builder's Ex'ge.  
 Halifax, N. S.  
 Woodstock, Ont.  
 Calgary, Alberta  
 (Just Opening)  
 Vancouver  
 201 Pacific Bldg.

[Cut this name card out and file for reference

## BURNETT, ORMSBY & CLAPP, Ltd.

Insurance Brokers and Fire Protection Engineers

38 Wellington St. East : : : Toronto

Canada's annual fire loss per capita is ten times as heavy as England's. Canada's fire rates are ten times as high. Canada's average building is ten times as poor. When Canada's builders put up better fire resisting structures, Canada's fire rates will go down till they reach the level of England's. Do your share.

DISTRICT OFFICES


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HALIFAX COBALT

## CANADA FOUNDRY COMPANY, LIMITED


HEAD OFFICE AND WORKS: TORONTO

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STEAM LOCOMOTIVES




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RAILROAD BRIDGES




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WRECKING CRANES




AIR COMPRESSORS




ELECTRIC PUMPS




PUMPING MACHINERY



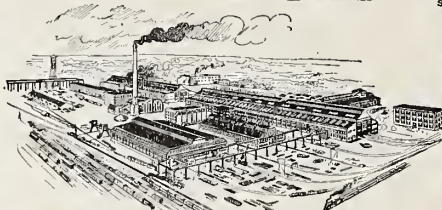
WATER TUBE BOILERS




GASOLINE ENGINE




TURBINE PUMPS




DAVENPORT WORKS, CANADA FOUNDRY COMPANY, LIMITED



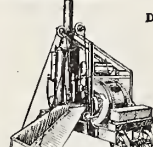
STEAM BOILERS




GAS ENGINE




STONE CRUSHER




CONCRETE MIXER




DRINKING FOUNTAINS



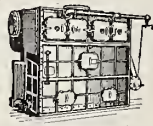
GATE VALVES




HYDRANTS




GATE VALVES SCREWS AND NUTS




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BRONZE DOORS




STAND PIPE




CANADA FOUNDRY COMPANY, LIMITED  
TORONTO, ONT.  
CAST IRON PIPE




FOUNTAIN



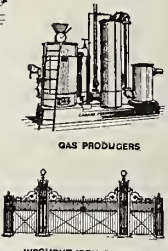
WATER TOWER



FIRE ESCAPE



BRONZE RAILINGS



WROUGHT IRON FENCES

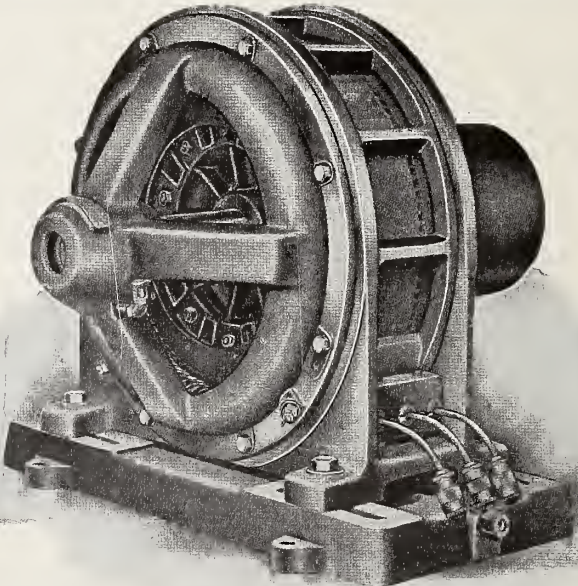
IRON CAPITALS

**Largest General Engineering Works in the Dominion of Canada**

IRON COLUMNS

# INDUCTION MOTORS

SUITABLE  
FOR ALL  
PURPOSES



Skeleton Frame

—

Thorough  
Ventilation

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High  
Efficiency

Over Wide  
Load Ranges

Form "K" Induction Motor

## CANADIAN GENERAL ELECTRIC CO., Limited

Head Office, TORONTO

MONTREAL HALIFAX OTTAWA WINNIPEG CALGARY VANCOUVER ROSSLAND

The Medicine Hat Flour Mill Co., will erect another mill in that city.

Ramsay & Son, Montreal, will erect an addition to their plant at a cost of \$30,000.

The Sherbrooke Scale Company intend building an addition to their factory at Sherbrooke, Que.

Adams Bros., Winnipeg, will build a warehouse and office building in Edmonton at a cost of \$100,000.

The Town of Owen Sound will lend \$15,000 to a company which will erect a knitting mill at a cost of \$30,000.

The Barnett-McQueen Company will establish a plant at Fort William for the manufacture of bolts of all kinds.

The C. P. R. will erect a colonization building in Calgary at a cost of \$80,000. Work will commence this spring.

The Western Wire & Nail Co., London, will erect a new plant at an estimated cost of a quarter of a million dollars.

The C. Turnbull Co., of Galt, will add to their knitting mill in that town a four-storey yarn factory, 72 by 110 feet in dimensions.

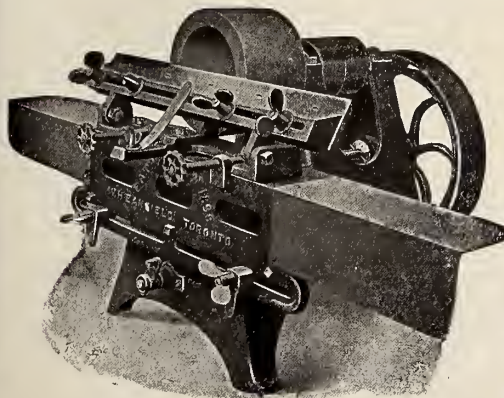
The Canadian Automatic Transportation Company will erect a plant at Welland at a cost of \$25,000. Work will proceed this spring.

The Atlantic Sugar Refinery Company, St. John, N.B., who have just let the contract for the foundation for their buildings, will spend \$2,000,000 on their plant.

It is reported that an English syndicate, of which Mr. C. Manuel, of Montreal, is the Canadian representative, will establish an automobile industry at Lachine, Que.

The Hudson's Bay Company will build new stores at Calgary at an estimated cost of a million and a half dollars. Horwood, Burke & White, Toronto, have prepared the plans.

Moffat and Irving, a firm of steel and iron manufacturers, have applied to the City of Toronto for a five acre site for a steel plant in the Ashbridge Marsh district. Arrangements are also being made for transportation facilities. It is understood that the firm of Moffat and Irving have developed a new process for the electrical treatment of iron ores.



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## Knife Grinder

Entirely  
Automatic  
Saves Time and  
Money  
Will Grind 6 in. to  
26 in. long.  
Does Not Draw  
Temper

GUARANTEED

**W. H. Banfield  
& Sons**

Machinists, Die  
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Toronto, Ont.

Your office should be neat and attractive. The impression invariably formed by customers upon their first visit is often lasting. You cannot afford to have this impression adverse to your interests. It means dollars and cents to you. A great deal depends on the interior finish.

## Metallic Ceilings and Walls

add DIGNITY and QUALITY to the office. They lend readily to any style of decoration desired. They NEVER crack, warp or discolor; are SANITARY and ABSOLUTELY FIREPROOF. Years after they are in perfect condition, as handsome as when first erected.

Write for free catalogue. Ask how much a "Metallic Ceiling" in your office will cost—send sketch giving shape and size.

—The Philosopher of Metal Town.



## The Metallic Roofing Co., Ltd.

MANUFACTURERS AND EXPORTERS  
Toronto and Winnipeg

**P**RESTON  
METAL  
CEILINGS  
PROTECT } SHOPS  
OFFICES  
and  
WARE-  
HOUSES

NOT only do they help any building to resist fire, but they protect the contents of the room they cover from water-damage in the event of fire in the room above.

With them you can beautify unsightly parts of your plant, and thus promote neatness in your help.

Use these perfected ceilings and our other interior building specialties to make any part—or the whole—of your buildings absolutely immune to fire.

Not costly, either.

Get our prices and see our designs.

**Metal Shingle & Siding Co.,  
Limited**

PRESTON, ONT., & MONTREAL, QUE.

WE MAKE EVERY KIND OF  
SHEET METAL BUILDING MA-  
TERIALS. GET DETAILS.

# The British Columbia Mills Timber and Trading Company

HEAD OFFICE : VANCOUVER, B. C.

John Hendry - - - - - *President*

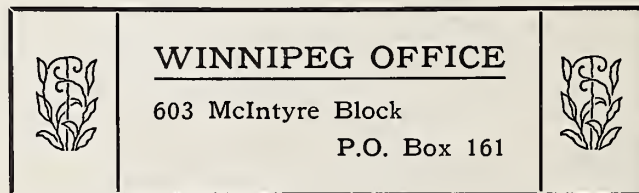
Oldest Established Mill in  
British Columbia

Our Hastings Saw Mill Being  
Established 1865

We make a specialty of Timber Orders, and can cut up to 120 feet in length. We have been shipping Dredge Spuds 36 x 36 x 60 for years as well as long spars.

No Order Too Large For Us

Try Us When You Need Timber



BRANCHES—Royal City Mills, Vancouver ; Royal City Mills, New Westminster, Hastings Saw Mill, Vancouver ; Moodyville Saw Mill, Burrard Inlet

CODE : American Lumberman Telecode





but where lumbering or mining may be carried on to advantage. Our system of government, fiscal and otherwise, must take into account these disparities and variations. We must show a uniform development. Experience has shown beyond a doubt that a protective tariff is essential to the establishment and development of manufacturers. Therefore, the agitation which is being carried on by the Grain Growers Guide, and those whom it represents, must be combatted from the outset. The reciprocity agreement is but a beginning of a movement which, if it were successful, would wipe our manufacturers off the slate.

#### Express Delivery Service.

**S**HIPPERS, who accepted the early press statements that the Railway Commission had ordered the Express Companies to extend their collections and deliveries to all parts of municipalities in which they give a collection and delivery service, received an unpleasant surprise when the decision actually appeared. In effect it throws the entire question open once more, and this not for general consideration, but for argument in the case of every individual city, town and village. We quote the clauses of the order:

#### IT IS ORDERED,

1. That on, and after June 1st, 1911, it shall be the duty of all express companies subject to the jurisdiction of the Parliament of Canada, in all cities, towns or villages where such companies now or hereafter have collection and delivery services, to collect and deliver traffic at, and to all points within the municipal boundaries or limits of such cities, towns, and villages, and after that date all existing "delivery limits" shall be abolished.

2. Leave is reserved to the said companies to at once apply to the Board for the establishment of reasonable collection and delivery zones in cities, towns or villages (if any) that for any special reasons it might be unreasonable to require collection and delivery services to be made throughout the entire area thereof.

3. Upon such application (if any), the companies shall file with the Board a map or maps showing the limits proposed by them, and furnish all other necessary information to enable the Board to determine the reasonableness thereof.

A perusal of the second clause leaves the reader in mystification as to why the first clause was inserted. It is surely meaningless, in view of the invitation contained in clause two to the express companies to apply at once for an order freeing them from the very thing ordered above and the only thing which was up for consideration at the time. One thing is certain; municipal boundaries will not be the boundaries for express services. Reasonable collection and delivery zones when interpreted by the express companies will be decidedly contracted areas. In

view of the great profits earned on small capital by the express carriers, it would have appeared to be particularly the work of the Board of Railway Commissioners to see that the public get at least a reasonably good service. Their decision recently published does not ensure this.

#### Hesitancy Among Manufacturers.

**T**HE effect of the proposal for a reciprocity agreement is already seen in the hesitancy among the manufacturers to proceed with extensions which had been previously projected. One of the largest of the United States firms which are establishing branches in Canada has cut down on its plans so that the factory which was practically built when the reciprocity agitation commenced has been equipped for the employment of only one-fifth the number of men that it was originally intended it should employ. The products of this factory are not directly affected by the terms of the present agreement, but the management wants to know where the movement is going to end, before it proceeds further with its Canadian investment. Another firm which is establishing a plant in western Ontario is going slow on its work. The site was bought and plans for a big plant were prepared. That was some months ago. It is noticeable that in spite of newspaper statements from time to time that the work will go forward, very little progress is being made. If western Canada can be supplied from the parent house in the United States, why invest a great sum in a Canadian plant? So the company is holding back, waiting to see what will happen to the proposed agreement. Others who were more fortunate and who had not bought sites or erected buildings are sitting tight. They will wait till tariff matters are more settled, before establishing a factory in Canada. So much for the foreign manufacturers, who under a stable tariff would have invested largely in this country and would have employed many men here, and developed our natural resources. The loss does not end there. Canadian manufacturers have shown a like disinclination to extend their plants, while the present uncertainty about our fiscal policy exists. Business is being disturbed; our prosperity is being affected. And this at a time when the wheels of industry were running smoothly, labor was in demand at high wages and capital was profitably employed. The present disturbance is a gratuitous fling in the face of fortune. Painting the lily is a profitless experiment.

#### The Quebec Bridge.

**I**N another column of this issue appears a sketch of the new Quebec Bridge, made from engineers' drawings. The design is the result of the combined deliberation of three eminent engineers and is free, it need scarcely be said, from the weaknesses which wrecked the former

structure. It is a great satisfaction to know that the work of construction has been placed in the hands of a Canadian bridge building company. The Quebec Bridge will long stand as the most outstanding engineering feat of this country, if not of the continent. Only a people who have been accustomed to linking up remote regions, would have had the daring to project a bridge across the St. Lawrence at Quebec. Yet the route of the national highway demanded the bridge and the bridge is to be built. Including the cost of the abutments, piers, etc., some of the old approaches being available, the structure will cost \$12,000,000. Its completion will supply the last link in an all Canadian trans-continental railway.

**The Milling Industry Under Reciprocity.**

IT would not be neighborly to favor a move that would be destructive of Canada's milling interest, but we must recognize the fact that, if things go on as they have in late years, it will not be long before the major part of the export trade in flour from North America will be permanently lodged with Canada and that the increase in her milling capacity will be extensive. Already inroads are being made by Canadian mills on

much trade in the Western Hemisphere that has heretofore been considered vouchsafed to mills of the United States."

This is an extract from a letter to the *North-Western Miller*, published in Minneapolis, written by Mr. M. H. Davis, of the Bureau of Trade Relations, Washington. It is printed in corroboration of an opinion which that paper sets forth in an extended article, that United States millers will profit greatly as a result of reciprocity. The paper reiterates a statement, which it has made many times before, that the United States for its own sake should admit Canadian wheat free of duty. Why, then, should Canada have paid for a privilege which the greatest authority in the United States says should have come

**His Opening**



"There's Nothing like Canada fruit"

before this, and which it indicates would have been granted in the near future, as a matter of home necessity?

**Open Labor Bureau.**

ON April third, the Quebec Government's free labor bureau opened in Montreal, and judging by the applications received from employers and those seeking employment it should meet with a large measure of suc-

**An Imperial Council of Commerce.**

A PROPOSAL has been made for the organization of a British Imperial Council of Commerce, consisting of representatives of the Chambers of Commerce of the Empire. The object is to establish a central bureau in London for the collection and distribution of all kinds of commercial information in reference to the various colonies. It is felt by the originators of the scheme, among whom Sir Albert Spicer, who presided at the last Congress of the British Chambers of Commerce, is prominent, that there is need for such a central organization to which business men or bodies could write for information on any question. New tariff proposals, customs decisions, commercial legislation, and such subjects would be reported on by the representatives of each state and the data would be either published and distributed periodically or kept on file for the information of enquirers. The proposal is being fathered by the London Chamber of Commerce.

cess. There are no fees, either direct or indirect for any service given by the bureau. Separate departments are provided for men and for women. The applicant states to an official what trade or class of work he is accustomed to. If there is a demand from any employer for such a workman, he is given a card with the name of the firm requiring help, written on it. If, however, there is no call for his services he is given a form to fill out, and this information thus given is kept on cards for reference. By the card index system, men desiring employment along similar lines are grouped together. When an employer fills a position for which he has applied to the Bureau for assistance, he is asked to notify the office at once. Applicants are also required to report to the office as soon as they secure employment. In a large city where employment is always changing, and where there is frequently loose labor seeking a demand, a clearing house is essential. The bureau, which has been opened by the Provincial Government, and which for that reason will no doubt be conducted on straight and business-like lines, offers an interesting experiment in the solution of the unemployed problem. It will be watched by other cities and provinces in Canada.

#### The Packing Industry Under Reciprocity.

MUCH discussion has taken place over the effect of reciprocity on our packing industry. It has been shown that during recent years the average price of hogs has been higher in Canada than in the United States. Therefore, access to the United States market is of no value to Canadian farmers, except at the odd times when the scale turns the other way. When, however, through market manipulation, or other causes, the price of hogs for a week or two is higher in Chicago or Buffalo than in Ingersoll or Toronto, the United States buyers will descend on the Canadian market and carry off the supply. Farmers may see some advantage to themselves in this temporary increase in prices, but a closer consideration will show that this is a short-sighted and fallacious view of the matter. The only reason for average higher prices in Canada is the Canadian packing plants. The continuance of better prices here depends upon the continuance of these plants. Therefore, it will be poor policy for the farmer to grasp at a small extra profit during a few weeks in the year, if by doing so he makes it impossible for the local packing houses to continue in business; for then he will be compelled to take the lower prices that obtain in the United States during the many weeks which remain. The farmer cannot eat his cake and have it. Unless the Canadian packers can get a steady supply of hogs they cannot operate. The farmers cannot supply them for a few months, and then swing off and ship to Buffalo for two or three weeks. No business could be conducted under such conditions. Therefore, it is up to the farmer to say which he prefers; a Canadian market,

which averages considerably above the United States market for the whole year, or the United States market which at odd times is higher, but on the average is lower. There is little doubt as to which alternative will be chosen. The reciprocity agreement as it affects the live stock industry has nothing to recommend it.

#### Why He Approves.

GVERNOR FOSS, of Massachusetts, spoke in Boston recently on the value of reciprocity to that city. He said in part:

"Our great terminal, Boston Harbor, will be improved with new docks and piers adequate to this increased business.

"Our present railroads will increase their facilities and extend their lines to handle the increased business, and the great transcontinental lines of Canada will come to the port of Boston, which is the natural port for Eastern Canada, as well as New England.

"Reciprocity will command a greater Boston, for our increased industries and commercial industries will compel it. Real estate values will increase materially owing to this increased business development, and increased population will follow.

"New factories in all lines will be established here, for with these conditions our capital will no longer seek Canada for the purpose of building up those factories which it is now forced to build in Canada by unnatural tariff conditions."

Governor Foss, has been the chief driving force in the United States on the side of reciprocity. He has lamented publicly the diversion of a quarter of a billion dollars to Canadian industries, which is represented by the investment in branches of United States factories in this country. The desire for reciprocity on the part of the leaders in the movement across the line had its basis in the hope of buying our raw materials, converting them into finished products and selling them back to us in that form. Such is not our ambition.

#### The Peat Industry.

BETWEEN the rich and valuable coal areas of Nova Scotia and Alberta, Canada possesses a fuel supply of great, though hitherto unappreciated, value. No adequate estimate has yet been made of the extent of our peat bogs, although a cursory survey has revealed 37,000 square miles, or 26,680,000 acres of peat country. The importance of this will not be grasped, if attention is not given to its real meaning. It is estimated that 28 acres of peat, 9 feet deep, will yield 50,000 tons of fuel.

3,600 lbs. of this fuel has the calorific value of a ton of anthracite coal. At the current price of anthracite coal, therefore, the value of the product of 28 acres of peat would be \$162,500. All bogs do not show a clear depth of nine feet, but from the figures given, it is easy to see the immense value of this fuel. The provinces of Ontario and Quebec send \$20,000,000 annually to the United States for coal. A proper development of our peat areas would save to the country a considerable amount of this money. The Department of Mines at Ottawa have made practical experiments on a three hundred acre bog which was purchased for the purpose. A plant with a capacity of 30 tons a day, working over a period of 140 days, produced fuel at a cost of \$1.40 on the field. With a larger plant and with the introduction of mechanical excavators it is believed that this cost could be materially reduced. The establishment of a Canadian Peat Society, which has just been accomplished, to study the problem in its local phases, should do much to arouse a more general interest in this natural resource.

**Report on Fire Insurance.**

ATTENTION is called to an article in another column of this issue of INDUSTRIAL CANADA, in which Mr. E. P. Heaton continues his review of the report of the Merritt Committee on the fire insurance conditions obtaining in New York State. In his previous article in the April issue, Mr. Heaton made the statement that in insurance, what New York thinks to-day, the rest of the continent thinks to-morrow. Therefore, the findings of this committee are immensely interesting, as fore-shadowing what is likely to be the attitude of other governments on this very important question. A close study of these

two articles, being as they are, the first adequate consideration of this report which have appeared in Canada, will be of interest and profit. Two or three points are of such live interest that we would call especial attention to them. Dealing with the subject of the introduction of Mutual Companies into the field the report says:

"It seems highly desirable that as many solvent, well-organized and well-conducted companies should be admitted to this State as desire to do business here. The more responsible companies there are to do such business the better will the fire loss be distributed and the more equitable will rates become."

And again on the subject of fire protection it takes strong ground:

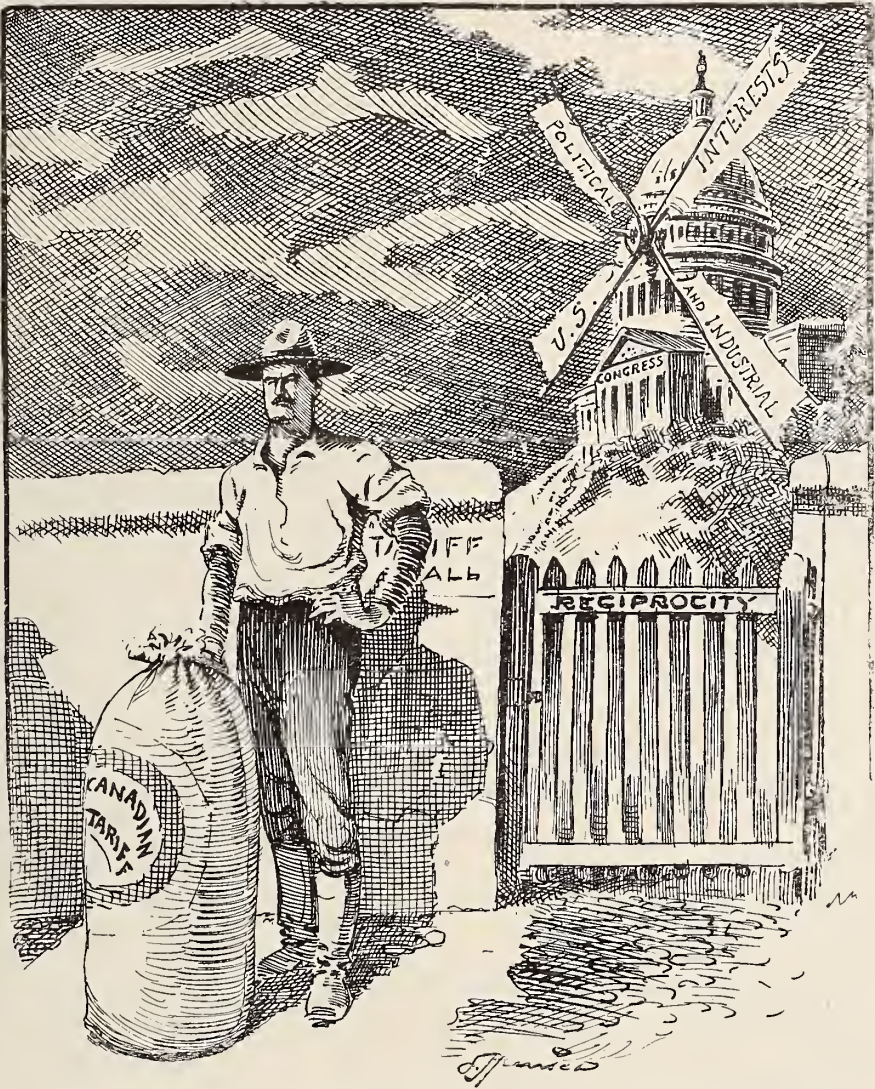
"Your Committee believes that at the root of the whole question of fire insurance is the consideration of fire prevention and that all means possible should be taken by the State to prevent fire waste. Therefore, it recommends the enactment of a State Fire Marshal Law to the end that better conditions may prevail."

Needless to say, considerable space is given to the question of Rating Associations, combinations of underwriters, etc. Mr. Heaton, in his review explains clearly and adequately the stand of the committee, as represented both by a majority and a minority report, on this point.

**Lessons from a Fire.**

ELSEWHERE in this issue we quote from the report of the special commissioner, who investigated the disastrous New York factory fire on behalf of the National Fire Protection Association, the report is worthy of earnest consideration.

**His Tariff Grist**



Jack Canuck ; "I hate to see foreigners do my milling, but that's what they put the gate here for."

# WHAT A CATALOGUE SHOULD REPRESENT

By Mr. Ralph R. Scheibe, of Brigden's Limited

What Constitutes a Good Catalogue? A Representative of the House That Issues it, it Should be up to the Standard of its Goods and Business. Simplicity and Clearness Essential. Some Suggestions on Preparation.

**Y**OUR Catalogues go to your customers as your personal salesmen, or at least as an adjunct to them. As you wouldn't tolerate a "dead one" on your sales staff, it follows that you must have a "live" catalogue.

It must be as well-dressed, as good a talker, as impressive as the best man on your staff.



R. G. McLean, Toronto, Printed These Catalogues.

It must be right up to the standard of your business and your goods, or it will fail to represent you properly.

It must lie on the desk with those of your competitors, and by its appearance command the top place.

You can't expect a "cheap" catalogue to do any better work than a "cheap" salesman.

Therefore you must make it GOOD.

Not extravagant, not too elaborate, but GOOD from cover to cover.

Good enough to be read.

Good enough to be remembered.

Good enough to command respect.

Good enough to get the business in competition with catalogues that are "fairly good."

Now GOOD catalogues are not the result of haphazard methods. Each stage of production—photographing, designing, engraving and printing—has a definite relation to the others, and cannot be considered independently if the finished job is to harmonize with your original plan. Therefore, before placing any of the mechanical work of production in hand, do a little deep thinking concerning the general layout of your catalogue. Consider the character of your product, the amount of your appropriation, the location and type of people you wish to reach, before you decide whether your catalogue shall be simply a price list or a work of Art.

### Seek Simplicity.

Just here let me state that simplicity is usually the keynote of a successful catalogue, whether it be plain or artistic.

Art is probably one of the most abused terms in the printing vocabulary, and some of the poorest producers are the over printed, over decorated, color splashed booklets of the so-called "Artistic Printer." Art for its own sake has no place in catalogue making. Art for your business' sake is what you want. Commercial printing is 99 per cent. utilitarian, and the artistic element is useful only in so far as it helps express the motif of your theme. Please understand that this is not an argument for cheap material or severe mechanical scheme, but for the use of brains in the application of the art principles underlying good typography, decoration, color, proportion, harmony, balance and tone. Catalogues that are really artistic (and you will find that this involves simplicity) are usually the best BUSINESS GETTERS, without which quality no catalogue has any excuse for existence.

A successful catalogue should be so presented as to carry conviction of the owner's solidity, integrity and progressiveness. It should sell goods, promote enterprise, win prestige, reputation, and good will. It should command confidence in your product, bring half-formed plans to a head, create new wants, and compel quick and favorable action. Such a catalogue need not apologize if its decorative treatment be not its most striking feature.

### Preparation of Copy.

All the purposes, items, details and features should be carefully thought over and laid out before doing any of the actual assembling, and before attempting the mechanical part



A Group of Catalogues by Brigdens Limited, Toronto.

of the work. Data for a catalogue should comprise, besides the argument and description of products, the policy of the concern, its business methods, reputation, financial standing, facilities for filling orders, and views of plant, offices or personnel for conveying an impression of capacity, prestige, and stability. Consideration should also be given to the

amount of space allowable for any section of the matter covered.

Do not give the copy to the engraver or printer in an imperfect condition, with the idea of shaping it up when the



A Fur Catalogue by Brigdens Limited, Toronto.

proofs come to hand. This is, perhaps, the most potent source of dissatisfaction in the making of the average catalogue, and causes untold annoyance, expense and differences of opinion to both the buyer and the maker, which might be avoided if the copy is properly edited before placing.

The text should be written by a capable man, one who is not only well acquainted with the goods, but who can place himself in the position of the possible customer he wishes to impress. Most manufacturers are too wrapped up in their goods to get this point of view, and a good way to get around it is to have the selling staff hand in their ideas of selling talk, however crude they may look on paper, and then whip them into shape through a writer competent to express things nicely. He should be able to present a continuity of thought and sequence of ideas leading to a logical conclusion, eliminate all unnecessary matter, and condense all the case you have into as brief space as consistent with smooth, attractive reading.

#### What to Illustrate.

Next consider the illustrations. Select the articles to be shown, and determine the most effective views, entire, sectional, perspective, exterior, or phantom. Settle on the style of treatment whether to show by drawings or retouched photographs, and how best to present them to the customer in a pleasing manner. The kind of engraving depends on the subject, the stock to be used, size of edition, whether to electrotype, and the amount of wear the cuts will be given. If drawings are made, they should be done by an artist especially fitted for your particular class of work, as most engraving houses of repute have skilled men in various lines, and seldom can any one artist do equal justice to a wide range of subjects. If rough, or very cheap paper is to be used, line drawings and zinc etchings must be made, while for coated stock, wash drawings and half-tone plates.

If your goods are to be photographed it should be done by one experienced in handling commercial work, or the expense of putting his prints into shape by a retouching artist will run the cost unduly high. Good photos are the basis of good cuts, and even the best usually need art work to rank with first class illustrations. In making half-tones

for use on coated stock, the 150-line screen is the most practical, finer screens being hard to print, and coarser losing detail. Never use finer than 133-line for calendered stock, nor vignetted half-tones unless paper, ink, and presswork are to be A 1.

Now you must decide as to the profusion or scarcity of illustrations, their location and size, the decorative features, such as marginal sketches, symbolical drawings, borders, conventional ornaments, tint effects, embellishments of one sort or another, remembering that whatever is used must help the main thought. Don't let a too elaborate, decorative scheme detract from the real story and purpose, which is to present your goods in as attractive style as possible. Remember that the setting is only incidental to the jewel, though it must be in good taste.

#### Size of Catalogue.

The size and proportions of the book depend on its purpose, whether for desk or pocket use, the class of customer, the style and treatment of illustrations, the amount and placing of text. For small runs it is best to accommodate yourself to the stock sizes of paper on the market, and for this the usual sizes are 4½ x 6, 6 x 9, 7 x 10 and 9 x 12. For larger runs this need not be taken into consideration, as special stock can be obtained at the same cost. Have the number of pages conform to even forms, usually 16 on a medium size, 32 on the small, and 8 on the large. Smaller forms are more expensive to run, an 8 page usually costing about 70 per cent. of a 16 page.

The matter of typography is one requiring careful consideration, and I might add, experience and judgment. The face, style, spacing, measure, and margins for the body as well as the display matter are important items. Simple, dignified composition, avoiding over display and undue emphasis, are the essentials of an artistic page. Do not cultivate eccentricity in the effort to be original, nor use a variety of faces throughout the book. Use the same face in different sizes for harmony and balance, and allow good proportions of margins and white space. About 50 per cent. margins throws your cuts and text into pleasing relief, and where condensed matter is not imperative, it greatly enhances the appearance of the page. Eight or ten point type (ten as a rule) is most suitable for body matter for ordinary sizes, while eleven or even twelve gives a better effect on a large page.



Two Catalogues from the Press of The Brown-Searle Printing Company, Toronto.

Paper must be selected with an eye to the character of your illustrations and type, and the handling the book will receive, also the durability, tone, finish, texture, strength, weight, etc., of the stock. Of course for fine half-tones a good quality of coated stock is essential as second grade paper gives a flat effect, the solids looking grayish and the highlights dirty, instead of rich blacks and sharp, contrasty lights. For

type only, or line cuts, the rougher, softer stocks give the best results. For close register color work the paper must be properly seasoned, or the shrinkage in process will throw out the register and make a poor job.

**Design for Cover.**

The cover design and binding should be treated jointly. The selection of material, paper, cloth, or leather, in all their multitude of shades, qualities and weights, must rest largely

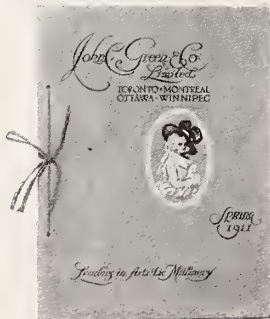


These Catalogues came from the Southam Press, Limited.

on the size and thickness of the book and character of goods advertised. Also on the nature of the design, which may be for printing in colors, embossing, or stamped in gold or silver leaf. The design itself should be carefully thought out, and should be symbolical of the goods or the firm producing the goods. Then there is the question of plain or decorative end leaves, which when treated in a style in harmony with the cover or body of the book add greatly to its finish.

Last, but by no means least, when once you start your catalogue proceed steadily until it is finished, for every delay means opportunity for changes and alterations, involving expense and often a catalogue so late in delivery as to fall short of its purpose.

After the engraver has done his best, and submitted proofs to your satisfaction, the finished result of a piece of printed matter depends on the press work. Quality and workmanship cannot be conveyed in a set of specifications for work yet to be done by either Artist, Engraver, or Printer, which accounts for the wide variety of prices obtainable on the same proposition. The absence of definite standards leaves the customer somewhat at the mercy of the producer of his catalogue, and



A Catalogue from Atwell Fleming's, Toronto.

I can only suggest that in order to protect yourself on this point you should select a firm with a reputation to sustain, take the principals into your confidence, and work together to produce the best possible result for the amount of money you can afford to spend on the catalogue. In this way you will nine times out of ten get more real value for your ex-

penditure than by dividing up your contracts and placing each portion of your work where the low dollar is the chief argument. For, strange as it may appear, there are men in these allied industries whose pleasure and pride in their work is not confined to the dividend account. If allowed a reasonable amount of lee way, they will give you of their best, and at a price commensurate with the service rendered.

Finally, let me quote in better phrases than I can command, some one's all-embracing statement that "A booklet should be so perfect a vehicle for the entry of an author's motive into the reader's mind as to obliterate itself, as it were, and leave with the reader no sense of the book but a clear impression of its motive."

That's my idea of a good Catalogue.

**MOTOR CARS AND BICYCLES IN BRAZIL.**

From the following table of the number of motor vehicles imported at Rio de Janeiro, Brazil, during the three years 1907, 1908 and 1909 from different countries it is seen that French makers have so far been most successful in this market:

	1907.	1908.	1909.
France .....	230	139	149
Germany .....	28	20	36
United States .....	54	43	30
United Kingdom .....	22	36	23
Italy .....	20	51	45
Other countries .....	12	8	24
	366	297	307

In December last 548 motor vehicles were counted in use in the city, of which 211 belonged to private persons, 264 were public vehicles, and 73 were cars for trade purposes. The development of this trade is favored by the increasing wealth of the population, by the making of roads as well as by the extension and improvement of the town. Moreover the paving of the streets is now constantly being improved, and the new roads are of macadam or asphalt. The large shops all employ motor vans which it may be remarked are generally in charge of ill-qualified drivers who are the cause of expensive damages to the machinery. The wealthy residents have adopted the motor car and usually prefer closed cars, the limousine in particular. Prominent commercial men and the principal doctors also use motor cars, which they either own themselves or hire by the month. Fairly high prices are paid; the carriages ordinarily seen have cost £800 to £1,200. As regards very cheap cars, not of recent design, these can be sold for purposes of hire on condition, however, that they are guaranteed and delivered with extra parts. When there is no repair shop on the spot the smallest repair becomes an expensive matter. Private customers usually buy for cash, but it may be noted that according to the means of the purchaser only a portion of the amount is asked at the time of the order and the remainder on delivery. The bicycle is very popular in Rio de Janeiro and seems to have been taken up again after an interval on account of the development and improvement of rideable roads, as is the case with the motor car. The opening offered for bicycles is also more important owing to the large number of firms who effect sales by means of a lottery system peculiar to the country, and also by the number of dealers who lend out machines for hire by the hour. This means of locomotion has also become widely extended in the commercial world where it is utilized for the delivery of messages and by tradespeople for the carriage of small parcels of goods. The motor bicycle offers a less important opening for trade.—(London Chamber of Commerce Journal.)



## STATE OBSTACLES POSSIBLE

### Reciprocal arrangements with the United States may be nullified by State laws

IN dealing with the pulp-wood and paper schedules of the reciprocity agreement now before Parliament the negotiators encountered an obstacle in the existence, in some of the provinces, of laws standing in the way of the freedom of the trade sought to be established. The difficulties connected with the export of pulp-wood were of course of a peculiar nature, depending upon the circumstance that the bulk of the pulp-wood in Canada happens to be upon the Crown lands under the control of the provincial governments. But the incident suggests the possibility of other difficulties through the exercise of the powers of individual provinces of Canada. It also suggests the possibility that corresponding action to the prejudice of Canadian trade might be taken by individual states of the Union.

#### State Obstacles Possible.

Both the United States and Canada are under a federal form of government where the legislative sovereignty is divided between a central or federal government and local, provincial or state governments. In both countries the central government is paramount in certain matters but helpless in others. In the discussion of the reciprocity agreement very little attention has been given to this feature which is a constant source of complication in the international relationships of countries under a federal form of government, and has proved particularly so in the case of the United States. The history of the United States gives ample ground for the apprehension of such difficulties in connection with the projected arrangement, not so much because of laws at present existing but because of the powers of the states to enact such laws as the expediency of local politics may from time to time dictate. And owing to differences in the constitutions of the two countries the probability of such action on the part of the states is greater than that of action by the provincial governments.

Under the constitution of the United States the apportionment of legislative powers between the federal government and the states is on a different basis from that of the Canadian constitution under the British North America Act. The latter instrument enumerates in detail the powers of the provincial governments as well as those of the central or federal governments; and such powers as are not specifically assigned are by a general clause committed to the central government. This feature of the Canadian Constitution is usually expressed by saying that the "residuum of power" is in the Dominion Government. The Constitution of the United States, on the other hand, merely selects from amongst the powers which the states would have as independent nations a certain number of specific powers, which are collected and committed to the federal government. The enumeration of these powers in the constitution is reinforced by prohibition upon the exercise of certain powers. But apart from the items of power specifically delegated to the central government and those prohibited to the States, the balance or residuum of powers remains in the individual states.

There is also a further important difference. Except in a small number of comparatively unimportant matters the powers of the Dominion and the provinces are mutually exclusive, and the absence of the legislation on the part of one will not justify legislation by the other. In other words there is no overlapping of jurisdiction. In the United States a different rule prevails and many powers exist concurrently in the states and in the federal governments. Where there are both

state and federal enactments upon such a subject of concurrent power that of the federal government of course prevails; but in the absence of federal legislation the state laws are in full force.

#### States May Impede Trade.

One feature of the reciprocity arrangement which demands careful consideration is the fact that the legislation of the federal government is of a negative character. The duties upon certain articles of commerce are removed, but nothing is done by way of stamping commerce in these articles with the approval of the federal government in such a way as to shut out state regulation. The federal government not having legislated, the states remain competent to enact a variety of laws by which restriction or virtual prohibition might still be possible if sufficient ingenuity were exercised in framing them.

Although under the Constitution the federal government is invested with jurisdiction "to regulate commerce with foreign nations," and although this is reinforced by prohibition upon the state that "no state shall without the consent of Congress, lay any imposts or duties upon imports or exports except what may be absolutely necessary for executing its inspection laws . . . and all such laws shall be subject to the revision and control of the Congress," and that "no state shall, without the consent of Congress, lay any duties or tonnage"; yet the states have, under what is called the "police" power, a large field of jurisdiction, within which it is quite competent for them to legislate in such a way as to prejudice traffic in commodities which, for any reason, it is found expedient to discourage.

Of the different forms in which such legislation might be brought in, the one that most readily suggests itself is that of regulations ostensibly directed to the preservation of health. Such legislation is of course entirely within the competence of the state legislatures unless it comes in conflict with positive federal legislation. In one of the series of "oleomargarine cases" before the Supreme Court of the United States it was held that the question whether it was possible to regulate the sale of that product or whether it was preferable to forbid it entirely was a question of fact and of public policy which was essentially within the province of the state legislatures to determine. But the powers of the states are by no means confined to laws relating to health, such as pure food and quarantine laws. They include a wide range of supervision over what may be regarded as the general convenience and welfare of the citizens. There are, of course, numerous cases where state legislation which interfered with trade and commerce has been held invalid as trenching upon federal jurisdiction, but many of these enactments have been so crudely framed as to invite the disapproval of the courts. On the other hand there are numerous cases where state legislation seriously affecting commerce has been held valid. Most of these cases have turned upon the scope of the "police" power.

#### What Does Police Power Include?

What is this police power of the states? It is spoken of by Chief-Justice Shaw in one case as "the power vested in the Legislature by constitution to make, retain, and establish all manner of wholesome and reasonable laws, statutes and ordinances, either with penalties or without, not repugnant to the constitution, as they judge to be for the good and welfare of the Commonwealth and of the subjects of the same." This is a very wide definition, and as a matter of fact there are very few subjects of governmental activity which would not in some aspect fall under the head of police power; but under the United States Constitution the term appears to denote nothing more or less than the residuary powers of the states after the powers of the federal government have been sub-

tracted from them. Of this "police power" an eminent writer upon the Constitution of the United States says: "In the American constitutional system the power to establish the ordinary regulations of police has been left with the individual states, and it cannot be taken away from them either wholly or in part, and exercised under legislation of Congress. Neither can the official government, nor any of its departments or offices, assume any supervision of the police regulations of the states. All that the federal authority can do is to see that the states do not, under cover of this power, invade the field of national sovereignty, nor impede the exercise of any authority which the constitution has conveyed to the nation or deprive any citizen of the rights guaranteed by the constitution."

#### State Enactments Cannot Be Overruled.

It is important to note that there is no provision in the Constitution of the United States for the disallowance of state enactments by the federal government. Under the Canadian Constitution if provincial legislation is considered inimical to federal interests it may be disallowed, though it may be quite within the competence of the provincial legislature. No such power exists in the United States. The state and the federal governments are independent of each other and the federal government has no control whatever over any legislation which is within the constitutional power of the states. Where a state legislature passes a statute which is beyond its powers the only remedy is in the courts, and it may require many years and much litigation to determine that such a statute is *ultra vires* of the state.

Some of the difficulties to be apprehended from state legislation might of course have been obviated if the agreement had been cast in the form of a treaty instead of the informal understanding that concurrent legislation would be obtained. The individual states are not only prohibited from entering into treaties or agreements with foreign countries or with each other, but the treaties entered into by the federal government become part of the supreme law of the land. But in its present form the reciprocity arrangement will leave a large measure of freedom in the states to interpose obstacles in the way of importations from Canada which the federal government will be powerless to remove.

## NEW ANGLO-JAPANESE TREATY

**Britain Negotiates Favorable Treaty with Japan to be Effective July 17th. Canada has Two Years in Which to Signify Adherence.**

A WHITE Paper has been issued by the British Foreign Office, containing the text of a Treaty of Commerce and Navigation between the United Kingdom and Japan, signed at London on the 3rd April, 1911.

The Treaty, which will come into effect on the 17th July, next (the day after the existing Anglo-Japanese Commercial Treaty expires), accords to the subjects of each of the high contracting parties in the territories of the other national treatment in respect of travel and residence; the carrying on of commerce, trade and manufacture; the ownership, hire and occupation of houses and other necessary premises; the leasing of land; the disposal of property; taxation; access to Courts of Justice; warehousing under bond; and bounties and drawbacks. Much-favored-nation treatment is accorded in respect of the pursuit of industries, callings, professions and educational studies; the ownership of land; and the treatment of commercial travellers. There is reciprocal exemption from compulsory military service or contributions in lieu thereof.

As regards the treatment of goods, the Treaty provides for

reciprocal most-favored-nation treatment in respect of import and export duties and of prohibitions or restrictions upon importation and exportation; for freedom from transit dues; and for national treatment in respect of internal duties.

Further, Article VIII. provides that:—

"The articles, the produce or manufacture of the United Kingdom, enumerated in Part I. of the Schedule annexed to this Treaty, shall not, on importation into Japan, be subjected to higher Customs duties than those specified in the Schedule.

"The articles, the produce or manufacture of Japan, enumerated in Part II. of the Schedule annexed to this Treaty, shall be free of duty on importation into the United Kingdom.

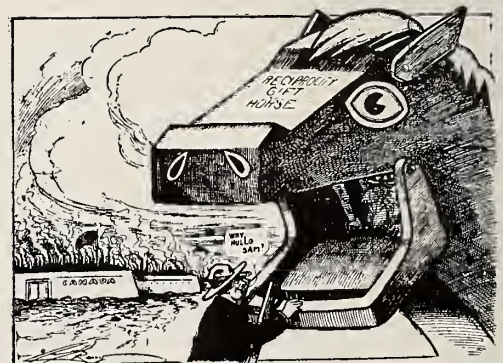
"Provided that if at any time after the expiration of one year from the date this Treaty takes effect either of the high contracting parties desires to make a modification in the Schedule it may notify its desire to the other high contracting party, and thereupon negotiations for the purpose shall be entered into forthwith. If the negotiations are not brought to a satisfactory conclusion within six months from the date of notification, the high contracting party which gave the notification may, within one month, give six months' notice to abrogate the present Article, and on the expiration of such notice the present Article shall cease to have effect, without prejudice to the other stipulations of this Treaty."

National treatment is reciprocally accorded in respect of shipping, including the stationing, loading and unloading of vessels, and shipping dues of all kinds. The coasting trade of both countries is excepted from the provisions as to national treatment, but reciprocal most-favored-nation treatment is guaranteed; the vessels of the high contracting parties may proceed from one port to another for the purpose of landing or embarking the whole or part of their passengers or cargo from or to an oversea port, and it is further provided that the conveyance from one Japanese or British port to another of goods and passengers on through bills of lading, or holding through tickets from or to places outside the coasting trade limits will not be regarded as participation in the coasting trade.

Other Articles of the Treaty relate to facilities for commercial travellers' samples; the recognition of Chambers of Commerce and other trade associations as authorities competent to issue such certificates as may be required for commercial travellers; the recognition of the right of limited liability companies registered according to the laws of either party to sue in the Courts of the other; most-favored-nation facilities for mail steamers; the appointment and functions of Consular officers; wrecks; seamen deserters; and procedure as to the estates of subjects of one party dying in the territories of the other without leaving a local representative.

The Treaty is to be in force until the 16th July, 1923. Any British Colony or dependency may adhere within two years of its ratification, but such adherence may be terminated at any time by either party on giving one year's notice.

#### NEWS DROPS



"A Trojan gift horse should always have its mouth looked into."—Mark Twain. —From *The Montreal Star*.

# THE RELATION OF THE UNIVERSITY TO THE INDUSTRIAL LIFE OF THE NATION

By President R. A. Falconer of the University of Toronto

The University Does its Work for the Nation by Turning Out Men who can Plan and Lead. The Engineering Departments Create a New Demand for Skilled Workmen. The University Sees What the Country Needs and Supplies Instruction to Equip Men for New Services.

IT is a very trite remark that during the nineteenth century a greater external change has passed upon the life of the civilized world than during any other period of the same length in the world's history. Ideas, methods and discoveries, many of them by no means new or recent, suddenly burst into flower and fruit under the ripening atmosphere of the age. Physical science grew apace. Applications of scientific results to industry created new industries or revolutionized old ones. Inventions and discoveries flowered thick and fast. The means of communication also have been transformed, and new parts of the world have been explored. So ramified has been the land with railways, so furrowed the ocean with steamships that the conception of distance has been modified and the mystery of the world has in part vanished. Distance in Canada to-day does not mean even what it does in Britain, much less what it meant there generations ago. To have called a country of our size with a scattered population of 7,000,000, a nation, would have been to misuse terms. The idea would have been absurd.

To get a concrete conception of the industrial change that has been produced by this lacing together of distant and diversified portions of the earth, one needs only walk along the quays of a great ocean port and watch—surely one of the most interesting of sights—the unloading of steamships. Raw material is there in abundance and variety from places whose names are not on the old maps, for they were not known. Manufactured goods are there to satisfy the increasing necessities or to minister to the luxury of our modern cities. At the seaports where rail and steamship meet and transfer their freight, we realize as nowhere else the complication and variety of interchange in modern trade and commerce.

Another result of these improved means of communication and of the industrial changes that have come, is the shifting of population. Villages have become towns; towns have become cities; cities have begun to rank by the half-million inhabitants' standard. The urban population in most civilized countries has increased so rapidly that in some countries one-half, in others three-fourths, are now to be found in cities and towns. It is true that Canada is an exception and will probably remain so, but according to the census of 1901, the proportion was greater than many would suppose, there being 3,359,000 rural, and over 2,000,000 urban, population.

When I use the term industrial at present I am thinking not of agriculture, but of manufactures. And these manufactures are usually in towns. You do not expect me, I imagine, to say much upon the function of the University in agricultural education. That this is important is obvious. The industrial needs of 3,350,000 of our people must be considered. In the newer provinces these needs are being cared for, I am glad to say, on a generous scale by their new universities. This is as it should be. So changed are the social conditions of the people, so changed also the conception of a university's function, that it would be almost impossible to organize a university in a new province of Canada or in one of the newer states of the Union without placing in it a faculty of agriculture.

But it is not so in Ontario. In Toronto there is the university; at Guelph the Agricultural College. It is true that these are in affiliation, and that we mutually admire the one the other, but for practical purposes Guelph is distinct. This college is so efficient and so independent and ministers so well to this side of the industrial life of the Province, that you will not expect me to-night to take any time in discussing what the university can do for it. If I were speaking to a branch of the Manufacturers' Association in Winnipeg, Regina, Calgary or Vancouver, the conditions would be different.

## Half Population in Ontario Urban.

There remains therefore the industrial life of the urban communities of this Province. In Ontario the relative proportions were in 1901 very different from those in other Provinces, and the Dominion as a whole. There were in rural localities 1,246,969 people, in urban 935,978, i.e., a proportion of about 4 to 3, and this ratio has been changed in favor of the towns, so that now probably the relation between the two would be about one half for each. Of this population a large number are directly engaged in industry, and to the centralization in urban localities industrial pursuits have contributed.

The town as we have it in Ontario differs from the old town of Europe. It differs in affairs municipal, in affairs industrial, and in affairs educational. Social change has demanded modifications in all directions. Old methods and systems have disappeared and new ones have taken their place.

In municipal affairs the change is obvious. What was once performed or neglected by guilds is now done by the



ROBERT A. FALCONER

President, University of Toronto, who showed the Manufacturers at Hamilton what a great work the Universities were doing in supplying technically trained leaders.

city itself, under its own officials, who do work for the city as a whole, and not for any one class. The expert engineer is one of the officials of greatest influence in the counsels of the city.

### Changes in Social Life.

In affairs industrial the change is marked by the disappearance of tradesmen, craftsmen and guilds, who had their privileges, who trained for the trade, and who transmitted their privileges to others, and who thus kept alive powerful associations of producers. Not only has the accumulation of men in cities produced new industries, but it has led to social changes, through the necessity of caring for the comfort and health of peoples who have thus been gathered together. A sense of community life has been diffused through the state, the city being regarded as an organism, and part of the higher organism of the state. Everywhere there is an increasing demand for standards, which have to be observed: standards in education, standards in sanitary conditions, and standards in the means of livelihood. Minima are required: the minimum wage, the minimum in education, and the minimum as regards housing. This development in the character of the town has had its effect also on the industrial development.

As you think of the manufactures of the country two classes stand out before your mind. There is the directing mind, and the executing arm—the engineer who plans, the artisan who works as he is told. There is the engineer who has planned the bridge, built the railway, excavated the foundations, the architect who has designed the building with its thousands of rooms, the chemist who has discovered the new methods and valuable by-products, the miner who lays out the mine. All these are the mind, the controlling thought of our industrial life. Through them and on their advice, the energy and will of the capitalist set into motion the machinery of our modern world.

### A Growing Complexity.

And how complex is our modern world. What skilled directors it demands. It is true that the men who constructed the pyramids, erected the aqueducts, chiselled the marble of the Parthenon, and placed it in position, combined science and art and engineering skill in a fashion that challenges our admiration. It is true that those who designed and built the Gothic and Norman cathedrals were master-workmen who need not fear the judgment of any age; but in variety of activity, in ingenuity, in the range of application of scientific principles to industry, the modern world stands by itself. This variety, this multiplicity, demands as never before a multitude of skilled directors of industry. Wealth would be idle without them, an inert mass blind or groping darkly. Consider their variety. The masters of construction, for the building trades—masters of mechanics for every branch of steam and electricity—masters of steel and precious metals, so called, for mining and metallurgy—masters of water-power, masters of organization and survey, for laying lines of communication, masters of chemistry for extracting possible secrets from the waste. Unless you have the master, where will be the man? Unless you have those who possess the skill, how will those who labor with the hand know where to dig?

Now during the past generation our universities have served the life of the nation well in supplying the country with these skilled leaders of industry. Every large university has its faculty of applied science, and in most this is the faculty that is growing fastest. The call of the industrial world is loud, and it agrees well with the spirit of a young and vigorous people whose motto is "Whatsoever thy hand findeth to do, do it with thy might." In Toronto, for example,

the growth of this faculty has been remarkable. In 1897 there were 135, in 1907 there were 725, in 1911 there are 780, and that in spite of a higher matriculation and of a lengthened course. Yet we do not hear that of the graduates, who are sent forth every spring like a fleet from our harbor into the ocean of life, there are many derelicts. They get employment soon; with their good theory and their scientific training they pick up through practical experience the principles of their industry or trade and soon step into positions of command.

Every year we have requests from some source for expansions or for new departments. We endeavor to supply the greatest needs of the country, but it is hard to keep up with the industrial demands of this growing nation. We do our best, and relatively Canada is not far behind, if, indeed at all, in what she does for the education of her industrial leaders.

### Where Principles of Science are Taught.

Moreover there is no one centre from which the varieties of industrial life can be seen so broadly and in their various relations as in the Faculty of Applied Science of a university. Reports of the developments of the country, of the possible applications of science to foster these, are brought in along the radii of the engineering professions, as through the alumni and conferences and journals suggestions are made as to new expansions. There is the fundamental basis for industry in the principles of the sciences taught. On these experience will rear the industrial profession which the circumstances may render necessary. In a great school of applied science the profound unity of our industrial life becomes manifest, for it is all based on the exact comprehension of a few fundamental sciences and their common resultant methods.

But what about the non-commissioned officers and men of this industrial army? What of the foremen, and the average artisan? It is said that England's battles have been won by the common soldier, and that while generals and officers have blundered reliance could always be placed upon the steadiness of the rank and file. I am, however, not willing to admit that the generals of our industrial army have blundered so far in their marshalling of the manufacturing forces of this country. If any mistake has been made it has been in not giving sufficient attention to the equipment of the rank and file. And it is to redress this that we are turning with earnestness to-day to industrial education.

Less has been done as yet for them than for their leaders. Let me not, however, allow you to fall into the error of thinking that by curtailing the education of the leaders you will further that of the men. Too much has not been done for the former. More must be done for the latter. Doubtless the cry has often been heard in this city, urging that elementary education should be furthered and that too much is going to higher education. Now, the two must go together. A highly educated well-trained leadership is bound to provide for a well-trained workman. Good engineers require good foremen and good artisans. So in this indirect way the university contributes through its standards in applied science to the creation of an industrial education for the workman.

### Creates Need for Industrial Schools.

The skilled engineer, the responsible head of an industrial concern, is well aware that his results can only be attained by means of skilled foremen and intelligent workmen. The higher the attainment and the more out-reaching and ambitious the proposals of the directing head, the more earnest will he be to secure the best possible men to co-operate with him in carrying out his plans. The necessary complement to a well-equipped school of practical science or faculty of applied

science in which the leaders of our industries are trained is a system of secondary industrial education for the training of those who are to carry into execution their instructions or designs. Thus the university indirectly contributes to the whole industrial life of the nation by creating a need for industrial schools through its demand for efficiency in the workman to carry out the work assigned him by the engineer. In those Provinces where professional education is highest will good secondary education be soonest called for.

Again, the university should have a place in the training of those who are to teach the workmen. Those who are to teach the workmen must themselves understand far more than the details of their instruction. They must bring with them the spirit and accurate ideals which they receive in the university and by their sympathy with those whom they teach give them such principles as will enable them to grasp their common industrial plans. It is an axiom of teaching that the most advanced and experienced teachers are required for the elementary classes; therefore if the teaching is to be of a high quality, we must have a teacher who understands the workman and yet is broad enough to understand what is most worth while teaching. This is an opportunity that the university cannot afford to pass by.

### The Function of the University.

In the short time at my disposal I wish to dwell upon another aspect of the work of the university in the industrial life of the nation. Thus far I have spoken of the function of the university in the actual preparation of the engineer by instruction in scientific principles, and indirectly and even directly in doing something for those in the employ of the engineer, the great multitude of workmen. But we must not overlook the character of a university. In a modern state its service is not to be confined to any one class; a provincial university is for the people, not for any one section of the people. It is not for the city man alone, but also for him who comes from the village or countryside. In politics city may be ranged against country, farmer against manufacturer. In a university never. We must endeavor to look at life steadily, and if possible look at it whole.

A university stands for the advancement of science, knowledge, the humanities, those principles that are concerned with the constitution of man as a physical being in a physical environment, as a being with a mind, a memory, an imagination, as a member of a society in which alone he attains to what on this earth we call life. By the books a man reads, by the music he hears, by his friendly chats with his neighbors, by his thought on the problems of the state, or his own destiny, above all by his kindly deeds in his own home or his circle, and his aspirations Godward, he finds life filled with a reasonable and satisfactory content. The function of a university can be fulfilled only in an atmosphere in which the worth of human life stands forth clear and luminous. There are hours

of work and hours of freedom from toil; the day or most of it may be spent in what is often the drudgery of toil in order to get our living, or it may be absorbed in the interest of our work. This interest gives life its value. But too much work stales the mind, the body needs rest or change of occupation, man should call into exercise other powers of intellect or affection. Man will forever go forth to his work and to his labor until the evening; but it concerns us in the university to ask in what spirit he fares forth to his work, to what home he returns, and with what measure of intelligence he occupies his evening hours. It is by this extra accomplishment that man refreshes his spirit and with the returning day returns renewed to the round of his toil. Nor is this fullness of life for the rich alone, and for the highly trained professional man. It is the right and privilege of all. Our social advancement will be measured by the extent of opportunity for this self-development and its range among the classes of the people. Social advancement will manifest itself in industrial efficiency. From intelligent people will come a grade of industry immeasurably beyond the work of the dull driven slave.

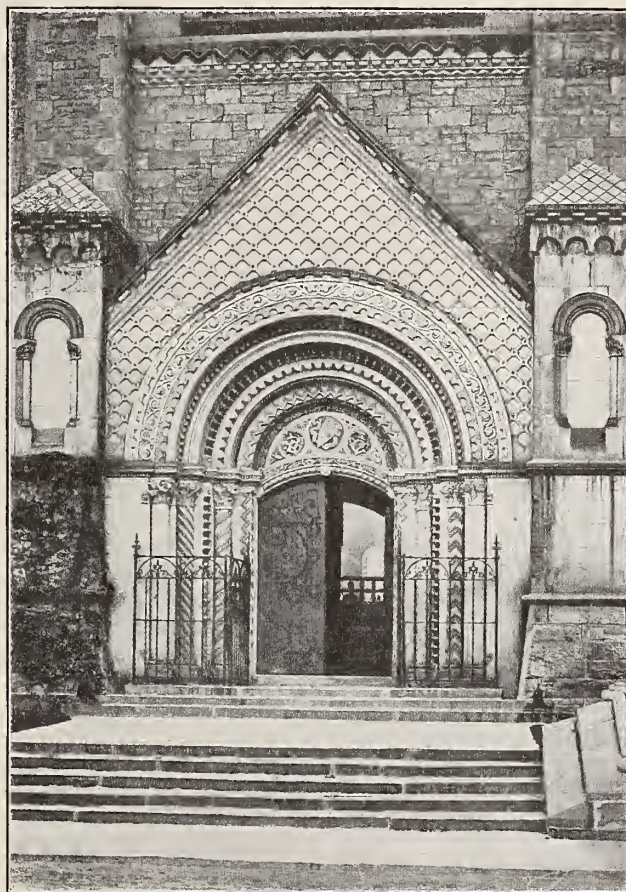
### Its Whole Work.

So our university, open to all, and to every class of the community, aiming only at the pursuit of truth in as wide a field as possible, must by its liberal studies and its broadly human view, endeavor to set clearly before the people the varied phases of life in its truest aspects—man's history, his efforts to understand himself, his principles of conduct, his social efforts, the laws of his mind, his scientific interpretation of the universe, and his marvellous control of nature through the accurate intuition of its character and his own powers. Whatever dignifies and ennobles man, that is of interest to us. Therewith labor, one of man's worthiest expressions, in any and every form is invested with a new dignity, and the contempt under which it suffered through the dark centuries, yea, millenia, when manual toil fell

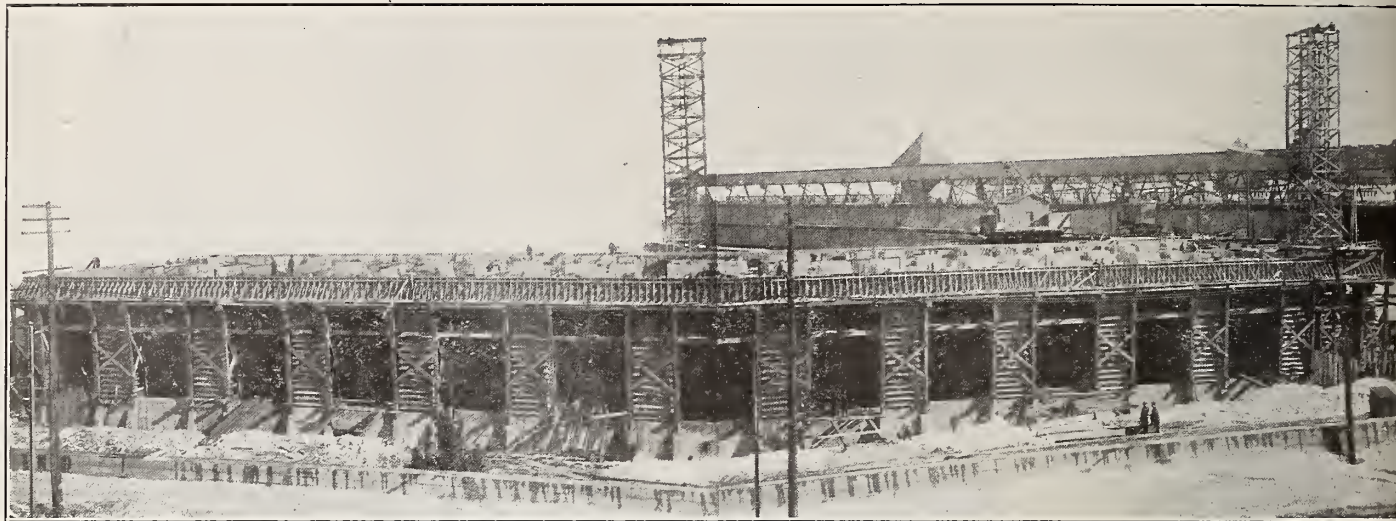
to the lot of the underworld of slaves, will be replaced by the self-respect of the intelligent workman who finds his pride in sharing with his sympathetic director the credit of bringing to pass those results which with comprehension he sees shaping under his hand.

### Building Operations in Vancouver.

Remarkable building development is taking place this year in Vancouver. For the month of November building permits greater than for the same period last year. During five months of the present year permits have gone above the million-dollar mark. It is now estimated that the year's building will total thirteen million dollars. The progress which has been shown in building is typical of the general prosperity of the city. The same increase is shown in Customs receipts and land registry returns.



Entrance to the Main Building, University of Toronto



Grain Elevator No. 2 in Course of Construction in Montreal Harbor

## MAKING A NATIONAL HARBOR AT MONTREAL

Big Work is Planned for Montreal's Harbor During Present Season. Large Expenditure Will Greatly Increase Facilities for Handling Business. Dry Dock to be Constructed.

WHAT improvements are to be made in the harbor of Montreal this year? The question has been asked from year to year of late and each time the season's work has shown a development that surprised even the shipping men who have watched the progress.

A statement has just been made by the Harbor Commissioners, in which they outline the extent of the work projected for the coming summer. It represents an expenditure of two and a half million dollars and includes:

Extension of the high level railway system to the Racine Pier, Longue Pointe.

Construction of new Victoria Pier and market basin.

Diversion of St. Mary's current by alteration of the Mackay Pier (guard pier).

Erection of office building and locomotive round house.

Construction of grain elevator, No. 2—1,772,000 bushels capacity.

Construction of ferry wharf at St. Helen's Island. Equipment of new harbor yard with shops and warehouses.

Erection of reinforced concrete freight sheds.

Preparation of dry dock site.

All this is in furtherance of the extensive scheme of improvements of the port, which it is expected several years will be necessary to complete.

### A Large Plan.

It will be recalled that a year and a half ago a commission of the most eminent engineers of the Dominion made an exhaustive study of the present equipment of the harbor, endorsed and recommended the scheme of improvements prepared by Mr. F. W. Cowie, chief engineer of the commission, and reported as to the facilities which would be necessary to meet the rapidly growing needs of Canadian commerce. The first section of the report was approved by the Government, a loan of \$6,000,000 being granted last May to cover the improvements to be undertaken during the first three years.

A portion of the work was carried out during the last

season of navigation, since the close of which Commissioners Geoffrion and Ballantyne have been busily engaged considering the plans for the coming season, by no means a small task. Each plan had to be prepared in detail, with specifications and estimates of the cost of the work involved, had to be studied in the most careful manner, and then submitted and explained to the Minister of Marine and Fisheries at Ottawa before receiving the approval of the Governor-in-Council.

Specifications of the materials necessary for the construction of the works had to be prepared and approved, tenders called for, each of which had to be opened by the Commissioners, after which they were tabulated and reported upon, contracts were awarded and the necessary documents drawn up and executed. This entails innumerable conferences with the parties interested, no less than 35 contracts having been let since the close of navigation last season in connection with grand elevator No. 2 alone. The judicious planning of expenditures of \$2,500,000 is no light task.

These great constructional works would necessarily involve a certain dislocation of the ordinary operations of the harbor. A number of steamship, and a large number of river and inland vessel berths would be thrown out of use, and arrangements had to be made for accommodation in other parts of the harbor. The various steamship agents had to be consulted so that the available berths might be allotted with a minimum of inconvenience, and the expectation of increased trade demanded space for new lines of vessels.

Although the Commissioners, backed up most generously by the Government, have lost no time in providing facilities for the accommodation of the trade, the rapid growth of the country and its transportation needs made it obligatory to proceed with the utmost despatch in establishing additional wharf accommodation and equipment—the present being altogether inadequate.

And, in the meanwhile, the usual winter season's work had to be carried out—the supervision of the preparation of the annual reports of the different departments, the annual over-

hauling of the dredging fleet and elevators, the engaging of the staffs required to carry out the coming year's work, the making of appropriations of all expenditures during the season, the approving of all requisitions for materials necessary for repairs, etc., the examination and initialing of all accounts before being paid, the leasing of harbor property, the amending and preparation of by-laws to retain or attract new business, and all the other details incident to the management of Canada's national port.

#### Ten Miles of Railway.

Last season saw the building of a high level railway from Victoria Pier eastward to Molson's brewery, which will be continued this season to the Racine Pier, opposite the Montreal Locomotive Works at Longue Pointe, the construction of

vessels drawing 35 feet of water to berth at the wharf. The new pier will give a length on the outer side of 2,700 feet of high level permanent quay, upon which shall be erected five double deck reinforced concrete freight sheds, with grain conveyor equipment; the first of these sheds being commenced on the 1st of June next.

The need of these berths for the great ocean liners is apparent from the fact that there are this year four applications for wharf sheds more than could be supplied.

Provision for the river and market vessels will be made on the inner side. Whereas the whole of the old Victoria Pier gave a berthing space of 2,500 feet, the inner face of the new pier alone will give 4,800 feet. A jetty, 500 feet in length, will give accommodation to the Richelieu and Ontario Navigation Co.'s fleet, and will be especially equipped for the needs of the growing passenger traffic.



Concrete Quay Wall of the Victoria Pier, Montreal Harbor

which necessitates the building of eleven steel-concrete subways of varying lengths (as the embankment will carry from two to six tracks), to permit of entry to the harbor from the city. A number of sidings will also be built to serve the needs of the many industrial concerns whose factories adjoin the harbor property.

With the construction of the new quick-acting flood-gate at the foot of McGill Street, the completion of this railway will give an all-year-round service to the harbor, thus allowing of the uninterrupted use of the freight sheds for the distribution and storage of cargo, as well as the interchange of business between the Grand Trunk Railway, the Canadian Pacific Railway, and the Canadian Northern Railway.

#### Victoria Pier and Market Basin.

The remodelling of the Victoria Pier to give accommodation to the great liners is a big task. Not only will a large part of the old pier be completely removed, but the site will also be dredged to a depth at low water which will enable

#### Current to be Checked.

The flow of the St. Mary's current past the end of the Mackay Pier has always been the cause of difficulty in berthing vessels on the outer side of the Victoria Pier, which would be the greater with the extension of the pier further into the river. In order to obviate this, an addition to the southward will be made to the down-stream end of the Mackay Pier of sufficient length to divert the strength of the current to the south side of the river, and to make this effective it will be necessary to dredge the channel to the south of St. Helen's Island to a depth sufficient to carry the increased flow of water. That portion of the harbor within the Mackay Pier will also be dredged and widened to 700 feet.

To carry out this work, the commission's dredging fleet will be considerably augmented. The Frank Gilbert dredging fleet has been recently acquired, a new and powerful 7-yard dredge has been built at the harbor shops, and is ready for work, while another is under construction, and will be put in commission before the fall. The necessary complement of tugs

will also be increased, the "John Young," a light draught twin-screw tug, will be completed by the opening of navigation, to be followed shortly by the "Sir Hugh Allan," a powerful towing, inspection, and ice-breaking tug, being built at Barrow-in-Furness, England, which will cross the Atlantic under her own steam in June.

#### Office Building and Locomotive House.

Work on the erection of a two-storey brick office building has already been commenced, on a site west of elevator No. 1, for the accommodation of the commissioners' traffic and elevator staffs, as also the staffs of the different railway and cartage companies. This will permit of the removal of the many unsightly shanties which occupy the wharves at various points.

Further east, at section 40, work has been begun on the construction of a locomotive house for the accommodation and protection of the commissioners' locomotives, five of which are in active operation.

#### World's Largest Transfer Elevator.

During recent years the grain trade of the port has advanced with tremendous strides. The capacity of the elevators built a few years ago was soon taxed to the limit. The commissioners early last season purchased from the Montreal Grain Elevating Co. their 17 floating grain elevators, which considerably relieved the congestion. Nevertheless the port of Montreal is in no sense properly equipped to take care of the large quantity of grain expected from Victoria Harbor and other Georgian Bay ports over the Canadian Pacific and Grand Trunk Railways.

The large storage capacity erected by the railways at the Georgian Bay ports will necessitate similar storage capacity at the ocean terminal, and in order to handle this rail grain business, which will be new for the harbor, the erection of an elevator was deemed urgent, and last season the foundations were laid for a building 313 feet 4 inches in length by 100 feet in width, 230 feet high, with a capacity of 1,772,000 bushels, provision being made for the addition of a further capacity of 800,000 bushels when the trade warrants such an increase. This building will constitute the last word in grain elevator construction, being designed and erected by the commissioners under the supervision of the ablest grain elevator expert known, Mr. John S. Metcalf, who also built the Grand Trunk Railway Co.'s elevators at Windmill Point and Tiffin, Ont., and the great storage elevator of the Canadian Pacific Railway Co. at their Georgian Bay port of Victoria Harbor.

Grain elevator No. 2 will have a receiving capacity of 40,000 bushels per hour from boats, and 24 cars per hour, while it will provide for the shipping of 45,000 bushels per hour to ocean liners.

Linked with the present grain conveyor system and that to be constructed on the new Victoria pier there will exist a system two and a half miles in length provided with ten and a half miles of rubber belting. There will also be erected in conjunction with the elevator a cleaning plant with a capacity of 3,000 to 6,000 bushels per hour, and a drying plant from 500 to 750 bushels per hour.

A marine tower jetty or pier 400 feet long, of solid cribwork substructure and concrete superstructure, with a quay wall in front of the elevator, and a mile of railway tracks, will be also got in readiness this season.

#### Ferry Wharf, St. Helen's Island.

At the opening of navigation work will be begun on the construction of a concrete ferry wharf 265 feet long, with approaches, etc., for the accommodation of the many thousands

of Montrealers frequenting St. Helen's Island during the summer months. Provision has also been made for the shelter of yachts, launches, skiffs, etc.

#### New Harbor Yard.

The commissioners recently purchased the property lying between the Hochelaga mills of the Dominion Textile Company and the St. Lawrence Sugar Refinery, extending from Notre Dame Street to the harbor. Work will soon be commenced on the demolishing of the six residences and the erection of the most up-to-date workshops and storage warehouses. Sidings will be run from the high level railway into the yard and warehouses, thus enabling an economic handling and rapid shipment of stores, supplies, etc., to all parts of the harbor. This will prove the means of great saving, when it is considered that all stores, etc., had to be hauled from the old harbor yard on Papineau Avenue through the streets to the different points along the water front.

Further to the east two reinforced concrete sheds one storey in height will be erected on the western, or up-stream, side of the Tarte Pier for the accommodation of the South African and West Indies trade. A second storey may be added to these sheds when the trade warrants such a step.

#### Preparation of Dry Dock Site.

With every despatch the preparation of the dry dock site will be rushed forward during the coming summer, a basin fifty feet deep will be dredged, with approach channel, an area of twenty acres of reclaimed land will be filled, quay walls constructed, and everything got in readiness for the reception of the 27,500 ton floating dry dock in May, 1912, and for the erection of the large ship-building and ship-repairing plant, capable of doing all the necessary repairs both to ocean-going and inland vessels, the establishment of engine and boiler shops and foundries for the turning out of the necessary castings, plates, angles, etc.

#### JUST BEFORE THE EXPLOSION



POLITICAL MARY ANN: "Iv th fire's goin' good," th' missus says, "lave it alone;" but I says, iv th' fire's goin' good make it go better.

—From *The Toronto World*.



# COMPETITION OR COMBINATION IN INSURANCE

By E. P. Heaton

Mr. Heaton Continues His Review of the Merritt Report. Committee Favor Combinations to Make and Maintain Rates but Only When Rates are Fixed on Equitable Basis. Important Minority Report Presented.

**I**N reviewing the report of the Merritt Committee to the New York State Legislature in last month's issue of *INDUSTRIAL CANADA*, I was obliged, for want of space, to leave the subject at a point of particular interest to Manufacturers.

## Combination Amongst Insurance Companies.

I left the review by quoting a very striking conclusion reached by the Committee in these words:

"Not only is combination necessary for equitable rating, but conversely the making of equitable rates is the consideration which should be demanded of the Companies for the right to combine."

In the paragraph immediately preceding the one just quoted, there is a statement upon which some emphasis may now be placed:

"THE ONLY ALTERNATIVE TO OPEN COMPETITION IS, HOWEVER, COMBINATION NOT MERELY TO MAKE BUT TO MAINTAIN RATES."

Fortunately this is not the final word of the Committee; if it had been and the New York Legislature had been called upon to put its sign manual of approval on Tariff or Rating Associations, the greatest of all Trusts, the most powerful of all combinations, would have received an impetus that would not only have materially strengthened their arrogance and autocracy but that would have ended in unbridled oppression.

With a somewhat remarkable impartiality, and in a judicial capacity, the report of the Committee emphasizes the point that while combination is not undesirable it can only be justified when rates are determined upon an equitable basis, and then at some length and in passages of great value and importance it unfolds the operations of two great sources of *regulation by competition*.

For many years in Canada the Manufacturers were almost entirely at the mercy of the Canadian Fire Underwriters Association; the insurable capacity of the non-tariff companies was so small as to reduce to a minimum the force and effect of this class of competition, but this fact contributed more than anything else to the over confidence that manifested itself in continuously increasing burdens, the climax of which was reached in 1904, and out of which grew a most persistent demand for relief. It is not necessary that I should refer to the great contrast between 1904 and 1911 in these respects, for it is common knowledge that the pendulum of the clock has swung in the opposite direction, as invariably happens, and to-day the non-tariff market is dictating rates while the Canadian Fire Underwriters Association meekly follows, and sometimes goes one better.

The whole tenor of the Merritt Committee's report is that competition, with the help of publicity is sufficient to keep rates at a reasonable figure, and the history of the fire insur-

ance business in Canada between the years 1904 and 1911 fully justifies it. The inalienable and logical conclusion is that non-tariff competition should be wisely encouraged, and that common decent treatment should be accorded to those companies which are holding the rapacity of the Board companies in check.

## Mutual Insurance.

Besides the competition of the Board Companies with one another and with the Non-Board Companies, the report especially refers to the work being done by the Mill Mutual and other Mutual Associations, and as the policy of the Canadian Manufacturers Association is clearly established as supporting this class of insurance, I offer no apology for extensive quotations from the report under review:

"It is believed that there is enough competition here to keep rates from becoming excessive, BUT IT IS IMPORTANT THAT THIS BENEFICIAL AND REGULATIVE FORM OF COMPETITION SHOULD BE RETAINED AND INCREASED IF POSSIBLE. This can be done, for instance, by opening the way to a free competition by the factory mutuals and the miscellaneous mutuals which have in Massachusetts so well justified their existence. Such companies can unquestionably, if they receive proper supervision, exert a very wholesome influence in the direction of economy and the prevention of fire. There is neither the tendency on the one hand to reduce rates below cost nor, on the other, to pay excessive commissions—the Mill Mutuals in fact pay no commissions.

"It is perfectly true that mutual companies cannot in general handle the conflagration hazard but it is forcing the matter into the field of sentiment to find anything in the situation that is either to the discredit of the mutual companies, or to the credit of the stock companies. It is simply a statement of fact that the mutual system can operate successfully only where there is no conflagration hazard, and that if the conflagration hazard is to be assumed at all that the stock companies must do it. But this works itself out in a purely economic way. It is not to the credit of the stock companies to assume a conflagration hazard that is beyond their power and that they are not adequately paid for; and if they do so it is not due to sentiment, but because they yield to business pressure. If there is a field that mutual companies can occupy more acceptably than stock companies, even though by doing so they take the cream of the business, they should be allowed to occupy it."

## Factory Mutual Insurance.

"The first so-called Factory Mutual Insurance Company was formed in 1835 in Rhode Island and grew out of the fact that the stock companies at that time made no concession in rate for fire-protective features. The mem-

bers were mostly owners of woollen and cotton mills. Since that time twenty or more such companies have been organized, mostly in Massachusetts, Rhode Island and Pennsylvania. They have risks aggregating something over two billion dollars. These companies co-operate with each other in the distribution of risks and on inspections; they are grouped, largely according to size, into what are called the Senior Conference and the Junior Conference. These Companies, which began by writing mostly woollen and cotton mills have broadened their field to factories in general."

"The work of the factory mutuals consists very largely in standardization and inspection, the emphasis being on the *prevention* of loss rather than on insurance proper. The first step that is taken by a mutual company on receiving an application for insurance is to make a thorough survey of the property and to draw up a detailed plan for changes in construction, the installation of a sprinkler equipment or a pumping station or such other features as may be thought necessary by the company before they will accept a risk. When the risk is accepted the insurance is apportioned among the different companies largely in proportion to their size.

"The companies united in a very thorough inspection work. Every factory is carefully examined by experts at least four times a year and the results, with suggestions for improvement, are sent both to the companies and to the owner. If the inspections show continued poor conditions, the insurance is cancelled. The results of this system are little short of marvellous. Factories are, of course, in themselves one of the most hazardous classes. The rate of the stock companies on woollen mills, when the first factory mutual company was organized, was between one and two dollars a hundred. The net rate now in the best mutual companies is about four cents.

"It is impossible to go further into the details of this most interesting work. BUT IT SHOULD BE CLEARLY RECOGNIZED THAT TO THE MILL MUTUALS BELONGS MOST OF THE CREDIT FOR THE INCEPTION OF WHAT IS BEING DONE TO-DAY TOWARD THE PREVENTION OF FIRE. The stock companies are now thoroughly committed to this work themselves, but they have been largely driven into it by the competition and example of the factory mutuals.

"The Committee believes that every reasonable effort should be made to induce these companies to enter the State of New York, as duly authorized companies and that therefore the law should be so amended as to attract them to come here and pay to this State the taxes they now pay to their home states on the business done here."

Accompanying the report is the draft of an Act embodying the general recommendations of the Committee thus quoted. In contra-distinction what have we in Canada? A Government recommending absolute prohibition of insurance in the Companies highly commended by the Merritt Committee, pernicious legislation which was, as the members of the Canadian Manufacturers Association will readily recall, defeated only by persistent and united opposition from those who share the views of the Committee as to the work such companies are performing in the interests of the whole community. The difficulties thrown in the way of the organization of our own Companies need only be suggested, without comment, as affording further illustration of the attitude of the Government on this subject.

If there is any truth in the conclusions of the Merritt Committee in regard to Mutual Insurance, let the members

of the Canadian Manufacturers Association see to it that they are not stampeded by the Board Companies or that they lightly view the obligations they owe to the Companies which have produced for them unique and permanent results.

### Resume of Conclusions.

In closing this review it will be useful to record a brief resumé of the conclusions of the Merritt Committee on those points of special interest to us in Canada and I cannot do better than use the words of the Report itself:

"Your Committee realizes fully that there will always be conflicting views on what ought to be done in reference to a subject so vast and so full of vital interest to the people, and concerning which there are so many complications. With an endeavor, however, to act in a spirit of absolute fairness to all parties in interest, having in mind on the one hand that the large and substantial organizations which have been furnishing indemnity to the public are entitled to have their case weighed conservatively, and on the other hand, that the people who pay the premiums are entitled to equal consideration, the Committee recommends on the various questions involved in this inquiry as follows:

### Co-Insurance.

"Your Committee recognizes the co-insurance clause as a valuable basis for equitable rating and recommends that its use be permitted. Your Committee recommends to the Companies that they use all means in their power when a co-insurance clause is attached to a policy to make clear to the insured, first, that his policy contains such a provision, and, second, what it means."

### Anti-Compact and Rating Exchanges.

"As to the so-called anti-compact law: for the many reasons given, your Committee believes that it would be most unfortunate for the public if a condition of open competition in rates were forced by the State. The safe policy to follow in treating this subject is to recognize the good which flows from combination well regulated, to permit the companies to use rating associations and bureaus to develop the principle of schedule rating and to spread the cost of determining proper rates among the companies, and to permit them to agree to maintain those rates.

"It is therefore recommended that no anti-compact bill be passed, but that in place thereof a statute be enacted that will permit combination under State regulation, such regulation to stop short of actually fixing the price at which the companies shall sell their insurance, but which shall be of such a positive nature that all forms of discrimination in rates will cease.

"And such statute should also provide that while companies may maintain proper rate-making associations and exchanges and agree to maintain the rates so made, they must not seek to strengthen their own agreement by forcing third persons to help them to do so."

### Conflagration Hazard.

"Your Committee is not prepared to recommend that the State interfere with the companies in the conduct of their business to the extent of fixing the limit of insurance which can be written by the various companies in districts in which insurable values are congested. It does feel, however, that the insuring public is entitled to full and exact knowledge on the subject which will throw light upon the conditions of the various companies and the

manner in which their under-writing is carried on. Therefore, it recommends, in addition to the information now set forth to the Superintendent of Insurance in the annual statement of companies, that the amounts at risk in the congested value districts in large cities be shown therein and be made a matter of public record."

#### Mutual Companies.

"It seems highly desirable that as many solvent, well-organized and well-conducted companies should be admitted to this State as desire to do business here. The more responsible companies there are to do such business the better will the fire loss be distributed and the more equitable will rates become."

#### Lloyd's and Inter-Insurers.

"Your Committee believes that the organization of more responsible Lloyd's and Inter-insurance Associations would be for the benefit of the insuring public."

#### State Fire Marshal Law.

"Your Committee believes that at the root of the whole question of fire insurance is the consideration of fire prevention and that all means possible should be taken by the State to prevent fire waste. Therefore, it recommends the enactment of a State Fire Marshal Law to the end that better conditions may prevail."

#### Minority Report on Rating Associations.

Two members of the Committee presented a supplementary report on the one point of the monopoly created by rating Associations and the writer is of the opinion that their recommendation is of tremendous importance to the insuring public. At all events to us in Canada who have had such repeated and continued evidence of the arbitrary and oft-times offensive conduct of the officials of the Canadian Fire Underwriters Association, some tribunal of appeal is clearly very necessary; I am inclined to think the following minority suggestion will be received here with a considerable measure of approval:

"As to the findings and recommendations concerning the methods of the various fire insurance exchanges and other rate-making bodies throughout the State we concur in the recommendation requiring the filing of rates and schedules with the Superintendent of Insurance and believe that such publicity will be beneficial. We think, however, that this in itself will not bring about the object desired, namely, the maintenance of equitable and just rates. Inasmuch as fire insurance is so vital and necessary and of such vast importance, affecting as it does the entire business interests of the State, we make the further recommendation that some supervision be had over the rate-making bodies, which the testimony disclosed are in the nature of monopolies and from whose decisions there is no appeal by the assured.

"We propose that a bureau be created in the office of the State Superintendent of Insurance with power upon the filing of a complaint to order a revision or modification of rates if they are found, after investigation, to be unreasonable, excessive, arbitrary or unwarranted."

#### A RATIONAL BANKING SYSTEM.

WITH the object of converting the people of the United States to the branch bank idea, Mr. H. M. P. Eckardt has written a treatise entitled "A Rational Banking System," which deals with the whole banking situation

in a manner alike readable and convincing. Few men are better qualified for such a task than Mr. Eckardt. He is himself a graduate of the Canadian system of banking, having run the gamut from junior to branch manager, finally being connected for a term of years with the head office of a Canadian bank. Since retiring from this service he has devoted himself to the study of United States banking institutions and systems and has been a frequent contributor to the financial press. We may add that the value of the book is enhanced by the fine literary style of the writer. The arguments are well marshalled and lucidly and succinctly stated.

The branch bank system, Mr. Eckardt holds, is superior in every respect to the local bank system, as maintained in the United States; better from the standpoint of the borrower and the lender, the stockholder and the employee, the small village and the large city.

The argument is often heard that the local bank benefits the town in which it is situated because all its interests lie there. Its deposits are not drawn to headquarters, as in the branch bank system, nor are the local business men starved. Where the stock is held in the one town and the directors are all local men, the local industry will receive sympathetic treatment.

That argument is met, and is met in what appears an uncontrovertible manner by Mr. Eckardt. He sketches a picture of the two systems in operation in a given town. The one, the local bank, is absolutely restricted in its advances to manufacturers to the amount of its deposits, plus its capital. It has no other resource upon which to draw. As a consequence those industries which need large accommodation are driven to note brokers and outside institutions, with which they are not otherwise connected. Not so with the branch bank. The amount of local deposits has no relation to the amount of credit which can be given to an industry. The whole resources of the bank, with all its branches, can be brought into action and so long as the security is good the credit can be established.

This is made possible by the establishment of numerous branches, as complements to such a one as this, in small villages where there are considerable deposits, but small demands for loans, and here under the United States system there would never be banking facilities of any kind. The wealth of the country is made fluent. The branch banks go where deposits are abundant and they go where discounts are needed. They have the entire country in which to even up their business.

A strong case is made out for the Canadian system, in its ability to meet and handle financial or industrial panics. The United States presents the picture of an army of privates scattered all over the country, but without organization or leadership. No matter how clearly Chicago and New York bankers may see impending trouble, they cannot compel the individual bankers in the outside cities and towns to take in sail, to prepare for squalls. A general warning would only precipitate the trouble.

Not so in Canada. The few men at the head of the banks, kept closely informed by their officers throughout the country, are in the best possible position to foresee industrial troubles. Months before the last panic the banks in every town in Canada began to discourage manufacturers and others from stretching their credit, and loans were restricted, with the consequent result that scarcely a manufacturer went to the wall here, while concerns of the greatest magnitude in the United States succumbed to the sudden financial stringency.

Many other features of banking are discussed by Mr. Eckardt in his excellent work. The book is a valuable contribution to the literature on this subject.

(A Rational Banking System, by H. M. P. Eckardt. Published by Harper & Bros., New York.)

## MEN AND EVENTS

### FREE LABOR BUREAU.

The Province of Quebec Free Employment Office at Montreal, which was formally opened to the public on April 3rd, seems to have already justified its establishment. In the first three weeks of its operation, upwards of three hundred persons were given employment. These were men of all classes, from the ordinary labour man to the skilled mechanic.



Gathering before the Free Labor Bureau Montreal the first day it was opened

*Photo by "La Presse"*

The offices, at 41 Craig Street East, are large and commodious and are fitted up according to the most modern ideas of the Boston Labor Bureau, which were carefully examined as a model on which to work. Records are taken of the qualifications of those applying for positions so that the officials of the Bureau will be in a position to know whether the applicants are worthy of assistance or not.

The Bureau is in charge of Mr. Francis Payette, Superintendent, Mr. Gilbert Leclaire, Assistant Superintendent, and a staff of five clerks. The services of the Bureau are open to all employers who require the services of workmen, and to all workmen who are British subjects.

### THE BAHAMAS.

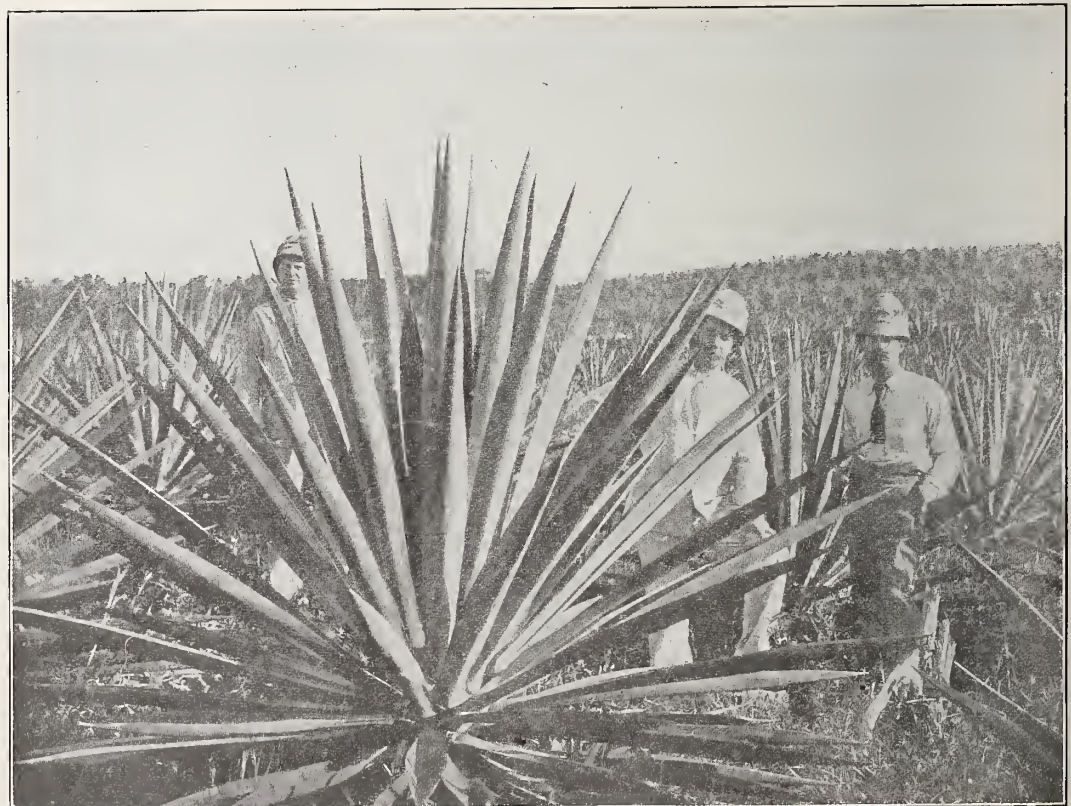
Are we ready to adopt the Bahamas? A southern Canada, producing tropical fruits, rope-fibres and in general the products of the south, has a pleasing suggestion about it at the close of the long cold winter. The troublesome question of a family, even if it is only an adopted one, has been projected into our placid lives, at present disturbed by nothing more contentious than a reciprocity agreement, by a couple of

Canadian gentlemen who, enjoying the salubrious breezes of Nassau, have been fired with an ambition to supply Canadians with cheap grape fruit. The suggestion will no doubt be considered carefully by publicists and statesmen.

The Bahamas consist of a group of islands having an area of about 5,600 square miles. The colored population predominates, but there is not a colour problem similar to that presented in the United States. The negroes enjoy the franchise and under the British system have been educated in the responsibility of government. The government is carried on by a Governor, appointed by the British Government; an Executive Council of nine members; a Legislative Council of nine members; and a Representative Assembly of twenty-nine members. The people of the islands have been strongly enthused with the idea of entering the Canadian Confederacy and have appointed a committee to open negotiations.

### APPOINTED ON HYDRO-ELECTRIC COMMISSION.

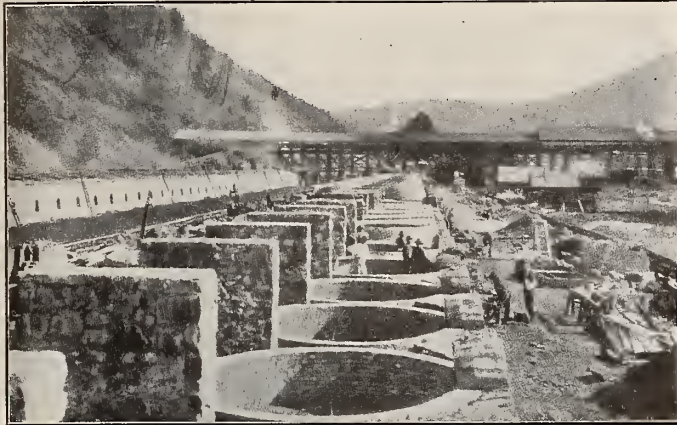
Members of the Association will join in extending congratulations to Mr. P. W. Ellis on his appointment to the honorable position of membership on the Commission which will administer Toronto's hydro-electric system. No more efficient representative could have been chosen. Mr. Ellis was a member of the Commission which, acting on behalf of the municipalities of Western Ontario, brought in the first adequate report on the power possibilities of Niagara Falls. His work on that Commission was marked no less by earnestness than by clear-sightedness. He was one of the first men in the Province to appreciate the importance of hydro-electric power to the municipalities and industries which it could reach. His present appointment is a logical outcome of his previous work. It is interesting to note that the two men who are mentioned in connection with the Province's appointment to the new Commission are both members of the Association also.



A Scene in the Bahamas.

**SECONDARY CONSEQUENCES.**

It is like carrying owls to Athens to send coke to Trail. Yet the big smelter at Trail, B.C., has been fed with Pennsylvania coke of late, while the coke ovens lay idle. This is because the miners at Crow's Nest Pass refused to work. The incident suggests vividly the interdependence of industries and the inconvenience and loss which a dispute



The coke ovens at Fernie B. C. which have been closed by the refusal of the miners to work, thus compelling the smelter at Trail to bring its coke from Pennsylvania.

in one industry can cause to those who have absolutely no connection with the original trouble, and are powerless to bring about a settlement. Miners of lead, silver and gold, transportation companies, workers at the coke ovens, workers in the smelter, all these are intimately affected. So far the

a matter of great satisfaction to the people of Canada. The bridge when completed will be a monument to the ingenuity, skill and courage of Canadians. It will represent one of the greatest engineering works undertaken in this country.

The design adopted will have K. Webb system in the cantilever and anchor arms. The suspended span is of a modified Pratt type. The length of the centre span is to be 1,800 feet. The total length of the structure is 3,228 feet, or about three-fifths of a mile. The suspended span is 640 feet long, 110 feet deep at the centre and seventy feet at each end. The cantilever arms are 580 feet long, seventy feet deep at the end and 310 feet high over the main post. The anchor arms are 520 feet long. The width of the bridge between the trusses is eighty-eight feet. The bridge will be 150 feet above high water. The depth of the water in the centre of the river is 200 feet. All members in the anchor arms and those immediately over the main pier, as well as the floor arms, will be built of carbon steel. The cantilever arms and suspended span will be of nickel steel.

The piers are all to be built of cement concrete below water, and granite-faced masonry filled with cement concrete above water. The abutments are to be of granite masonry. The caisson over the main pier on the south side will be 180 feet by 55 feet. The north side will be built in two sections, each caisson being sixty-five feet long by sixty feet wide. The bridge will accommodate a double track railway and will have a four-foot sidewalk on each side for foot passengers. There are over 100,000 cubic yards of masonry in the piers and abutments. The weight of steel in the superstructure is estimated at 100,000,000 pounds. The transportation of this immense quantity of steel will require the use of sixteen hundred and sixty-seven freight cars of 60,000 pounds capacity, or sixty-seven trains of twenty-five cars each.



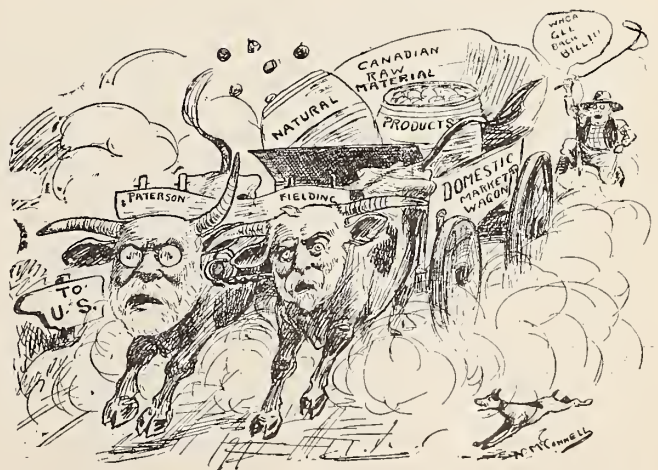
The New Quebec Bridge

management of the smelter—which treats 8,000 tons of ore a week—have met the situation by the long haul. If this proves impracticable through the high cost of transportation, much loss will be entailed on the innocent third parties. In an ordinary fight the loss suffered by the defeated contestant is placed to the account of the fortunes of war. He took his chance when he engaged in the conflict. The innocent bystander, who gets hit with a flying half-brick, is worthy of commiseration. Such is the position of the smelting industry of British Columbia.

**THE BIG BRIDGE.**

The letting of the contract for the superstructure of the new Quebec Bridge to the St. Lawrence Bridge Company, at \$8,650,000, brings the total cost of the bridge, including the substructure, up to \$12,000,000. The bridge will be the largest cantilever bridge in the world, the suspension span being the longest single truss span ever designed. The span exceeds that of the celebrated Forth Bridge, Scotland, by ninety feet. It is intended that the bridge shall be ready for traffic by 1915. The awarding of the contract to the Canadian company, the St. Lawrence Bridge Co., consisting of a working union of the Dominion Bridge Co. and the Canadian Bridge Co., is

In the design finally approved there is a main post over the main piers with the top cords meeting in a point at the top of this post.



THE COUNTRY: "Those two old steers are going to wreck the whole outfit if somebody don't head 'em off."  
—From *The Toronto News*.

### SOME UNION DEVELOPMENTS.

Give a villain enough rope and he will hang himself, is a time honored proverb. Like many another old saying it has more than a grain of truth in it. The arrest of the McNamara outfit, after they had caused the death of over a hundred people and the loss of millions of dollars worth of property, is just one instance of the inevitableness of retribution.

Many criticisms have been made of international trades unions, as they are governed in the United States. They were charged with autocracy, heartlessness and crookedness. The revelations of the working of the union of western miners showed that the worst had not been told; that to gain their ends they were ready to resort to crimes most dastardly, not stopping short of actual murder, where an individual stood between them and their object.

The final running down of the perpetrators of the Los Angeles *Times* outrage, in which some score of workers

destroying the property of others with equal readiness so that a close corporation may tyrannize over an industry.

Meanwhile the relationship of Canadian unions to the international organizations is worthy of study. Not once or twice but many times has it been revealed how the machinery of the unions has been set in motion for unworthy objects. Much Canadian money dribbles into the coffers of foreign treasuries. How much comes back? What do Canadian workmen get for their expenditures? And do they receive enough advantage from their international connection to justify them in accepting the odium of a joint responsibility for the dastardly and venal actions of United States officials.

### PROHIBITS EXPORT OF PULP WOOD.

New Brunswick is the latest Province to join with Ontario and Quebec to prohibit the export of pulp wood from Crown



Clearing the Way—Packing the Provisions in over a trail which is being made along the surveyed line of a railway in British Columbia.

were blown to eternity, makes the man on the street grit his teeth and say that it is time to make an accounting. Is this a natural outcome of the banding together of workmen? Are unions as such ready to exercise their powers to gain their ends by any and every means? It were well that the members gave serious attention to the trend of the movement. It is for them to see to it that an instrument which has accomplished much good in its day should not be turned to unworthy work. The unions which are mixed up in this cold-blooded business in Los Angeles and in other western centres are no strength to trades unionism.

Whether or not the unions themselves undertake to eradicate the anarchistic element in their ranks it devolves upon the police authorities to clear out with strong and unshaken hand the mass of criminality which has been unearthed. Lawlessness cannot exist and the country stand. This lawlessness is particularly baneful in that it is practised in a spirit of pure selfishness, wiping out human life and

lands, and the new law will go into effect on October 1st, next. The measure was carried in the Legislature on Wednesday, having been introduced by Hon. Mr. Grimmer, Surveyor-General of New Brunswick. The new law will apply to all licenses or permits hereafter issued, whether for the first time or in their renewal, and provides that all timber, not being pine, and suitable for making pulp or paper, shall be turned into a finished state before leaving the Province.

### TRADE COMMISSIONER TO BUENOS AYRES.

Mr. H. R. Poussette, who has been Canadian Trade Commissioner to South Africa for some years, is now in Canada consulting with manufacturers and others preparatory to assuming his new duties as Trade Commissioner in Buenos Ayres. Mr. Poussette is one of the most aggressive repre-

sentatives which Canada has. He has done good work in investigating the trade possibilities of South Africa and in interesting the people of that state in Canadian products.

An unlimited field of operations lies open to him in South America. The progress and development of Brazil and Argentina are marvellous. Their purchases of foreign-manufactured goods is only excelled by the fertility of their soil and their export of grain, coffee, cattle and other agricultural products. The United States has been making great efforts to wrest a fair share of their trade from the European countries, chiefly Great Britain, who now enjoy it. When it is mentioned that the foreign trade of Argentina alone is over the seven hundred million mark, an indication is given of its interest to manufacturing nations.

Firms which are interested in the South American market should see Mr. Poussette while he is in Canada. In this way he will be in a better position to carry out his work satisfactorily.

**PREPAYING DUTY ON ADVERTISING MATTER.**

The Department of Trade and Commerce has been informed by the South African Department of Posts and Telegraphs that remittances are frequently received by money orders from senders of packets of advertising matter addressed to South Africa in pre-payment of the customs duty leviable thereon.

It has been found that this period of pre-paying duty is very unsatisfactory, in as much as the packets are generally dealt with long before the money orders reach the office, and their free delivery cannot, therefore, be ensured. It is also a matter of extreme difficulty to check the correctness of the amount of such remittances.

An arrangement has been in force for some time whereby the customs duty may be prepaid in postage stamps of the South African Union, overprinted "Customs Duty." These are obtainable at the office of the High Commissioner for South Africa, 72 Victoria Street, London, S.W., and may be affixed to the packets.

The South African Department is not prepared to receive any further remittances in prepayment of customs duty. It is stated for general information that the duty on advertising matter is 4 cents per lb. or 25 per cent. *ad valorem*, whichever be the greater. Single catalogues and price lists weighing under eight ounces are admitted free, provided that they are not printed abroad on behalf of a South African firm or South African branch of an oversea firm.—*Trade and Commerce Reports.*

**SOME LABOR UNION TENDENCIES.**

Criticism from within is offered by W. R. Hearst, publisher of papers which have been noted for their support of Unionism when it was indulging in some of its least defensible actions, in a recent article on some objectionable tendencies in the labor union movement of to-day. Coming from the source they do, they should be carefully considered by workingmen. He writes:—

"I believe that there is at present a tendency in the labor union movement which should be very materially altered or wholly eliminated for the benefit of the movement.

"This objectionable tendency finds expression in three main directions:

"First, in making charges for work that is not actually done.

"Second, in compelling the employment of a great many more men than are necessary to perform properly a given work, and

"Third, in the limitation of production to the capacity of the least productive man.

"Persistence in these three injurious methods will inevitably weaken the support of the friends of the labor unions and materially strengthen the opposition of the enemies of labor unions.

"Labor union men should realize that the first requisite in the payment of good wages is the *ability* to pay good wages, and that wherever the labor unions so hamper the conduct of a business as to interfere with its capacity for making money, they interfere at the same time with its capacity to distribute liberal wages.

"Wealth must be created before it can be distributed, and whatever interferes unduly with the creation of wealth will interfere inevitably with the distribution of wealth in wages.

"Few businesses are so prosperous and profitable as to be able to pay high wages and to allow short hours, and at the same time pay for work that is not actually done, employ more men than are actually needed and allow production to be regulated according to the capacity of the least productive man employed.

"It is often stated that we are able to pay higher wages in America and still compete with all the other countries of the world, because the *efficiency* of the American laborer is greater than the efficiency of the laborer in any other country of the world.

"If this is true, then the reverse is true, that if the American labor union interferes with the efficiency of the American laborer, the ability of the American employer to pay high wages will be correspondingly interfered with.

"In other words, the corollary of the principle of good wages is, and must be, the principle of good work for good wages."

**WHY SURRENDER?**

Mr. George M. Reynolds, President of the Continental and Commercial National Bank of Chicago, says: "A spirit bordering on pessimism regarding what the future has in store exists amongst American financiers and corporation heads. The United States has been living too fast and beyond

A "DIRTY" FARM



FARMER CANUCK: You've got too many weeds over there, Sam. I don't think I'll take this seed. —From *The Toronto World.*

its means. Business conditions throughout the country are in a state of partial suspense."

This view receives confirmation in various quarters across the border. The United States has been profligate. It has so recklessly wasted its own natural resources and raw materials that its industries, threatened with starvation, look to Canada as a fresh field in which to perpetuate their work of temporary wealth making and ultimate devastation. The point for Canadians to consider is the wisdom of diluting the great prosperity now enjoyed by the Dominion with American hesitancy and depression.

The republic did not carry us when we were hard up. It did all it could to strangle us commercially and financially. We struggled and survived, and now we have emerged triumphant. Alongside of us lies the United States partly worn out. But Canada speeds along the high road of prosperity. Everything is before us. The vastest store of natural resources in the world is unused—practically untouched. We have it in our power to build a great British nation on this continent—great industrially, commercially, financially and politically. We have it in our power to establish here a British-Canadian civilization, complex in its ramifications and affording full scope for the talents and ambitions of all classes of the community. Can we hope for such a consummation if we abandon protection, and convert the Dominion into a purely pastoral country, dependent fiscally and industrially upon the neighboring country?

The *World's Work*, a leading United States magazine, shows one reason why the United States must have reciprocity to prevent Canada benefitting industrially at the expense of the republic. This periodical declares:

"In the little town of Welland, Ontario, are twenty manufacturing plants which have gone from the United States in the last ten years. These include branches of the Plymouth Cordage Company, of Deere & Company, plow-makers from Iowa, of the Pittsburg Tube Company, of the United Motors from Detroit, and sixteen others. The town has, in fact, been made by American manufacturing plants. Hamilton, Ont., too, boasts of thirty-six American industries, including branches of the American Can Company, the International Harvester Company, the Oliver Chilled Plow Works, and the like. And there are other Canadian towns that boast of a similar transplanting of American factories, for 755 companies from the United States have built factories in Canada since 1900. Many of these are larger than the original plants in the United States. The tariff against Canada—which was necessarily met by a Canadian tariff against us—was, of course designed to protect our manufacturers; but the result has been to drive these 750 establishments out of the country in ten years. Most of them were built on the other side of the border to take care of the Canadian trade. Many, however, moved from the United States because they wished to take advantage either of the lower cost of living for their employes or of the more favorable tariff arrangements that Canada enjoys for her products in European markets."

Why ratify a reciprocity agreement that will largely remove this necessity for American industries to establish branch factories in this country? Why do anything that may stop the influx of United States capital for industrial enterprises in Canada. This is a question in which Canadian wage-earners have a vital interest. The *Industrial Banner*, a paper published at London, Ontario, in the interests of organized labor, sees the dangers for the workingmen that lurk in the Washington bargain. It warns its readers that Canadian mechanics and laborers stand to lose if the Taft-Fielding arrangement is ratified. If the industrial development of Canada is checked employment will become less certain and less continuous for Canadian wage-earners. Any trade arrangement that will take jobs from Canadian workmen and give them to American

workmen cannot be popular in this country. Hence the overwhelming votes of factory operatives against the new fiscal compact.—*The News*, Toronto.

### WHAT SOME WORKMEN EARN.

Occasionally a political economist casts his eye China-wards and wonders what will happen when that great mass of four hundred million willing and intelligent people turns its hands to manufacturing. What is there in the Yellow Peril from the viewpoint of home production? A United States consul has collected some interesting figures in reference to the income and expenditures of Chinese workmen.

The following statistics of wages, price of foodstuffs, etc., relate only to his consular district, which embraces about 50,000 square miles of territory and at least 20,000,000 inhabitants. Daily wage rates in United States currency are: Machinists 40 to 75 cents, blacksmiths 38, carpenters 25, electricians 40, stonemasons 15, bricklayers 15, molders 60, plasterers 20, stonecutters 25, farm laborers 30, and common laborers 20 cents.

The cost of foodstuffs, such as the natives use, are as follows, in cents per pound: Fresh pork 15, salt pork 10, sausage 7, ham 20, flour (foreign) 3½, flour (native) 2½, sugar 4, tea 15, rice 3.

The character of fabrics usually bought by the natives cost, per yard, about 6 cents for muslins, 7½ cents for calico, and 25 cents for woollens, while their cloth shoes cost about 40 cents per pair.

### PUBLICATIONS.

The Canadian Buffalo Forge Co., Montreal, have issued a booklet descriptive of the Buffalo Spray Nozzles and Strainers manufactured by them. The catalogue is attractively designed and well illustrated and will appeal favorably to all users of these articles.

The B.C. *Commercial Review* has made its bow to the public and the first number of volume one is a most creditable production. Typographically, it is attractive. Editorially, it covers a wide field of business and financial interests. The growing importance of British Columbia in a business way promises well for the success of a paper which properly gives expression to that development.

### NABOTH'S VINEYARD



—From *The Montreal Star*.





A Corner of the Moulding Shops of the Lumen Bearing Co.'s Plant, West Toronto

## EFFICIENCY IN PRODUCTION METHODS

Efficiency is the Key-Note of Present Industrial Aspirations. How it Reduces Costs and Increases Production. Profitable to Employers and Employees. What One Factory Accomplishes. Work of Efficiency Engineers.

WHEN Mr. Harrington Emerson stated to the Interstate Commerce Commission that one million dollars a day was being lost by the railways of the United States through inefficient management, he set men in every line of industry thinking. The statement was picturesque. That it had some basis in fact is shown by the results which have been achieved in individual factories where efficient management, scientific management, or whatever other name the new system goes under, has been tried out.

"Efficiency management is the biggest problem in manufacturing to-day," said Mr. N. K. B. Patch, of the Lumen Bearing Co., Toronto, in a recent interview. "We in our plant have only scratched the surface so far, but we have found out enough to assure us that under a proper system profits to the manufacturer and to the workman can be materially increased. In the future the man who reduces his cost of production, not by reducing wages, but by getting a larger production from a given equipment, is the man who will win."

The plan as described by Mr. Patch is largely educational. How to carry on every operation with the greatest economy of time and labor, that is the problem.

As the success of the new system depends on sympathetic co-operation between employer and employee, some system of piece-work payment must be adopted. Workmen must share adequately in the profits from increased output. Unless this cardinal point is accepted in the first instance and faithfully adhered to, efficiency management is doomed to failure.

Practical assistance to the workmen must be given by an expert. In the Lumen Bearing Co.'s shop a man is placed on the floor in an advisory capacity to the foreman. His is not the work of administration or management. He is there to assist the workmen, to suggest short cuts, to evolve economical methods, to save time for the workman and for the manager, to the material advantage of both.

The making of a casting requires a certain number of operations. The mould must be made, the sand packed down, the metal melted and run, etc. If a minute or two can be saved in each operation by a better location of appliances, by improved im-

plements, by leaving the tools at the end of a job in the most convenient place for their next use, the cost of production is lowered.

It is the place of the "staff boss," the "expert adviser," to show workmen where these minutes may be saved. He is on the floor all the time; he is corrective to slovenly practices.

The stop-watch is his gauge. By careful and accurate observations a basis is arrived at for piece-work prices. When these are fixed there must be no deviation from them. If the workman makes more than was anticipated, so much the better for the shop. He can only make more than was anticipated by producing more than was anticipated. Big production with stationary plant is what is desired.

Where a piece-work rate is stiffened, the confidence of employees is sacrificed. Even if it is felt that the rate was fixed



A big mould. The largest brass moulding ever made in Canada being made at the Lumen Bearing Co.'s Plant.

too high originally, it is better to stick to it than to shake confidence in the whole system. It cannot be repeated too often that the success of the "efficiency" system is absolutely bound up in giving the workmen an adequate share of the resulting profits.

In the last issue of *INDUSTRIAL CANADA* mention was made of the scientific enquiry which had been made into the ore-carrying trade. The number of pounds which a man could lift most advantageously was carefully worked out. Shovels of a certain size and shape were devised and the results were seen in an immense increase in the ore handling ability of the individual.

In the Lumen Bearing Co.'s foundry a certain class of casting was formerly made at the rate of twenty-eight a day. That was in the day work era. To-day the average production per man of the same casting is sixty-five. The history of the change in output from twenty-eight to sixty-five daily is the story in concentrated form of efficiency management. It was accomplished by showing the moulders how this, that and the other operation could be accomplished with greater speed and with less labor. It is the story of economy of time and energy of making the head serve the hand; the story of developing more efficient workmen.

The moulders are now getting, none of them less than three dollars a day and some of them up to six and seven dollars a day. The profit to the company through the production of sixty-five articles in the place of twenty-eight, without increasing the overhead expense, needs no telling.

Such is efficiency management.

## EFFICIENCY IN PRACTICE

**Efficiency Management Plans the Work for the Workman. Waste Time is Eliminated by Proper Laying-out of Jobs. New Methods Devised.**

"TO see functional or scientific management in action," says Edward Mott Woolley in *System*, "study it from the viewpoint of its effect on the workman and his work, let us take a typical industry; a small machinery concern employing only one hundred men in its shops, but having twenty men and boys in its planning department. Despite its modest size, the fullest application has been made of the principles of detail study and functional management. With this result: from an unprofitable basis it has been raised to a condition of substantial earnings: output has more than doubled without any material increase in plant or equipment; wages have increased, but labor cost and total production cost have both been reduced.

Formerly, as in most shops, the mechanics did a large part of the planning how work was to be done. They studied their blue-prints and decided what operations were necessary, which should come first and how they should be accomplished. They hunted up the machine tools they needed, borrowing them with or without permission. They drove their planers or lathes at whatever feed and speed they thought right. Finishing a job, they left their tools where they dropped. The next man to need them conducted his own search for them, lost time putting them into condition again or used them as they were at half efficiency. They "soldiered" by the hour at times on "fill-in" jobs while waiting for castings or drawings for their principal tasks. To list all the wastes would take pages; few manufacturers need to be told of them, however. They know.

### Work is Planned.

To-day, the workmen do no planning. Every detail of work on every job is thought out for them and put down in

unmistakable black and white. Not merely general directions, but the specific instructions indicating operations necessary on each part and the factors bearing on these operations—the character and number of cuts, the depth of each, the tool to be used, the speed, the feed, the time allowed if a bonus or premium is to be earned, the hourly rate if the bonus time is not attained. Analyzing the drawings and specifications, the planning department reduces each machine or group of machines ordered to its primary elements and prepares an instructions card for each part or lot of similar parts required. Each operation has been standardized; the standards are either carried in the planner's brain or in a convenient file: the instructions card carries these to the workman and his gangforeman.

Materials, whether castings or raw stock, have been requisitioned and forwarded in the same exact fashion. The proper machine tools, templets, jigs, have been provided. The lathe, planer or drill press itself is in prime condition; belts are kept religiously at the right tension. The gang boss is at hand to explain or demonstrate how the instructions are to be carried out, should there be any doubt in the workman's mind. The interest of the gang boss is as keen as the workman's; his compensation increases according as the members of his group earn their bonuses.

How minutely the work is planned and prepared for in this factory may be illustrated by the standards maintained for the bolts used to clamp work on the machines. In the average shop, these bolts lie around on the floor; rarely is there a full assortment accessible. Needing four-inch bolts, say, the mechanic looks around for them, fails to find a full set, and concludes to use six-inch bolts. Blocking up is necessary, and he probably has to screw the nut down an extra inch. Because of the rough care the bolts get, the thread may be damaged and he has trouble in getting the nut down. In many cases, as motion studies and observations have shown, he consumes from ten to twenty times as many minutes as the clamping ought to take.

Now, each instruction card specifies, in hundredths of an hour, the time allowed for setting the work in the machine. Such specification would be useless, of course, unless the proper blocks and bolts were provided for the workman's use. So the planning department sees that a full supply of bolts and blocks of varying lengths are kept in the tool racks. With each job, the mechanic receives the particular size of bolt best suited to the task, just as though these were standard machine tools instead of accessories usually neglected. Furthermore, before they are restored to the rack after use, every thread and nut is inspected to make sure they are still in perfect condition. Try any bolt in the tool room and the nut turns easily under your fingers.

### A Place for Everything.

Except by comparison of the time consumed in certain operations before and after the reorganization, no conception can be gained of the unbelievable wastes attending some of the less common processes. In the erecting rooms, not long since, one assembler did nine times as much work under functional management as he did under the old system. Because orders for this particular machine were infrequent and the parts unfamiliar to the clerks in finished stock (itself poorly organized) he had been obliged to hunt up many missing parts himself. Now every part has its symbol and its place in the stores room; every operation in assembling has been standardized. Before he starts work, the planning department has delivered every member of the machine or arranged to supply it on a schedule which will not keep him waiting. His instructions card tells him more about the job than he knew when he monopolized the factory's information about it.

The same scrupulous regard for details is carried into the

storehouse, where a standard balance of raw and finished stock is maintained at all times. The balance-of-stores sheet, reflects this faithfully and allows the planning department, in analyzing an order, to determine in the briefest time whether all the parts or materials to fill it are on hand or must be manufactured or purchased. This balance-of-stores sheet not only shows how many units of a given article or material are on hand, but also the number apportioned to future jobs, the minimum to be kept in stock and the maximum allowed. Over-investment in stock is thus guarded against; likewise lack of material or parts which might cause delay in the shops and belated deliveries.

Stock and supplies are received from the shops for credit, as well as issued. Ten quarts of turpentine, for instance, may be given out for a specific purpose; only nine are used. In the old days the extra quart would stand around until it evaporated. Now it is returned on a store's credit tag and the job credited for the amount. Or again, a rod or bar, cut too small by mistake, is saved from the scrap heap by the same method.

These are details suggesting to what lengths standardization has been carried in typical plants and how scrupulously the most trifling of these standards is applied in practice. Trifling conveys the wrong impression; scientific management recognizes no difference in kind between the waste of half a minute in a unit operation and the loss of half an hour in a process made up of many unit operations. Both spell inefficiency; the greater loss is frequently eliminated by cutting out ten or twenty or forty unit wastes.

## FAVORED NATIONS AND RECIPROCITY

By R. W. Breadner

### Canada is Bound by Several of Great Britain's Trade Treaties. Those Who Will Get Advantage of Proposed Agreement. Effect on Canada's Power to Negotiate Preferential Treaties.

**I**N the discussion on the proposed Reciprocity Agreement with the United States some references have been made to "the favored nations," but comparatively little light has been thrown upon the relationship which exists between the favored nations and Canada at the present moment. The following information has been compiled to show the historical setting of the favored nation treaties and how the present proposed revision of the Canadian tariff will apply to countries other than the United States.

The Resolutions now pending before the House of Commons to amend the Customs Tariff of 1907 so as to allow for the proposed Reciprocity Agreement with the United States, provide as follows:

1. That the articles, the growth, product or manufacture of the United States, specified in Schedule A shall be admitted into Canada free of duty when imported from the United States.

2. That the articles, the growth, product or manufacture of the United States, specified in Schedules B and D shall be admitted into Canada upon payment of the rates of duty specified in the said schedules when imported from the United States.

3. That the advantages hereby granted to the United States shall extend to any and every other foreign

power which may be entitled thereto under the provisions of any treaty or convention with His Majesty.

4. That the advantages hereby granted to the United States shall extend to the United Kingdom and the several British colonies and possessions with respect to their commerce with Canada. Provided, however, that nothing herein contained shall be held to increase any rate of duty now provided for in the British preferential tariff.

Those countries known as the favored nations, which, under treaties of long standing with Great Britain, are entitled to any tariff advantages granted to the United States under the present proposed agreement, are given below with the dates of their respective treaties:

Argentina Confederation.—Under Treaty made with Great Britain on the 2nd of February, 1825.

Austria-Hungary.—Under Treaty made with Great Britain on the 5th of December, 1876.

Bolivia.—Under Treaty made with Great Britain on the 29th of September, 1840.

Colombia.—Under Treaty made with Great Britain on the 16th of February, 1866.

Denmark.—Under original Treaty made with Great Britain on the 12th of July, 1670, which was confirmed by another treaty made with Great Britain on the 14th of January, 1814.

Japan.—Under Treaty with Canada dated the 31st January, 1906. This Treaty will terminate on the 17th July, 1911. It is understood that another Treaty with Japan is now under consideration.

Norway.—Under Treaty with Great Britain dated 18th March, 1826.

Russia.—Under Treaty made with Great Britain, dated the 12th of January, 1859.

Spain.—Under Treaty made with Great Britain, dated the 9th September, 1713, which was confirmed by another Treaty, dated the 17th August, 1814.

Sweden.—Under Treaty with Great Britain, dated the 18th March, 1826.

Switzerland.—Under Treaty made with Great Britain, dated the 6th September, 1855.

Venezuela.—Under Treaty with Great Britain, dated the 18th April, 1825, confirmed by another Treaty with Great Britain on the 29th October, 1834, and again renewed and confirmed by an exchange of notes with Great Britain, dated the 13th February, 1903.

All of these Treaties provide that no other or higher duties shall be imposed on the importation into British Territories or Dominions of articles of the growth, produce or manufacture of the nations above named, than are or shall be payable on like articles being the growth, produce or manufacture of any other foreign country.

Regarding the French Treaty with Canada, which came into force on the first of February, 1910 any tariff advantages granted to the United States on certain articles specified in Schedules B and C of the French Treaty must also be granted to France, Algeria, French Colonies and possessions, and the territories of the Protectorate of Indo-China. The articles enumerated in the French Treaty which would be thus

affected by the agreement with the United States are: cheese, garden, field and other seeds not herein otherwise provided for, when in packages weighing over one pound, not including flower seeds; grass seed, including timothy and clover seed; canned meats and canned poultry; extracts of meat, fluid or not; peanuts, shelled or unshelled.

Those countries now enjoying the privileges of the British Preferential Tariff would also be granted the same advantages as the United States, according to Resolution No. 4. The British Preference now applies to the following countries: the United Kingdom, the British Colony of Bermuda, the British Colonies commonly called the British West Indies, British Guiana, British India, Ceylon, Straits Settlements, New Zealand, South African Customs Union.

It may be said that the extension of the Tariff advantages to the United Kingdom, and the British Colonies and possessions, was optional with Canada, but so far as the above-named British countries are concerned, Resolution No. 4 is simply in conformity with the British Preferential Tariff policy. But this resolution also brings in the following additional British Colonies and possessions to enjoy the advantages granted to the United States, even although they were never entitled to the benefits of the British Preference: Newfoundland, British Honduras, Australia, Territory of Papua (British New Guinea), Labuan, St. Helena, Aden, Hong Kong, Cyprus, Malta, Falkland Islands, Gibraltar, British North Borneo, Sarawak, British West African Colonies as follows,—Gambia, Gold Coast, Sierra Leone, Southern Nigeria, Northern Nigeria, and Lagos; British Central Africa, Mauritius, Seychelles Islands, Federated Malay States as follows,—Pahang, Negri Sembilan, Perak, Selangor, Solomon Islands, Gilbert and Elice Islands, Tonga and Norfolk Island.

Section 8 of the Customs Tariff Act of 1907 provides that fish and other products of the fisheries of Newfoundland may be imported into Canada free until otherwise determined by Governor-in-Council. The above-named favored nations and British countries, however (excepting France, New Zealand and the South African Customs Union), offer no special tariff advantages to Canada in return for the advantages obtained by them under the provisions of the French Treaty and the proposed agreement with the United States. South African Customs Union and New Zealand now give a preference to Canadian products.

The marked difference in the interpretation of trade treaties by Great Britain and Canada as compared with the United States is such that the United States consider favored nations have no right to participate in the tariff advantages granted to a named country in return for tariff advantages granted by that named country to the United States.

(1) The tariff advantages granted by the United States to Canada do not extend to any other country.

(2) Canada, under the Resolutions pertaining to the Reciprocity Agreement, will grant advantages to many countries.

(3) Canada's power to negotiate preferential trade arrangements with other British Dominions would be in a large measure paralyzed inasmuch as certain British Dominions hitherto not given a preference would be granted the same advantages as the United States through the application of Resolution No. 4 covering the Reciprocity Agreement. In this way Canada would lose any opportunity she might have had of establishing a closer trade relationship with Australia.

(4) With the exception of the treaties with France and Japan, power of abrogation is vested in Great Britain. Canada, therefore, cannot withdraw in any degree from such treaties without the renunciation of the whole treaties by the Imperial Government, which would imperil a large portion of the trade of the United Kingdom.

## JAPAN AS AN INDUSTRIAL COMPETITOR.

In the *World's Work* for April Clarence Poe writes on "The Bogey of Japanese Trade," and gives it as his opinion, after prolonged investigation, that the danger of Japan as a competitor of the industrial nations of Europe and America, is enormously exaggerated.

"After having seen the big factories and the little factory workers in Tokyo and in Osaka, and after having listened to the most ambitious of Japan's industrial leaders," says Mr. Poe, "I shall leave the country convinced of the folly of the talk that white labor cannot compete with Japanese labor. I believe indeed that the outlook is encouraging for manufacturing in the Mikado's empire, but I do not believe that this development is to be regarded as a menace to English or American industry.

"Not only in the mills, but in numerous other lines of work, have I seen illustrations of the primitive stage of Japan's industrial efficiency. As a concrete illustration I wish I might pass to each reader the box of Kobe-made matches on the table before me (for match-making of this sort is an important industry here, as well as the sort conducted through matrimonial middlemen without waiting for the aid or consent of either of the parties involved). I have never in my life seen such a box of matches in America. Not in a hundred boxes at home would you find so many splinters without heads, so many defective matches. And in turning out the boxes themselves, I am told that it takes five or six hands to equal the product of one skilled foreign laborer.

"In the hurried production of the factory the people seem unable to carry their habits of neatness and carefulness into the new environment of European machinery."

The construction of the sixteen-storey office building projected by the C.P.R. for the corner of King and Yonge Sts., Toronto, has been held up temporarily, pending a conference between the railway officials and the city authorities. The city is considering the expropriation of part of the site for the widening of the thoroughfare.

## THE INVITATION DECLINED



JACK CANUCK: Thanks, Uncle, but I'm no returning prodigal, and I've no taste for "bob" veal.  
—From *The Toronto World*.

# A FACTORY FIRE AND ITS CONSEQUENT LESSONS

Report on Asch Building Fire Suggests Improvements in Fire Protection. Value of Sprinkler Systems. Improved Fire Escapes Needed. Precautions Against Fire.

A COMPLETE report on the terribly disastrous fire in the Asch Building, New York, giving in detail the construction of the building, the causes of the fire, the effect, and the lessons to be learned from it, has just been issued by Mr. F. J. T. Stewart, Superintendent of the Bureau of Surveys of the New York Board of Fire Underwriters. The building is a ten-storey structure built in 1900-1901, and in good repair at the time of the fire. It is of steel and cast iron skeleton construction, with brick walls, ranging in thickness from 16 inches at the ground floor to 12 inches at the tenth. The floors are double (7/8-inch on 1-inch) on wooden sleepers with a cinder concrete fill, on flat floor arches of 10-inch terracotta blocks, side construction, carried between steel I beams (12-inch, 31½-pounds to the foot) about five feet on centres. These I beams are carried on steel I girders (24-inch, 80-pound to the foot) reinforced by two plates 10x¾-inch, 17 feet 6 inches long, riveted to the girders one to each flange. These girders are 17 feet 6 inches on centres and have a span of 26 feet 3 inches. The columns on the first eight floors are cast iron, ranging from 15 inches in diameter and 2¾ inches thick to 7 inches in diameter and ¾ inch thick on the eighth. In the 9th storey the columns consist of four 4x4x½-inch steel angles, while those supporting the roof are composed of only two such angles. The roof is tar and gravel on terracotta arches similar in construction to the floor arches.

Fireproofing.—The beams are protected on the top flange and web by the floor arches, the lower flanges being protected by skewbacks having lips 1 inch to 1¼ inches in thickness. The girders are protected on the upper flanges and upper portion of the webs by the floor arches, the lower portion of the webs and lower flanges are protected by cement plaster on wire lath.

The columns are protected by sectional circular three-cell 2-inch tile with ¾-inch webs, leaving no air space at the cast iron columns, the steel columns being left hollow.

There are two elevator shafts, one for freight and one for passengers. They open into the workrooms directly, being

protected by kalamein paneled doors, hung by butt-hinges to metal straps built into the shaft. There are two flights of stairs adjoining the elevator shafts. The doors from these open inwards, which caused much of the loss of life.

The building was equipped with an automatic fire alarm system. Fire pails were distributed through the various flats.

A four-inch water pipe with 50 feet of hose is at every landing, and there is a 2,000 gallon water tank on the roof. At the rear of the building there is an outside fire escape.

There is no sprinkler system.

The top three flats were devoted to shirt waist manufacturing. The floors were crowded and there was much inflammable material in course of manufacture and in stock. The fire, starting in this light stuff, made rapid headway and a panic ensued. Through the stair shafts and the windows the fire spread to the two upper storeys. The elevators ceased running and either the stairways could not accommodate the crowd or the employees were overcome by smoke before they could reach them. The passages through the big workrooms to the exits were few, narrow and crowded. The loss of life was one hundred and forty-five.

The damage done to a building of this type by fire is interesting. The upper three floors were completely burned over and practically all trim and finish destroyed. The damage to the structural part of the building on these floors

was relatively small. The lower face of about one-fifth of the tile roof arches was broken off and the covering on one column supporting the roof was slightly broken. The floor arches and columns covering in the 8th and 9th storeys was very little damaged. The lower flange of the girder supporting the curtain wall at the north side on the upper three floors was exposed. It was fireproofed by two inches of cement above the wooden window frames. The wired glass panels in the passenger elevator shafts on the upper floors had softened and rolled out of the framing in most cases, demonstrating again the unreliability of wired glass for inside stair and elevator protection. There was also some small damage to trim and



View of Asch Building During Fire.

Note the ineffectiveness of the powerful hose stream directed from the street toward the window on the 10th floor. The portion of a stream shown at the extreme left is from a water tower. This enters the 10th floor at a somewhat more effective angle, but still ineffective a few feet back from the window. The two small streams entering the 10th floor, as shown in the upper right hand corner of the picture, are directed from a building across a fifty-foot street.

finish by fire on the 1st floor. The water seemed to find its way through the fireproof floor arches with comparative freedom, and the finish on practically all floors was water-soaked.

### Summary.

The summary of Mr. Stewart is as follows:—

This fire, on account of the great sacrifice of life, has attracted popular interest to the usual neglect of three fundamental features of fire prevention and protection which ordinarily impresses only the insurance companies and the owners of the large property values destroyed (about \$250,000,000 annually in the United States).

This fire, by the circumstances attending its origin, spread and destruction of life, forcibly illustrates:

First. The prevalent neglect of ordinary precautions to avoid the outbreak of fires due to readily preventible causes.

Second. The necessity of adequate facilities, particularly automatic sprinklers, to extinguish fires in their incipiency, especially where the nature of the work done and materials used may readily cause fires and rapidly spread them.

Third. The importance of fire towers suitable for the prompt escape of the occupants and likewise to afford the Fire Department a safe station from which to efficiently fight fires at close range. Note that the powerful stream directed from the street toward the tenth storey, as shown in plate No. 1, is practically vertical and cannot possibly reach a fire on the inside even a few feet back from the window.

### Recommendations.

Taking into account the conditions of the fire and the lessons which an examination of its results teach the following recommendations are made:—

First. A fire drill and private fire department should be organized among the employees of all factories to prevent panic and extinguish fires. The plan of organization outlined in the recommendations of the National Fire Protection Association should be used as a guide for this purpose.

Second. All stairways, or a sufficient number of them, should be located in fireproof shafts having no communication with the building except indirectly by way of an open-air balcony or vestibule at each floor. Hose connections attached to standpipes should be located on each floor in the stair towers for public or private fire department use.

Third. Stairs, if any inside the building, and elevators should be enclosed in shafts of masonry and have fire doors at all communications to floors.

Fourth. The provisions ordinarily necessary for fire escape towers might be somewhat modified in buildings equipped with a system of automatic sprinklers installed according to the standards of the National Fire Protection Association.

Fifth. Present buildings with inadequate fire escapes should be provided with automatic sprinklers and or smoke-

proof stair towers, but *additional outside fire escapes passing in front of or near windows should be discouraged.*

Sixth. No factory building containing inflammable goods in process of manufacture, or employing in excess of a limited number of operatives (limit to be definitely fixed), should be without automatic sprinklers. No building over 60 feet high and containing inflammable goods, where a considerable number of people are employed, should be without automatic sprinklers.

Seventh. Automatic sprinklers should be installed in high buildings to control a fire and thus prevent it from spreading rapidly from floor to floor by way of outside windows. The use of wired glass in metal frames for all exterior windows would also retard such vertical spread of fire but not so effectively as a complete equipment of automatic sprinklers throughout the building.

### A NEW SALES FORCE.

Apropos of the current discussion on Reciprocity the Minneapolis *Tribune* holds out an encouraging prospect to

the youth of that city, if that proposal goes through. It had this to say in a recent issue:

"Has the boss been eyeing you of late, apparently weighing your capabilities and your value to the firm? If so, he probably has slated you for a possible position as one of the army of Minneapolis salesmen that will invade Canada if the pending reciprocity treaty is adopted.

"The office stool and the ledger may be discarded for the smart sample case and the 'soft' clothes of the travelling salesman, or the more formal garb of branch manager, for Minneapolis wholesalers and manufac-

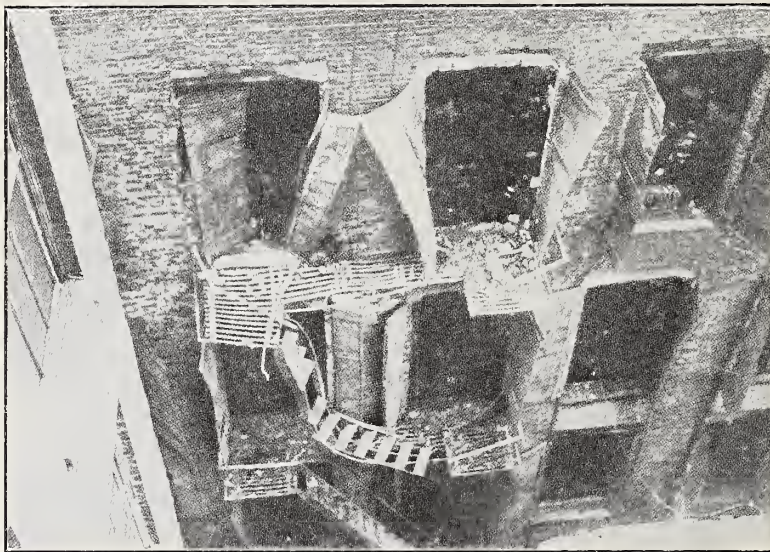
turers have begun the process of 'lining up' their sales organization should the reciprocity deal become a fact.

"Though Minneapolis already has a large selling force in Western Canada, and though many firms will increase their forces only slightly, the smaller firms plan to branch out and go after the trade that would result in Minneapolis becoming a still greater wholesale market.

"To this end the clerks, bookkeepers, office hands and even office boys to-day are in a better position to realize on day dreams than ever before, according to those in touch with the heads of Minneapolis business houses.

"No time is to be lost in having the reserve force all ready 'to shoot' into the new trade territory to win laurels for themselves and dollars for Minneapolis and her enterprises."

The Lundy Shovel and Tool Co., of Peterborough, have issued a catalogue illustrating the various lines manufactured by them. The catalogue is well designed and printed, and will be of interest to all buyers of this class of implements.



A view of outside fire escape at 9th and 10th storeys of Asch Building, after disastrous fire

## REPORT OF TORONTO BRANCH

### Proposed Amendments to Building By-law. Manufacturer's Representatives on Technical School Board.

The special committee which was formed to study the Toronto building by-law with a view to suggesting improvements which would meet the criticisms which have been raised by architects, builders and manufacturers from time to time, has completed its preliminary work and will shortly issue a report containing its suggestions. These suggestions cover most of the objections raised by the manufacturers to the present building by-law and the Branch's representatives on the Committee are confident that it will lead to amendments being made which will make the by-law more satisfactory to the members of the Association.

The Technical Education Committee has nominated Messrs. W. P. Cohoe, L. L. Anthes and Geo. Brigden as its representatives on the special committee of the Board of Education which is to take charge of Technical Education in this city. This committee was created by the Act passed at the recent session of the Ontario Legislature, which was based on the report of the Superintendent of Education. It provides that representatives from the manufacturers and representatives from the employees shall, with representatives appointed by the Board of Education constitute a special committee on Technical Education in each municipality where it is decided to build a technical school.

Your Executive is conferring with the officers of the Board of Trade with a view to avoiding undue overlapping between the Association and that body.

The Executive has lent its co-operation in the matter of securing financial assistance for the Industrial Arts School from the Ontario Government. The work of this School, taken in conjunction with the work of the regular technical school will do much to improve the technique of designers, not only in industrial, but in regular art work.

## REPORT OF MONTREAL BRANCH

### Important Legislative Enactments Before Quebec Legislature. Reports of Special Committees.

At the close of the session of the Quebec Legislature one of the two Bills to amend the Garnishment Law which were supported by the Branch, was passed, but in a very abbreviated form. This will allow of the Garnishee to send some one else to court in his stead. The success in getting votes for Incorporated Companies in municipal affairs has already been reported. In connection with this, the Secretary will make arrangements with the City Clerk of Montreal as to an acceptable form of the authorization, and will advise incorporated companies in good time so that their names may go on the new voters' list when compiled in December next.

New foundry regulations have recently been enacted by Order in Council at Quebec. Copies were sent to all the members in Quebec and the result was the reception of numerous protests. Accordingly a meeting of the foundry proprietors has been called and preparations are being made to

present their objections to the Ministers of Public Works and Labor. One of the chief objections to the regulations is that they would leave the foundry proprietors at the mercy of an inspector for whose qualifications there is no guarantee whatever. They had been enacted without consulting any of the foundry proprietors.

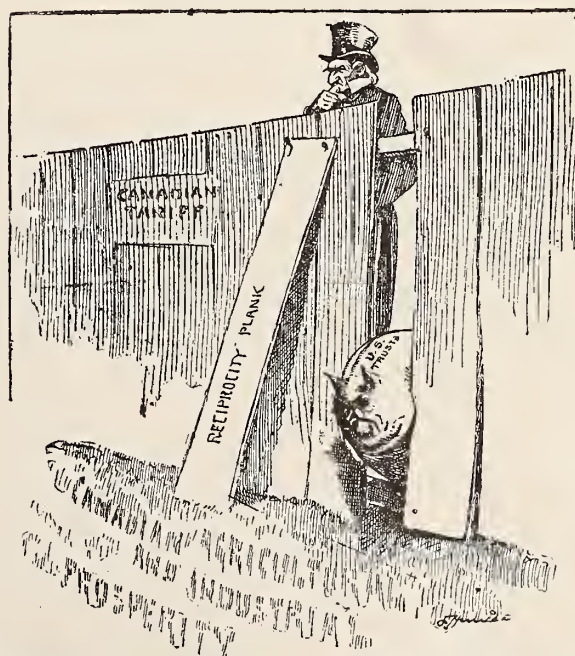
Plans for the holding of a Civic Welfare Exhibition are being considered by the various trade and other organizations working for civic betterment in Montreal. At a preliminary meeting held a fortnight ago sixty organizations were represented, and a council meeting will be held at an early date to discuss plans in a more definite way. Messrs. J. S. N. Dougall and S. W. Ewing are the appointees of the branch to this council meeting.

At a largely attended meeting of the Montreal Executive last week a report was received from the Special Committee appointed to study and revise the by-laws of the Branch. This report recommended several important changes, including a reduction in the number of Executive Committee members, more frequent meetings of the executive and of the general membership of the Branch. Final consideration was deferred until the next meeting. At the same meeting it was reported that in the course of the next week a deputation of the National Associations of Education Officers of England and Wales will visit Montreal, for the purposes of studying certain aspects of education, more particularly with reference to the relationship existing between educational institutions and industrial and commercial occupations. Arrangements will be made for their visiting some of the factories in Montreal.

Several meetings of representatives of the trade and navigation organizations of Montreal have been held within the past month to discuss ways and means of carrying on further opposition to the Long Sault Dam scheme.

The Provincial Government Employment Bureau was formally opened on April 3rd, and is being largely taken advantage of by both employers and employees. A special article dealing with the work of this office will be found in the May issue of INDUSTRIAL CANADA.

### AN OPENING



UNCLE SAM: As the late W. Shakspeare says, "'Tis not as deep as a well nor as wide as a barn-door—but 'twill suffice."

—From *The Toronto World*.

## BOOK REVIEWS

### A BOOK ON INDUSTRIAL MANAGEMENT.

In "The Principles of Industrial Management," Mr. John C. Duncan, Assistant Professor of Accountancy in the University of Illinois, gives a clear and effective survey of the field of manufacturing operations. The book will be alike useful and illuminating to the promotor or manager of a plant and to the student who is about to enter business life. Commencing with a discussion of the points which are of importance in selecting a site for a factory, the transportation facilities, the cost of living with its immediate effect on the labor supply, the location of raw material and the market for the finished product, to mention a few of the many subjects considered, the writer carries on his investigation into such problems as that of business concentration and integration and business specialization.

In the second part the equipment of the plant is considered, how the departments should be laid out, how economies can be made in carrying on continuous industries, the important question of power, etc.

Finally the very live subject of organization and management is discussed. No question is receiving closer study at the present time among manufacturers than that of efficient management. Efficiency has become the slogan of shops from one end of the continent to the other. Prof. Duncan has done a real service in giving to the public the benefit of his studies on this problem. (The Principles of Industrial Management, by John C. Duncan. Published by D. Appleton & Company, New York.)

### A BOOK ON THE TARIFF.

In a treatise entitled, "Canadian National Economy," Mr. James J. Harpell discusses a number of economic problems of interest and urges various arguments against the present fiscal system under which Canada is operating. In his argument in favor of reciprocity in natural products the writer holds as its prime advantage that, by removing the protection which farmers now enjoy, the removal of protection in all lines will soon follow. There seems to be only too much reason for believing that such would be the case. The consequent condition is not sufficiently considered. Granting the establishment of a condition of reciprocity in natural products and the later disappearance of a protective tariff on manufactured goods, goods might, as the writer affirms, be cheaper in price or they might not. What difference would it make to the man who had not wherewith to buy, were they never so cheap? Mr. Harpell's book does not bring us any assurance that under the system which he advocates factory workmen would receive employment, and if they did not to whom would the farmer sell his produce? At present eighty per cent. of it is consumed at home. (Canadian National Economy, by James J. Harpell. Published by the Macmillan Co. of Canada, Toronto. Price 50c.)

### EFFICIENCY MANAGEMENT.

The Gospel of Efficiency is preached by Harrington Emerson in his book "Efficiency," published by the *Engineering Magazine*, New York. Efficiency has taken hold of captains of industry; that is to say, the *value and necessity of efficiency* has taken hold of them. Not yet have they all, or even a noticeable part of them, adopted the new system whereby economy of time and labor is secured to the advantage of employers and employed. Harrington Emerson said that the railways of the United States could save a million dollars

a day if they would adopt scientific principles of management. A picturesque phrase, but an exaggeration, many will say. Not so. Mr. Emerson shows in his book how companies, if not transportation, yet manufacturing, and in effect they are the same, have saved money and have saved their existence by adopting systems of internal economy such as he discussed.

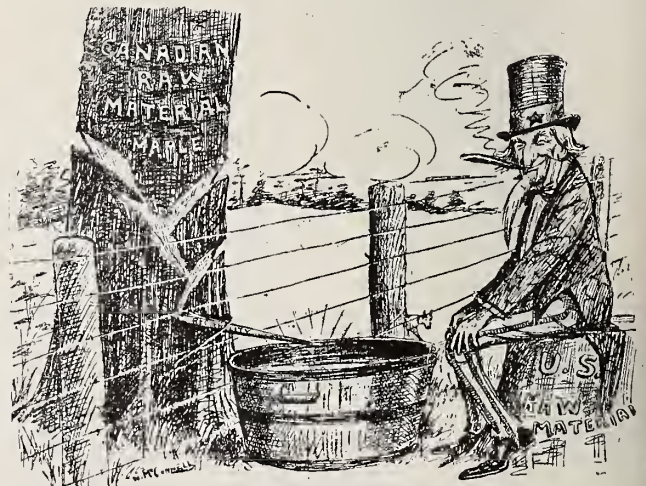
We shall not review Mr. Emerson's book at length here. The subject is so important that it is being discussed from month to month in the columns of *INDUSTRIAL CANADA*. Such discussions emanate in almost every case from some work which is being carried on by a small group of what have come to be called "efficiency engineers." Of this group Mr. Emerson is an important unit. The book before us can be recommended to managers of industrial establishments as a lucid and stimulating work on the great problem of reducing the cost of producing the individual item. How to effect economies, how to increase the efficiency of labor and machinery, how to attain the maximum of output from a given equipment and force, these are the subjects of "Efficiency." They are handled in a masterly manner.

("Efficiency," by Harrington Emerson. Published by *The Engineering Magazine*, New York.)

### TRADE WITH CUBA.

A report recently made to the French Government by the President of the French Chamber of Commerce at Havana, points out a demand in the Cuban Republic for ladies' dresses, millinery, novelties, lingerie, chemical and pharmaceutical products, foodstuffs, perfumery, jewellery, motor cars, as well as cotton tissues and lace. The largest quantities of boots and shoes goods come from the United States and Spain. It is important to supply goods of the types and prices which are used in Cuba.

Special attention is drawn to the subject of goods consigned to the ports of Havana and Cienfeugos. It appears that bills of lading should be marked "Unloading Quay Havana Central Paula" for goods and large objects which have to proceed by rail to the interior of the island, and "Unloading Quay San Jose or Paula" for light goods. This avoids transference of goods to lighters in the bay, which costs more than the freight from Europe to Havana. The same is the case for the port of Cienfeugos, where there are three principal quays for direct unloading: the "Cuban Central," "Aviles," and "Caracas." At Cienfeugos the cost of transferring goods to lighters is even higher than at Havana.—*Chamber of Commerce Journal*.



UNCLE SAM: Gol darn his old tree; I want the sap.  
—From *The Toronto News*.



# CHANGES IN FREIGHT RATES DURING APRIL

List of Freight Schedules Filed with the Board of Railway Commissioners During month of April, 1911.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Canadian Pacific Railway.</b>							
E. 2061 Cancels E. 2037 Sup. 40 E. 1132	E. 1658 Cancels E. 1633 Sup. 40 E. 714	Apr. 17, '11  Apr. 20, '11	Equalization allowances applicable at C.P.R. stations. Export traffic from stations west of Montreal to Montreal and Quebec for export.	Sup. 41 E. 1132	Sup. 41 E. 714	Apr. 25, '11	Packing house products from Tillsonburg, Ont., to Montreal for export, 19 cents per 100 lbs.
E. 2060 Cancels E. 1715	E. 1657 Cancels E. 1302	Apr. 20, '11	Import class and commodity from Quebec wharf to stations on C.P.R. and connecting lines.	Sup. 15 E. 1957 E. 2079	Sup. 15 E. 1550 E. 1676	Apr. 27, '11 May 1, '11	Commodities between C. P. stations. Commodities between C.P. stations in Eastern Canada and points on the G.T.P.
Sup. 11 E. 1692	Sup. 11 E. 1279	Apr. 6, '11	Commodities from C.P. stations to St. John, and W. St. John for export.	E. 2068 Cancels E. 1408	E. 1665 Cancels E. 1818	May 1, '11	Lumber and forest products C.L., C.P. from C.P. stations to Montreal for export.
Sup. 5 E. 1666	Sup. 5 E. 1253	May 1, '11	Commodities from C.P. stations to Boston and Mystic Wharf for export.	E. 2071 Cancels E. 1104	E. 1668 Cancels E. 689	May 1, '11	Lumber and forest products between stations on the C.P.R., also to and from points on connecting lines.
E. 2047 Cancels	E. 1694 Cancels	Mch. 27, '11	Classes between North Bay, Sudbury and Sault Ste. Marie, Ont.	E. 2074 Cancels E. 1577 Sup. 6 E. 1012	E. 1671 Cancels E. 1163 Sup. 6 E. 1253	May 1, '11 May 22, '11	Ores C.L. between C.P. stations. Commodities from C.P. stations to Boston, Mass., for export.
Sup. 13 E. 1023	Sup. 13 E. 611	May 1, '11	Classes from stations west and north of Montreal to points on the Intercolonial Ry.	Sup. 4 E. 1576	Sup. 4 E. 1162	Apr. 29, '11	Arbitraries between Maritime Province ports and ports of call.
Sup. 8 E. 1373	Sup. 8 E. 957	May 1, '11	Classes between stations on the C.P., also from stations on connecting lines west of Montreal to stations on the C.N.Q., C.V.Q.M. & S. Rys., etc.	Sup. 9 E. 1841	Sup. 9 E. 1431	Apr. 24, '11	Pig iron C.L. Hamilton to Montreal and Three Rivers.
Sup. 5 E. 1412	Sup. 5 E. 996	May 1, '11	Classes between stations north and west of Montreal and stations east of Montreal in Que., N.B., and states of Maine and Vermont.	Sup. 16 E. 1538	Sup. 16 E. 1123	Apr. 24, '11	Harbor Commissioners switching on grain at Montreal.
Sup. 15 E. 1575	Sup. 15 E. 1611	Apr. 3, '11	Class and commodity arbitraries between C.P. Junctions east of Montreal and stations on connecting lines.	Sup. 16 E. 1575	Sup. 16 E. 1161	May 1, '11	Class and commodity Arbitraries to and from points east and south of Montreal.
E. 2067 Cancels E. 965 Sup. 3 E. 1688	E. 1664 Cancels E. 554 Sup. 3 E. 1275	May 1, '11 May 13, '11	Weighing of carload freight and allowances to be made Commodities from stations in Canada to New York, Philadelphia and Baltimore for export.	<b>Grand Trunk Ry.</b>			
Sup. 4 E. 1855	Sup. 4 E. 1445	May 15, '11	Commodities from C.P. stations to points in the U.S.	E. 2303	R. 4	Apr. 5, '11	Classes and commodities from Eastern Canada to Fort William and Port Arthur, lake & rail.
Sup. 8 E. 1841	Sup. 8 E. 1431	Apr. 17, '11	Pig iron c.l., from C.P. stations to C.P. stations and to points on connecting lines.	Sup. 36 E. 150	Sup. 36 G.B.Y. 5	Mch. 29, '11	Iron commodities between G.T.R. stations.
				Sup. 4 E. 904	Sup. 4 J. 5	Mch. 28, '11	Class and commodity from stations Dorval and west to stations on the Reid Newfoundland Co.'s system.
				Sup. 11 W. 213	Sup. 11 1612	Apr. 24, '11	Class and commodity G.T. Western lines stations to points in Canada.
				Sup. 43 E. 225	Sup. 43 G.A.A. 3.	Apr. 1, '11	Pig iron c.l. Midland to Three Rivers \$2.55 per gross ton.
				Sup. 6 E. 1985	Sup. 6 E. 37	May 10, '11	Export traffic from stations in Canada to Boston, Portland, Halifax and St. John, when consigned to foreign ports.

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
E. 2305 Cancels E. 1910	I. 108 Cancels E. 88	Apr. 20, '11	Import class and commodity from Montreal wharf to points in Canada.	Sup. 7. E. 1985	Sup. 7 E. 37	May 22, '11	Commodities for export stations in Canada to Boston, Portland, St. John, W. St. John and Halifax.
Sup. 19 E. 2218 Sup. 18 E. 2020	Sup. 19 C.Y. 16 Sup. 18 C.P. 57	Apr. 10, '11 Apr. 10, '11	Commodities between stations in Canada. Paper commodities from G.T. shipping stations to points in Canada.	<b>Michigan Central R.R.</b>			
Sup. 41 E. 499	Sup. 41 G.D. 60	Apr. 20, '11	Class and commodity, Montreal and west to New York, Philadelphia and Baltimore, for export.	Sup. 23 125	Sup. 23 4384	May 5, '11	Classes from Buffalo, Black Rock and Suspension Bridge, N.Y., to points in Canada.
E. 2296	C.U. 62	Apr. 20, '11	Agricultural implements and windmills, c.l., Brantford, Hamilton, St. Catharines and Welland Jet. to New York, Philadelphia and Baltimore, for export. 15½ cts. per 100 lbs.	Sup. 4 1144	Sup. 4 A. 10425	May 3, '11	Brick and articles taking same rates stations in Pennsylvania to points in Canada.
Sup. 2 E. 2270	Sup. 2 C.U. 59	May 15, '11	Commodities from stations in Canada to western U.S. points.	1756 Cancels 1718	8777 Cancels 8656	Apr. 20, '11	Class and commodity, stations in Canada, New York, Boston, Philadelphia, Baltimore and Portland, for export.
Sup. 32 E. 1240	Sup. 32 E. 12	Apr. 25, '11	Commodities from G.T. stations and points on connecting lines to Montreal for export.	Sup. 24 1443	Sup. 24 7960	Apr. 20, '11	Commodities between M.C. stations in Canada and from M.C., C.W. & L.E., N. St. & T. and T.H. & B. railways to points on connecting lines.
E. 2312 Cancels E. 1165	C.R. 108 Cancels C.R. 28	May 1, '11	Weighing of carload freight and allowances.	1767 Cancels 1443	8803 Cancels 7960	May 5, '11	Commodities between M.C. stations in Canada, also from M.C., C.W. & L.E., N. St. C. & T. and T.H. & B. Railways to various points in Canada.
Sup. 19 E. 1686	Sup. 19 S. 71	Apr. 17, '11	Local switching tariff.	1766 Cancels 1376	8802 Cancels 7824	May 5, '11	Re-shipping and special regulations between points in Canada.
Sup. 44 E. 225	Sup. 44 G.A.A. 3	Apr. 17, '11	Pig iron C.L. Midland to Londonderry, N.S., \$4.30 per gross ton.	<b>Pere Marquette R.R.</b>			
Sup. 7 E. 1325	Sup. 7 C.S. 12	Apr. 24, '11	Sugar, syrup and molasses, C.L. Montreal to G.T. stations.	1346 Cancels 1252 1350 Cancels 1184	3367 Cancels 491 3375 Cancels 3905 3298 3387 Cancels 2764	Apr. 1, '11 Apr. 30, '11	Commodities between P.M. stations in Canada. Copper, lead, zinc, etc., C.L. from P.M. stations in the U.S. to points in Canada.
Sup. 2 E. 2252	Sup. 2 C.R. 103	Apr. 17, '11	Re-shipping and stop-off arrangements at stations in Canada.	1355 Cancels 1082	3387 Cancels 2764	May 21, '11	Brick, clay and articles taking same rates from P.M. stations in the U.S. to points in Canada.
Sup. 7 E. 1634	Sup. 7 A. 8	Apr. 28, '11	Class and commodity arbitraries between Maritime Junction points and stations on the Canada and Gulf Terminal and Sydney and Louisburg Railways.	Sup. 10 1023	Sup. 10 2630	May 15, '11	Iron, steel rails, etc., C.L. P.M. stations in the U.S. to points in Canada.
Sup. 20 E. 1686	Sup. 20 S. 71	Apr. 27, '11	Local switching rates.	<b>Wabash R.R.</b>			
E. 2339	C.N. 101	Apr. 17, '11	Salt, in bulk, Min 60,000 lbs. from Sarnia to Winnipeg. 32½ cents per 100.	544 Cancels 407	C. 8912 Cancels B. 8912	May 21, '11	Commodities from Wabas.
Sup. 22 E. 2218	Sup. 22 C.Y. 16	May 1, '11	Commodities between G.T. stations, also to and from connecting lines.	544 Cancels 407 G. O. 308 Cancels S 13 Sup. 21 385	C. 8912 Cancels B. 8912	May 21, '11 May 15, '11	Commodities Wabash stations in the U.S. to points in Canada. Class rates from stations on the P.R.R. to points on the Grand Trunk Ry.
E. 2320 Cancels E. 2025	C.N. 102 Cancels C.N. 70			Sup. 21 385	Sup. 21 A. 5868	May 13 '11	Class and commodity from Wabash stations in the U.S. to points in Canada.
2126 2258 2278 2280	78 90 96 C.I. 123	Apr. 26, '11	Commodities from eastern Canada to Vancouver, Victoria Nanaimo and Westminster, B.C.	<b>Lake Shore &amp; Michigan Southern R.R.</b>			
E. 2218 Cancels E. 1210	C.F. 206 Cancels C.F. 83	May 1, '11	Lumber and forest products between G.T. stations and to and from connecting lines	214 Cancels 181 Sup. 37 188	—	May 15, '11 May 15, '11	Iron and steel L.S. & M.S. stations to points in Canada. Commodities from L. S. & M. S. stations to points in Canada.
Sup. 45 E. 225	Sup. 45 G.A.A. 3	Apr. 24, '11	Pig iron C.L. from Hamilton and Midland to Montreal.				

Sup. 15 199	—	Apr. 15, '11	Commodities L.S. & M.S. stations to points in Canada.
<b>Pennsylvania R.R.</b>			
Sup. 20 F. 27	—	May 15, '11	Class and commodity lines west of Pittsburg to stations in Canada.
301 G.O.	—	May 1, '11	Commodities from P.R.R. stations to points on the G.T. Ry.
G.O. 300	—	May 1, '11	Classes from P.R.R. stations to points on the G.T. Ry.
S.S. 71	—	May 1, '11	Glass bottles from P.R.R. stations to points in Canada.
Sup. 19 F. 27	—	Apr. 15, '11	Commodities and classes from Penn. stations to points in Canada.
Sup. 9 F. 28	—	May 1, '11	Class and commodities from stations west of Pittsburg to points in Canada.
<b>Toledo, St. Louis &amp; Western Ry.</b>			
A. 18	C.	May 15, '11	Commodities Detroit & Toledo Shore Line R.R. stations to points in Canada.
<b>Pittsburg, Cincinnati, Chicago &amp; St. Louis Ry.</b>			
Sup. 20 P. 21	—	May 15, '11	Class and commodity P.C.C. & St. L. stations to points in Canada.
<b>Buffalo, Rochester &amp; Pittsburg R.R.</b>			
442 Cancels 266	3225 Cancels 2725	Apr. 29, '11	Pig iron C.I. from Punxsutawney and Dubois, Penn., to points in Canada.
<b>Buffalo &amp; Susquehanna Ry.</b>			
77 Cancels 17	—	Apr. 20, '11	Classes from B. & S. R. stations to points on G.T. Ry.
<b>Boston &amp; Albany R.R.</b>			
Sup. 3 193	Sup. 3 4735	May 4, '11	Import class and commodity tariff from Boston and East Boston, Mass., to points in Canada.
<b>Chicago Great Western R.R.</b>			
Sup. 5 73	Sup. 5 15328	Mch. 15, '11	Classes and commodities from C.G.W. stations to points in Canada.
<b>Delaware &amp; Hudson Co.</b>			
Sup. 8 838	Sup. 8 5022	Apr. 6, '11	Commodities from D. & H. stations to points on C.P.R.
<b>Wheeling &amp; Lake Erie R.R.</b>			
Sup. 2 65	—	Apr. 8, '11	Iron and steel articles from W. & L.E. stations to points in Canada.
<b>Erie R.R.</b>			
206 Cancels 203	B. 1118 Cancels B. 1071	Apr. 5, '11	Pig iron, c.l., No. Tonawanda to St. Johns, P.Q., \$3.40 per gross ton.
<b>Buffalo, Rochester &amp; Pittsburg R.R.</b>			
436	3394	Apr. 4, '11	Iron and steel, Buffalo to Cobourg, Ont., \$2.55 per ton.
437 Cancels 398	3395 Cancels 3196	Apr. 3, '11	Pig iron, c.l., Buffalo to Cobourg, Oshawa and Montreal.

NEW PATENTS ISSUED

The following is a list of patents granted by the Canadian Patent Office to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Canada:—

131,708,	Ed. Gagnon, Montreal, Que.—Ventilators. Ed. Gagnon, Jos. Leonide Perion & T. Reinfrat.
131,709,	B. Neilly, Bradford, Ont.—Processes for Refining Silver Bullion. B. Neilly & R. A. Bryce.
131,710,	Jos. C. N. Noel, Ottawa, Ont.—Motor Car Running Gears. Jos. C. N. Noel & Jos. C. L. Noel.
131,745,	E. V. Banks & R. W. Pike, Toronto, Ont.—Illuminated Advertising Device.
131,780,	A. Hoffman, Montreal, Que.—Trousers.
131,782,	F. Jackson, Toronto, Ont.—Joist Bridgings.
131,796,	Geo. C. Kaitting, Galt, Ont.—Water Motors.
131,803,	P. Leblanc, Carleton, Que.—Fireproofing Compositions.
131,809,	Jas. Millar, Township of Elizabethtown, County of Leeds, Ont.—Machines for Planting Strawberry and other Small Berry and Vegetable Plants.
131,813,	B. B. Muir, Hamilton, Ont.—Street Car Switches.
131,817,	Jas. A. McLarty, Toronto, Ont.—Treatment of Nickel Sulphide Ores.
131,818,	Ed. New, Hamilton, Ont.—Screens for Screening or Sifting Sand, Gravel, Stone and other matters.
131,827,	V. T. Powell, Vancouver, B.C.—Slicker Pants.
131,837,	P. A. Scott, Calgary, Alta.—Forced Draft for Traction Engines.
131,838,	D. Senacol, Greenwood, B.C.—Lifeboat releasing appliances.
131,840,	Jos. M. Simard, Montreal, Que.—Switch Operating Devices.
131,843,	Thos. H. Speight, Markham, Ont.—Wagon Gear Reaches.
131,853,	Jas. Ed. Wize, Edmonton, Alta.—Steam Radiator Valves and Traps.
131,864,	A. Stansfield, Montreal, Que.—Preheaters and reducers for Electric Smelting Furnaces. A. Stansfield & Jno. W. Evans.
131,871,	H. H. Allen, Montreal, Que.—Tire Treads. The Canadian Rubber Co., of Montreal, Ltd.
131,873,	Jno. A. Knight, Hamilton, Ont.—Removable attachments for giving protection to Electric Meters. Can. Westinghouse Co., Ltd.
131,894,	H. H. Allyn, Viauville, Que.—Tire Treads. The Can. Rubber Co. of Montreal, Ltd.
131,913,	A. Wm. H. Stimpson, Ottawa, Ont.—Compacting and Indexing Tabulated Matter and Apparatus for using the same.
131,917,	R. B. Bashan & P. F. Heyes, Toronto, Ont.—Electric Lamp Sockets.
131,934,	W. A. Burton, Calgary, Alta.—Counter Check Slip Holders.
131,937,	Thos. J. Cardo, Ottawa, Ont.—Fuel Savers and Smoke Consumers.
131,938,	W. J. Carpenter, Vancouver, B.C.—Folding Beds.
131,943,	Geo. Blakely, Cones, Orillia, Ont.—Underwear Supports.
131,945,	S. Thos. Copus, Sarnia, Ont.—Stopcocks, Valves and Manifold Gas.
131,949,	Wm. L. Cummer, Hamilton, Ont.—Power Washing Machines.
131,960,	Jos. L. Forster, Vancouver, B.C.—Pneumatic Players.
131,988,	Jno. C. McLachlan, Toronto, Ont.—Steering Devices for Traction Engines.
131,993,	W. S. Painter, Montreal, Que.—Train Sheds.
131,994,	Chas. L. Parker, Vancouver, B.C. Art of producing Pulsating or Alternating Currents.

## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.*

185. **A manufacturer in England**, who intends opening a factory in Canada, enquires for manufacturers of square, round and hexagonal brass tubing.
186. **Barbers' Supplies.**—A firm of manufacturers' agents in Sydney, Australia, enquire for manufacturers of barbers' chairs, barbers' saloon furniture, toilet requisites, show cases, playing cards, fishing tackle, paper and cotton towels, pipes, tobacco and advertising novelties. Will be glad to receive catalogues.
187. **Bar Iron.**—A firm of ironmongers in Barbados would like to get in touch with Canadian exporters of bar iron.
188. **Boots and Shoes.**—A well established firm in Barbados in the boot and shoe trade would be glad to hear from Canadian manufacturers of these articles.
190. **Buggy Fittings.**—A firm in Barbados handling vehicles and parts would like to get in touch with Canadian exporters of spokes, buggy half-rims, bows, and enamel roof hides.
191. **Canned Fruits, Meats, etc.**—A grocery firm in Glasgow wishes to get in touch with firms in Canada packing canned fruits, meats, etc.
192. **Canned Fruits, Cereals, etc.**—A London firm of dealers in canned fruits, cereals, etc., wishes to get in communication with Canadian manufacturers of these goods.
193. **Corset Manufacturers** are invited to correspond with a Barbados concern handling these goods.
194. **Corn Brooms.**—A Barbados firm of hardware dealers selling corn brooms asks for names of Canadian exporters of these articles.
195. **Colored Cotton Drills.**—Manufacturers of colored cotton drills should communicate with a firm in Barbados importing these lines.
196. **Cotton Goods.**—Canadian spinners are invited to communicate with a Barbados dry goods firm in regard to drills, prints and other cotton goods.
197. **Cream Separators.**—A South African firm of stock mercantile brokers desires to be placed in communication with exporters of cream separators and all appliances for dairy purposes.
198. **Dried or Desiccated Milk.**—A Birmingham provision firm is desirous of obtaining quotations for dried or desiccated milk.
199. **Egg Cases and Egg Case Fillers.**—A Scottish firm makes enquiry for the names of Canadian manufacturers of egg cases and egg case fillers.
200. **Exhibits.**—A London firm of colonial agents wish to take charge of exhibits of Canadian manufacturers during the continuation of the Coronation Festival.
201. **Flour and Quaker Oats.**—A South African firm of stock and mercantile brokers desire to be placed in communication with exporters of flour and quaker oats.
202. **Furniture.**—A wholesale firm of general importers desires to be placed in communication with manufacturers and exporters of furniture, such as bentwood chairs, ordinary chairs, tables, settees, and other kinds of household furniture.
203. **Funeral Furnishing Supplies.**—A manufacturers' agent in Barbados would like to hear from Canadian exporters of funeral fittings with a view to representation.
204. **Grocery and Drug Specialties.**—A firm of manufacturers' agents in Edmonton wish to represent Eastern Canadian manufacturers in these lines. First-class references.
205. **Handles.**—A Liverpool firm who import handles of all descriptions would be pleased to receive quotations from Canadian manufacturers who can fill orders.
206. **Hardware.**—A London firm of manufacturers' agents wish to get into communication with Canadian manufacturers of all classes of hardware.
207. **Ladies' Parasols.**—Exporters of these goods might correspond with a Barbados firm handling these lines.
208. **Machinery.**—A firm of engineers in Mexico wish to secure representation for Canadian manufacturers of machinery, engines, boilers, etc.
209. **Moccasins.**—A London firm asks to be placed in communication with Canadian manufacturers of moccasins.
210. **Printing Paper.**—A firm in Newfoundland desires to represent first-class manufacturer of printing paper.
211. **Printing Paper.**—An Amsterdam firm will be pleased to get into touch with Canadian manufacturers of printing paper.
212. **Sabots (wooden shoes).**—A Mexican Mining Company wishes to get into touch with Canadian manufacturers of sabots (wooden shoes).
213. **Shelf Groceries.**—A large firm of grocers in Barbados would like to get into touch with Canadian shippers of shelf groceries.
214. **Stationery.**—A fancy goods house in Barbados desires to get in touch with Canadian stationery firms with a view to adding this line to their business.
215. **Stationery.**—An important Barbados firm is adding a stationery department to their business and would be glad to hear from Canadian stationery houses desiring a part of this trade.
216. **Sole Leather.**—A prominent New York export agent having connections in South Africa forwards enquiries for exporters to that market.
217. **Sundries.**—An English firm of manufacturers' agents wish to get into communication with Canadian manufacturers of sundries, such as bronze powder, fly paper, toilet paper, hardware specialties, etc.

219. **Tweeds.**—A merchant in Barbados would be glad to receive samples and quotations on lightweight tweeds.
220. **Underwear.**—A large dry goods firm in Barbados would like to receive samples and quotations on men's lightweight underwear.
221. **Umbrellas and Parasols.**—Canadian umbrella and parasol manufacturers should communicate with a large firm in Barbados handling these goods.
222. **Wire Fencing and Fencing Standards.**—A South African firm of stock and mercantile brokers desires to be placed in communication with exporters of barbed and ordinary wire fencing and fencing standards.
223. **Wire and Wire Netting.**—A London firm makes enquiry for the names of Canadian manufacturers of wire and wire netting.
224. **Wooden Ware.**—A London firm of manufacturers' agents wish to get into communication with Canadian manufacturers of all classes of wooden ware.
225. **Wood-pulp.**—A north of England firm makes enquiry for the addresses of Canadian wood-pulp manufacturers.
226. **Woodenware, Handles, etc.**—A Birmingham manufacturer's agent wishes to secure agencies for Canadian manufacturers of hardware, woodenware, carpet brooms, wooden handles and similar articles. The enquirer has had extensive experience in handling this class of goods and can submit excellent references.
227. **Wrapping Paper.**—An Amsterdam firm will be pleased to get into touch with Canadian manufacturers of wrapping paper.
228. A Barbados firm of dry goods merchants asks for samples and quotations on wrapping paper suitable for their business.
229. **Agency.**—An Englishman with excellent Canadian references seeks agency of Canadian firms in Great Britain. Will handle any lines. Has had first-class commercial experience.
230. **Specialties.**—Mechanical engineer in British Columbia enquires for manufacturers of specialties suitable to the British Columbia market. Applicant has had extensive experience and has good connections.

#### SOUTH AFRICAN MARKET FOR PNEUMATIC CLEANERS.

The climate of a large portion of South Africa is very dry with frequent strong breezes. As the weather is generally fine and warm, windows and doors are open for the greater part of the day, and dust accumulates indoors very rapidly, requiring frequent house cleaning. Nearly all this class of labor is performed by native servants, who are not, as a rule, too careful in the handling of rugs, tapestries, furniture, and other household articles which are easily damaged.

There should be a market here for pneumatic cleaning machines, both hand and power. Outside the large towns in this consular district only hand-power machines could be sold, but in the towns both kinds should be handled to advantage. Best results can be obtained by sending personal representatives to secure reliable agents.—(*United States Consular Reports*).

## AMONG THE INDUSTRIES

William Clark, Montreal, will erect a packing plant at St. Remi, P.Q.

The Dow Cereal & Milling Co., Pilot Mound, Man., suffered a \$30,000 loss by fire recently.

James Armstrong, of Kincardine, Ont., will establish an upholstering factory in Guelph, Ont.

The Peel Lumber Co., of Stickney, N.B., suffered a loss by fire recently, amounting to \$30,000.

Geo. White & Sons Co., London, will erect another new building this year, at a cost of \$20,000.

A. O. Campbell, Vancouver, will erect a four-storey warehouse in that city, at a cost of \$48,000.

The Massey Harris Co. will commence building at once on their new warehouse at Lethbridge, Alta.

Kincardine has negotiations on with a company which is considering the location of a furniture factory in that town.

It is reported that the Atikokan Iron Company, Port Arthur, will add a foundry to their present plant, for the production of pipe.

Henry Birks & Sons, Ltd., have bought a property on Phillips Square, Montreal, in the vicinity of their present establishment, where they will erect a new factory building.

The Knechtel Furniture Company, Hanover, Ont., is building a new furniture factory in that town. A new line of furniture will be manufactured and the plant will employ about 150 men.

Mr. W. Henry Bell, proprietor of Bell's Galleries, has purchased the plant formerly occupied by the Northern Electric Manufacturing Co., on Aqueduct Street, Montreal, and will fit it up for the manufacture of fine furniture and wood decorations. Several hundred men will be employed.

Alexander Cross & Sons, Limited, who will operate a fertilizer plant in Sydney, N.S., are preparing now for building operations. The plant will cover about three acres of land and the buildings will cost over \$100,000. The equipment will represent another \$75,000. The fertilizer will be manufactured from basic slag from the steel plant.

The Belding Paul and Corticelli Silk Co., Ltd., has been incorporated with a capital of 2½ millions and will take over the business of the Belding Paul Co., Ltd., and the Corticelli Silk Co., Ltd., of Montreal, and the Cascade Narrow Fabric Co., Ltd., of Coaticook. Mr. Frank Paul is President and Mr. William McMaster Vice-President of the new concern, whose directors include also Messrs D. Lorne McGibbon and A. Haig Sims.

The Yale & Towne Mfg. Co., New York, have decided to establish a branch in Canada. St. Catharines, Ont., has been chosen as a location for the new industry and a site has already been purchased. It is expected that the factory will be built and equipped by the beginning of 1912. A subsidiary company, known as The Canadian Yale & Towne, Limited, will conduct the business in this country.

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HALIFAX    COBALT


## CANADA FOUNDRY COMPANY, LIMITED

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DISTRICT OFFICES

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RAILROAD BRIDGES




STEEL BUILDINGS




STEAM SHOVELS




WRECKING CRANES




AIR COMPRESSORS




ELECTRIC PUMPS




WATER TUBE BOILERS




GASOLINE ENGINE



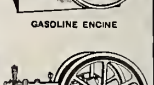
TURBINE PUMPS



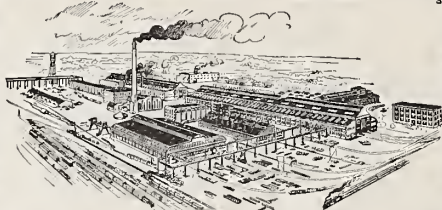
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DAVENPORT WORKS, CANADA FOUNDRY COMPANY, LIMITED




STONE CRUSHER




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DRINKING FOUNTAINS



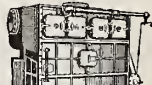
GATE VALVES




HYDRANTS




GATE VALVES SCREWS AND NUTS




COCHRANE HEATER




GAS ENGINE




ROAD ROLLER




BRONZE DOORS




CAST IRON PIPE




WATER TOWER




FIRE ESCAPE




WROUGHT IRON FENCES



BRONZE RAILINGS



STANO PIPE



FOUNTAIN

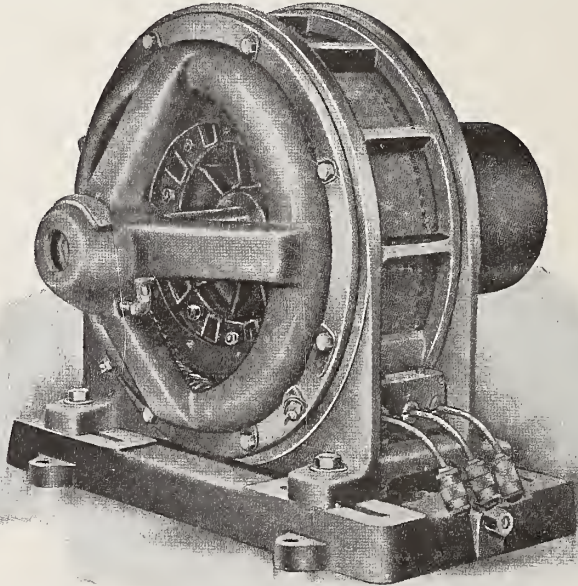
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# INDUSTRIAL CANADA

ISSUED BY

*The* CANADIAN MANUFACTURERS ASSOCIATION.

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No. 11

## INDUSTRIAL CANADA

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### COMMENT OF THE MONTH.

#### The Ninety Million Market Fallacy.

FROM the mass of argument and counter-argument over the reciprocity proposal, one idea has emerged with growing clearness, that the farmers of Canada have nothing to gain by reciprocity. The idea of a ninety million market when it was first suggested was striking. At first blush it looked as though the farmers of Canada would be having ninety millions of people knocking at their doors and bidding up the prices for their produce. Mature consideration has shown that the case is entirely different. The ninety million market theory would be all right providing the ninety millions were consumers of food products and not producers of them. Such is not the

case. The United States after providing for the industrial and non-food-producing population, have food products to export to a value of three hundred and fifty million dollars. Their ability to increase the annual production either by bringing new land under cultivation or by intensifying their methods, is practically unlimited. Wherein then is this additional market of benefit? Is the country which can send abroad annually animals to a value of \$17,447,735, breadstuffs to a value of \$133,191,330, fruits and nuts to a value of \$18,885,654 and meats and dairy produce to a value of \$131,893,269—is such a country going to buy its home supply from a foreign people? The idea is ridiculous. The United States is still predominately an agricultural country. The vast areas of the middle and far west are fertile and productive. The South is gradually being brought under crop and throughout the whole country the productiveness is increasing. The number of bushels of wheat grown to the acre is steadily rising. The United States does not need our farm products for home consumption. Not for generations will the demand in that country equal the supply. Therefore it is fallacious and a complete misstatement of facts to urge that Canada, if the present agreement is accepted, will have 90,000,000 more customers for her products. She will have the same number as before and they will be the same ones as before. Great Britain will, as in the past, be our mainstay. She is and will be our chief customer.

\* \* \* \*

AS is pointed out in a special article in this issue the proposals on the United States side are aimed at getting the benefit of our Western wheat. It is recognized by the millers and users of flour that a percentage of hard Canadian wheat must be mixed with their softer grades to make a good product. Favored by the better milling wheat in the western provinces a great milling industry is growing up in Winnipeg and other Canadian cities. The United States would prefer to see the investment of capital and the employment of labor occur in St. Paul and Minneapolis. "It would not be neighborly," writes M. H. Davis of the Bureau of Trade Relations at Washington, to the *North-Western Miller*, of Minneapolis, "to favor a move that would be destructive of Canada's milling interest, but we must recognize the

fact that if things go on as they have in late years, it will not be long before the major part of the export trade in flour from North America will be permanently lodged with Canada and that the increase in her milling capacity will be extensive. Already inroads are being made by Canadian mills on much trade in the Western Hemisphere that has heretofore been considered vouchsafed to mills of the United States." There is a plain statement of the situation. Reciprocity will transfer our milling industry to the United States; there our wheat will be ground into flour, for exportation to Great Britain. It is the old question of selling our natural resources as raw material and letting some other country get the benefit of manufacture, or of carrying on the manufacture as far as possible at home. This is not the case of an exotic industry. If there is one industry in the world which should be cultivated and developed in Canada it is the milling industry. One of the most serious charges against the reciprocity pact is that it will seriously affect our milling interests.

#### Less than Carload Shipments.

FOR years manufacturers have had the privilege of loading less than carload shipments on their private sidings. The practice has been of advantage to railways and manufacturers; the former were freed from the necessity of building large freight sheds and equipping them with cranes and supplying the requisite staff to handle this freight; the latter were saved the cost and trouble of carting their smaller shipments to the freight shed, which is often a long distance away. The situation which has grown out of this time-honored practice is briefly that manufacturers have been encouraged to put in industrial sidings at considerable expense to themselves on the understanding that they would be permitted to use them for less than carload shipments; while the railways would be entirely unable to handle the business through their freight sheds were they compelled to do so. They have not the warehouse room nor adequate handling facilities. If the expressed desire of the railways was acceded to to-morrow, they would be compelled to grant the old privilege to many shippers, because they alone would be able to load the freight into the cars. When the change was first decided upon, May 1st, 1911, was fixed on as the date upon which the new order should be effective. Owing to the request of the Canadian Manufacturers' Association, the Board of Railway Commissioners ordered the railways to postpone this date till July 1st. In the meantime strong representations have been made to the railways by the Association's Transportation Manager and it is hoped that in view of the actual conditions under which this service has been granted in the past, and the failure of the railways to make suitable provision for handling the business in any other way in the future, the order will not become operative on the date fixed.

#### Suggest Improvements in Building By-law.

TORONTO'S building by-law has been for years the despair of builders. There has been no lack of effort to reduce it to a workable basis, but no headway has up to the present been made. Stringent beyond the requirements of safety and lax where stringency is needed, it has increased the cost of building and has discouraged the erection of fire-proof structures. Last autumn the Engineers' Club invited representatives of the various bodies interested, including the Builders' Exchange, Associations of Architects and Engineers, and the Local Branch of the Canadian Manufacturers' Association, to examine the by-law and to formulate criticisms and suggestions for its improvement. The committee thus formed have shown commendable zeal and industry in the work which they set out to do, with the result that they were able to lay before the Board of Control a few days ago a report which not only points out the weaknesses of the present regulations but also suggests effective remedies and alternatives. The report shows that owing to unnecessary demands the cost of building is considerably higher than there is any need for. An estimate is made that each year over a million dollars is wasted in Toronto through the necessity of using materials in excess of that demanded by the best architectural and engineering practice. Instances are quoted where manufacturers who had projected extensive fire-proof buildings have been deterred from building them because of the heavy cost. Others have substituted buildings of inferior construction to the detriment of the cause of fire protection. The city has lost several industries for this reason. No criticism is made of the enforcement of regulations which put beyond all chance the risk of disaster, but there is a point beyond which the securing of safety becomes pure waste. In the thickness of walls and of fire-proofing, in the strength of floors, and in the strength of columns, the amount of material used is out of all proportion to the service required. A detailed statement of the clauses which are open to objection either on the ground of undue stringency or laxity is made in the report, with the recommendations of the committee for their correction. For the first time now all parties directly interested have united in recommendations for relief from existing hardships. The suggestions which have been made to the Board of Control bear the sanction and approval of engineers, architects and builders. It is to be hoped that the civic authorities will deal sympathetically with the report of the committee.

#### Windward Islands Service.

A CONTRACT has been signed by the Dominion Government and the Pickford and Black Steamship Company for a service to the West Indies, for one year commencing with June 30, 1911. The British Government withdrew their share of the subsidy, leaving \$65,700 only, which is Canada's contribution. A modified con-



tract has therefore been given, in view of the fact that no other agreement could be made in time to continue the service at the expiration of the present contract.

In the new contract there is to be a sailing from St. John and Halifax every 22 days, though the boat from St. John will call also at Halifax, thus virtually giving Halifax a service every eleven days as against a present service every twelve days from both St. John and Halifax. Under the new contract calls will be made at Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara, returning to Halifax and St. John alternately. Several of the smaller islands are cut out. They are always more or less a subject of annoyance by reason of the demands that the ships call there regularly, and yet there was very little freight.

#### How a Protective Tariff Helps.

**I**N the eighties Gresson and other French kid leather manufacturers were sending to the United States \$5,000,000 worth of shoe leather, charging for it 60 cents per foot. A protective duty of 20 per cent. was put on. Gresson kid did not go to 72 cents per foot. It dropped to 45 cents, and then to 40 cents, 35 cents and 30 cents. Thousands of men from France and elsewhere were put to work in the kid factories of the United States. Was protection worth while? J. G. Cleghorn, of England, manufactured linings for coats and employed in his factories 3,000 men and women. The United States put on a protective tariff and the Cleghorn factories were shut up. Three thousand were given employment in United States shops, making coat linings. Mr. Cleghorn's comment to a United States enquirer was: "You have the wise statesmen to keep your people employed." Then there is the case of men's gloves. The largest English manufacturer of gloves lost 80 per cent. of his business with the United States when a duty was put on this item. What was the result? Before the tariff was enacted these gloves sold for \$1.25 a

pair. Afterwards the price was \$1 for the same glove. Pearl buttons were imported into the United States in immense quantities. A protective tariff was put on and the banks of the Mississippi hummed with the industry of many pearl button factories. The whole industry was transported to the United States and the shells which lay for generations valueless were turned into articles of commerce. And the price dropped below what it was before the tariff was put on. Canada is entering upon her industrial career. Such lessons as these from the United States are illuminating.

### Perilous Pruning



### Encourage Industrial Investigations.

**F**OR the encouragement of research work towards the solution of manufacturing problems, the graduates of the Engineering Department of the University of Toronto have founded two fellowships to be continued for the next three years, and to be granted to men who, having graduated in Science, have been engaged in practical industrial work for some time. Where such a man has met with a problem which requires for its solution considerable time and the use of extensive equipment, he is eligible for one of these research fellowships. He states his problem and a committee of graduates decide whether it is of sufficient importance com-

mercially to justify the expenditure of time and money required for its investigation. The fellowships will be awarded with a view both to the largeness of the problem and the capacity of the applicant for research work. The idea of those who have been chiefly instrumental in initiating the present movement in Toronto has been that of bringing the university and the manufacturer closer together. Many manufacturers are confronted with problems which to them are incapable of solution. They may not have need for an expert chemist or scientist in any other line, except for this one problem, and they have

no laboratory nor equipment. In such cases a great service can be rendered by the university, which has its complete equipment and which has among its graduates men who are peculiarly fitted by training and natural ability to carry on the requisite investigations. In some universities on the continent valuable results are being attained in this way. Several months ago a description was given in *INDUSTRIAL CANADA* of the work carried on by Prof. Duncan of the University of Kansas. In that case manufacturers, by the payment of certain sums, are able to get the services of graduates and the equipment of the university. As a result many valuable discoveries have been made which have redounded to the benefit of the manufacturers and of the general public. It is to be hoped that the experiment which is about to be tried by the graduates of the Faculty of Applied Science of the University of Toronto may result in a similar broadening of the idea and that there may develop a closer relationship between the manufacturers and the university.

#### Intensifying Competition.

“THE export trade” says Dun’s *Review of Business Conditions in the United States*, “is much more vigorous than the domestic, because manufacturers, no longer finding the home market for their goods sufficient, are diligently seeking outlets abroad, and this is a process which is sure to be eventually beneficial to business as a whole.” Exports, the report goes on to say, continue to expand, and imports to decline. The effect on Canadians of that increase in United States exports and decrease in imports is not difficult to find. Already this market is being invaded by the products of United States mills. The industries which have been most affected across the line have been the iron and steel and allied manufactures. The result has been a competition in Canada from outside sources such as has seldom been experienced before. Canadian manufacturers in several lines are to-day fighting an uphill fight. They are maintaining the contest and are keeping their plants in operation in the hope that business in the United States will take a turn for the better and that a reviving home demand will turn the attention of producers from the Canadian market. Such expectations have little to justify them. The last month in the United States steel trade was a great disappointment. Enquiries are falling off and furnaces are being blown out. Under the circumstances it would appear inevitable that Canadian producers will feel the effect of unfair competition to a greater degree even than now—unfair competition, because it consists in the dumping of surplus products into this market.

\* \* \* \*

IT is a matter of history now that in the business slump of 1907 the trouble was precipitated by the bad fiscal conditions obtaining in the United States. Canada at the time was going ahead on the flood tide of prosperity.

Immigration was large, building operations were on a big scale, producers of all classes were finding difficulty in keeping up with their orders. Nothing within Canada itself provided any reason for a panic. Yet it came and it hit Canadian interests hard. With the tariff protection that then existed manufacturers were able to meet foreign competition, because foreign competition was fair and was based on legitimate values. When the blow fell in the United States the prosperity of Canada was shaken by the dumping of under-valued goods into this market. There was a lesson in that hard dry spell which culminated in the closing of mills and the unemployment of labour during the bad year of 1907. It became apparent that a close business relationship between the countries would drag Canada into the slough of every depression to which the United States electoral, banking or fiscal conditions make them so liable. Freedom from the baneful effects of United States business influences should be the goal of our legislative and fiscal policy. A prosperity which flourishes while competing nations are too busy at home to enter our market, but which fades away before every reaction abroad, is no sure basis for national development. Yet that is the position towards which present tariff changes are tending. Normally Canada enjoys all the conditions which make for general prosperity, an immense area of fertile land coming under cultivation, unlimited resources, mineral, timber and others, being developed, construction work going forward. All that is required is an assurance that no one class or section will be thrown out of employment. So great is the inter-relation of industries that depression among the farmers or the artisans or any other part of the population, would be reflected in a depression in all other lines. Manufactures, by means of a moderate tariff, are given an opportunity to become established. It would be a calamity to the whole country if they were made the victims of every industrial blast that shook the prosperity of foreign commerce. The best fiscal policy is the one which will make our prosperity the least dependent upon outside influences.

#### The Annual Meeting.

TORONTO has been chosen as the Association Convention City for 1911. It was decided that it would be better to defer accepting the invitation of the manufacturers of Ottawa until the new hotel, the Chateau Laurier, should be ready for occupancy. This will not be until the end of the present year. This year’s convention from a business standpoint will be of greater importance in many ways than any of its predecessors. The tariff question has been projected into the foreground through the introduction of the reciprocity proposals. No doubt this will prove the most important item on the agenda, and the Association’s policy will have to be enunciated once again with all the strength of its whole membership. Considering the urgency of the business to be brought before the convention, the Executive Council have asked

that social features be minimized with a view to giving as much time as possible to business discussions.

**What Manufacturers Represent.**

**T**RUSTING to the accuracy of the statistics used by a pamphleteer, the *Victoria Times* has been led to comment on the value of manufactures to Canada in a way which we believe it would have shunned had it been in possession of more trustworthy figures. In a recent article discussing reciprocity it quotes the statement that the number of factories employing five or more hands decreased from 14,650 in 1891, to 12,547 in 1906, and that the number of employees decreased during the same period from 78,593 to 69,466. On the face of it the showing does not look good, but this just goes to prove the mistake of accepting statistics without verification or qualification. In the first place the figures quoted are intended to be for the years 1900 and 1905, not 1891 and 1906; a slight discrepancy, but not the worst error into which the writer has fallen. For instance the numbers of employees did not decrease in fifteen years from 78,593 to 69,466, but on the contrary increased in the five years from 1900 to 1905 from a total of 339,173 to a total of 383,920. For these statistics we refer to page 15 of the Government Census Report on Manufactures. The apparent decrease in number of individual factories is explained in two ways; in the first place, following the universal trend of industrial organization, amalgamations have been very general; in the second place, owing to a difference in the method of taking the census, various departments of individual manufactories in 1900 were not infrequently scheduled as separate shops. But it is mani-

festly not the number of factories which counts, but their size, the amount of investment, the number of employees, the amount of their wages, and the annual output. One factory employing a thousand men is of more value to the country than five employing a hundred each. A reference to the census reports of 1900 and 1905 shows us that the figures for the two periods were:

	1900	1905
Employees .....	339,173	383,920
Wages .....	\$113,249,350	\$162,155,578
Capital invested ..	446,916,487	833,916,155
Value of products.	481,053,375	706,446,578

**In the Reciprocity Polar Seas**



Canadian Farmer, of the Ship "Home Market": "Skipper Fielding will have to back out of this if we wish to preserve the ship."

That the capital invested in manufacturing industries, a large portion of which was brought in from foreign countries, should have almost doubled in five years, and that the resulting output of manufactured goods should have increased in the same short period by seventy per cent. is a matter for congratulation. It indicates a development of our natural resources and a broadening of our interests. What is of no less importance, it represents a payment of \$162,155,578 to workmen, an increase of 43 per cent. in five years. That this year's census will show a similar development is confidently expected. A better condition could scarcely be asked.

**Develop Older Canada.**

**A** FAILURE to develop the vast clay belt that runs through Northern Ontario will soon become unpardonable. Ontario has opened an office in England. The result of that action should be the rapid colonization of a section that has gone unpeopled already altogether too long. It is not creditable to the province that while the prairies of the West were being settled with a rapidity never before known, a country no less rich agriculturally, but with the tremendous additional advantage

But it is mani-

of propinquity to the largest consuming population of Canada, the industrial centres of Ontario and Quebec, should have been left uncultivated. Now the Grand Trunk Pacific is being built through the heart of this fertile district; over much of its breadth the steel is already laid. Finally the Government has decided to give such guarantees as will make possible the construction of a line by the C. N. R., running between the C. P. R. and the G. T. P. These railways will give the settlers such a service as was enjoyed by few of the pioneers in the West. Besides the three transcontinental lines running east and west, the Ontario Government road, the T. and N. O., runs down from a point on the G. T. P. and connects with lines to Toronto. The Canadian Northern and the G. T. P. will run branch lines to connect them with the markets of the older settled country. Here is a work for aggressive statesmanship. The market which the northern clay belt will offer will be, to the extent of its area, far more valuable than the Canadian West. There the Eastern manufacturer is met with a competition from Chicago and St. Paul that minimizes profits, without benefiting the consumer, for it is the high cost of transportation to the West rather than a desire for extortionate profits which places the eastern producer at a disadvantage. The transportation problem is the big problem of the West. But the manufacturers of Ontario and Quebec will be nearer the Northern Ontario consumer than any of their United States rivals. The distance is not far, so that freight rates will be comparatively small. All classes of manufactured goods should in consequence be cheaper there than in the West. The farmers who take up land there have a double advantage over their fellows in the prairie provinces, cheaper supplies and a closer market. Is Ontario publishing these advantages to intending immigrants?

#### U. S. Farmers and Protection.

THE farmers of the United States have been given an opportunity through the present reciprocity agitation to show their real feeling on the subject of protection. An element in this country has been wont to set the farmers up against the manufacturers, to say that the tariff protection enjoyed by manufacturers was afforded at the expense of agriculture, and that the farmers were just waiting an opportunity to burst the chains with which they were bound. But what are the facts? In no country in the world has the principle of protection to industry been carried to such great lengths as in the United States. On many articles the tariff runs up to one hundred per cent. or higher. This has been the condition almost continuously for a generation, so that there has been ample time for the people to learn the merits or demerits of the system. Yet the reduction in the tariff proposed in the Reciprocity Agreement has met with practically unanimous opposition among the farmers of the United States. They want well enough left alone. They know the prosperity which they have enjoyed in common with other classes of the population under the present system, a pros-

perity which is based on full employment for all with an expanding home market. Such prosperity is not to be jeopardised lightly. The farmers of the United States know from experience that there is one outstanding test of the success of any system of economics. Give us a system, they say, which will afford the opportunity of work to every citizen, the opportunity of work presupposing a scale of remuneration which will be adequate to the service and to the cost of living. Providing all citizens are profitably employed, what is lacking for prosperity? Judging the protective system as in force in the United States by this standard the farmers are in no doubt as to its success. Therefore they have protested with all their force against a deviation from that system. We in this country should profit by the experience of the United States.

#### Developing a Market in Argentina.

MR. H. R. POUSSETTE, who has been transferred as Canadian Trade Commissioner from South Africa to South America, is now in Canada getting in touch with manufacturers before taking up his new work. The trade of Argentina, which will be the special sphere of Mr. Poussette's activities, is well worthy of the close study of firms who are interested in export trade.

#### Mr. Grigg's Report.

AS was to be expected, the annual report of Mr. R. Grigg, British Commissioner to Canada, is of a masterly character. Mr. Grigg has made a close study of the trend of Canada's imports and exports during recent years and his deductions and comments are illuminating. He finds that the relative positions of Great Britain and the United States have not materially changed during the last five years. Great Britain has shown a fractional advance on the percentage of the whole sales of outside countries to Canada. In bulk, of course, great increases have taken place. Of manufactured goods, in 1910 Great Britain sold us 41.4 per cent. of what we imported, against 40.7 per cent. in 1906. To the preference Mr. Grigg attributes considerable of Great Britain's success in the Canadian market. The report gives a minute examination of our purchases and our borrowings, and suggests a connection between them, to which reference has been made before. Our immense borrowings from Great Britain are, for the most part, for Government and Municipal bonds and railway stocks, and are not necessarily followed by purchases in that country. The United States investments in Canada are in industrials and do actually develop a great market for United States goods. Even in this particular, however, a change is beginning to be felt. Mr. Grigg discusses the general subject of transportation with particular reference to the effect of the shipping rings on our trade with Great Britain. It is worthy of notice that South Africa is taking strong action to curb the discriminatory features of the work of the steamship companies. Similar action may become necessary in the case of Canada. So great an interest has developed in the report that the first issue has been exhausted and a second edition is now on the press.

# EXECUTIVE COUNCIL HOLD REGULAR SESSION

Commend Government on Naval Programme—Some Customs Decisions—Railways Threaten to Discontinue Allowances for Dunnage—Where Express Companies will make Deliveries—Steamship Service to West Indies—What does Copyright Bill mean?—New Members Accepted—Arrangement for Convention Completed—Industrial Canada Makes Progress.

The regular monthly meeting of the Executive Council was held in the Council Chamber of the Board of Trade, Toronto, at 2 p.m., Thursday, May 18th.

In the absence of the President and Vice-President, the Ontario Vice-President, Mr. W. B. Tindall, presided, and there were also present: Messrs. Henry Bertram, Dundas; Geo. Booth, Toronto; Geo. Bridgen, Toronto; S. B. Brush, Toronto; P. H. Burton, Toronto; H. H. Champ, Hamilton; S. H. Chapman, Toronto; J. A. Coulter, Ingersoll; E. J. Davis, Newmarket; L. V. Dusseau, Toronto; W. L. Edmunds, Toronto; J. F. Ellis, Toronto; R. D. Fairbairn, Toronto; Atwell Fleming, Toronto; W. K. George, Toronto; R. S. Gourlay, Toronto; E. G. Henderson, Windsor; T. S. Hethrington, Quebec; A. E. Kemp, Toronto; R. McLaughlin, Oshawa; J. A. McMahon, Hamilton; W. K. McNaught, Toronto; C. M. Murray, Toronto; S. R. Parsons, Toronto; C. S. J. Phillips, Montreal; J. D. Rolland, Montreal; T. A. Russell, Toronto, and S. M. Wickett, Toronto.

The minutes of the April meeting were taken as read and published in INDUSTRIAL CANADA.

Communications were read from the following members regretting their inability to be present: Messrs. W. H. Rowley, N. Curry, J. P. Murray, S. W. Ewing, C. C. L. Wilson, D. J. Fraser, C. H. Waterous, H. O. Kerr, Frank A. Rolph, J. M. Taylor, J. P. Edwards, Geo. C. Copley, Carl Riordon, J. P. Myler, Alex. Saunders.

## REPORTS OF OFFICERS AND COMMITTEES.

The Treasurer, Mr. Geo. Booth, presented his report, showing a balance carried forward from the previous month of \$16,117.96; receipts for the month of April, \$3,686.19; disbursements, \$4,247.48; leaving a balance on hand on May 1st of \$15,556.67.

Mr. Booth explained that the balance in the bank had been reduced by \$10,411.09, the amount of the investment made under instructions from the Council last month.

## FINANCE.

The report of the Finance Committee recommended the payment of the usual monthly accounts, totalling \$1,737.22. It also stated that the investment of \$10,411.09 had been made in the City of Stratford bonds to yield 4½ per cent. interest. It was adopted on motion of Messrs. Davis and Kemp.

## TARIFF.

The report of the Tariff Committee, as read by Mr. Russell, was as follows:

### Canadian Naval Programme.

It affords your Committee much pleasure to report that in respect to the Canadian Naval Programme, the conditions of contract provide that the hulls of the vessels, the propelling engines, and the boilers must be built in a shipyard established in Canada, and the materials and the machinery used in the construction and equipment of these vessels must be of Canadian manufacture, when possible, and in any case must be manufactured within the British Empire.

## Departmental Decisions.

*Iron Safety Valves* imported for use on boilers are rated for duty under tariff item 454, British Preferential rate, 20%; General Tariff rate, 30%.

*Creosoted Planks, planed on one side*, are considered to be dutiable under item 506 of the tariff, General Tariff rate, 25%.

*Shades or Canopies of Gas or Electric Lights*, made from decorated or stained glass, and leaded, have been ruled to be dutiable under item 326 of the tariff, British Preferential rate, 20%; General Tariff rate, 32½%.

*Dog collars of all kinds* have been declared dutiable under the terms of item 612 of the tariff, British Preferential rate, 20%; General Tariff rate, 30%.

After a suggestion by Mr. Russell, that the policy of the Dominion Government with regard to the building of the vessels for the Canadian Navy should be publicly endorsed by the Association, had been approved, the report was adopted on motion of Messrs. Russell and Champ.

## RAILWAY AND TRANSPORTATION

### New Regulation for Weights—Less than Carload Shipments—Express Deliveries.

The report of the Railway and Transportation Committee, as read by Mr. Bertram, was as follows:

### Weighing Carload Traffic—Allowances from Track Scale Weights.

As reported last month, the railways proposed to discontinue on and after May 1st making any fixed allowance for variation in tare of cars, absorption of moisture, accumulation of ice and snow, etc.; also for blocking, dunnage or temporary racks used in connection with shipments of agricultural implements, machinery, street cars, vehicles or stoves. The only exceptions to the above were:

An allowance of 500 lbs. for standards, strips, stakes, supports and temporary racks on flat or gondola cars, if loaded with carload shipments requiring their use, and 1,000 lbs. for temporary racks on flat or gondola cars loaded with shipments of bark.

The allowance of 500 lbs. for stakes, etc., was made in compliance with an order of the Railway Commission in our application regarding staking of flat cars.

Although a meeting was suggested to the railways to discuss the above, they did not think one necessary. In view of this an application was made to the Railway Commission to suspend the new tariffs until those interested could have an opportunity to be heard. The Board saw the justice of the application, and made an order postponing the effective date of same until July 1st, 1911. All those interested have

been communicated with and requested to file their objections without delay with the Transportation Department.

The Commission will hear evidence and argument in support of and against the changes proposed at a sitting in Ottawa on June 20th.

#### Loading Less than Carload Freight on Industrial Sidings.

Your Committee has instructed that another letter be sent out to interested members on this subject; also that the manager see his railways and ascertain whether or not they would be willing to enter into a reasonable arrangement in respect to this service.

#### Staking Flat Cars.

Your Committee has taken further action in regard to the order of the Board *re* staking of flat cars. The order provides for an allowance of 500 lbs. as part of the tare of the car for the weight of same, but does not say who shall pay for the stakes. This is being gone into.

#### Express Delivery Limits.

The Railway Commission has made the following order in the above matter:

"Upon considering the matter and after hearing what was alleged by Counsel for the Dominion Express Company and representatives of the Canadian Northern and Canadian Express Companies,

##### IT IS ORDERED,

1. That on and after June 1st, 1911, it shall be the duty of all express companies subject to the jurisdiction of the Parliament of Canada, in all cities, towns or villages, where such companies now or hereafter have collection and delivery services, to collect and deliver traffic at and to all points within the municipal boundaries or limits of such cities, towns or villages, and after that date all existing 'delivery limits' shall be abolished.

2. Leave is reserved to the said companies to at once apply to the Board for the establishment of reasonable collection and delivery zones in cities, towns or villages (if any) that for any special reasons it might be unreasonable to require collection and delivery services to be made throughout the entire area thereof.

3. Upon such application (if any) the companies shall file with the Board a map or maps showing the limits proposed by them, and furnish all other necessary information to enable the Board to determine the reasonableness thereof."

#### Cartage of Plate Glass.

The railways some time ago discontinued carting glass in boxes the outside dimensions of which were over ten united feet. After negotiations, it has been arranged to reinstate the conditions in effect prior to the change, namely, the companies will cart glass in packages up to five feet in height. Anything above that is to be handled by the shipper or consignee.

#### Windward Island Service.

The Department of Trade and Commerce advises as follows: A contract has been entered into with Picford and Black for one year from June 30th next for a service between Canada and the West Indies. The service will be somewhat limited in view of the British Government having withdrawn their portion of the subsidy. The new contract calls for a sailing from St. John and Halifax every twenty-two days, though the boat from St. John calls at Halifax, virtually giving Halifax a service every eleven days as against a service

every twelve days from St. John and Halifax. Calls will be made at Bermuda, St. Kitts, Antigua, Barbadoes, Trinidad and Demerara, returning to Halifax and St. John alternately. Several of the smaller islands are cut out.

The report was adopted on motion of Messrs. Bertram and Parsons.

## PARLIAMENTARY

### Extra-Provincial Companies' Acts in the West— Test Case Under British Columbia Act.

The report of the Parliamentary Committee, as read by Mr. Fleming, was as follows:

#### New Copyright Act.

A new Copyright Act having been introduced in the Dominion Parliament, a meeting of publishers who are members of the Association was held on Wednesday, the 10th May, to discuss the operation of the Act, and to consider the advisability of taking steps by way of representing the publishers' interests when the bill comes up for consideration in Committee. The greatest difficulty in connection with the Act is that of ascertaining the precise operation and effect of its provisions, the Act being drafted in a form entirely different from that of the old Act. It was resolved that the Legal Secretary should endeavor to secure an authoritative interpretation of the provisions of the Act for further consideration. In view of the early adjournment of the House, it is not likely that the measure will be proceeded with for some time, and it is proposed, in the meantime, to ascertain the views of the publishers as to the advisability of having the matter dealt with on their behalf by the Association.

#### Workmen's Compensation.

Communications were received from the National Association of Manufacturers of the United States urging that the Canadian Manufacturers Association should be represented at the conference to be held in New York on the 15th, 16th and 17th May upon the subject of Workmen's Compensation. The conference is to receive and consider the reports of the Commissioners who have been investigating the compensation systems of Europe. The Committee thought it advisable that the Association should be represented, and therefore instructed Mr. Wegenast to attend, and if possible report to this month's meeting of the Executive Council.

#### Amendment to Saskatchewan Foreign Companies Act.

The Legislature of Saskatchewan at the session just closed has passed an amendment to The Foreign Companies Act requiring foreign companies to pay annual registration fees in addition to the initial fee required to be paid by extra-provincial companies carrying on business in the province. This Act on the part of the Saskatchewan Legislature indicates the general trend of legislation on the subject of extra-provincial licenses, the tendency being in each province to increase restriction upon business carried on by extra-provincial companies, because of license fees imposed by local municipalities in Saskatchewan. The operation of the local by-laws is being investigated by the Legal Secretary.

#### Amendment to Manitoba Extra-Provincial Licensing Act.

An Act has also been passed by the Manitoba Legislature annulling the licenses of companies from other provinces in which Manitoba companies are denied licenses and privileges

corresponding to those enjoyed by extra-provincial companies in Manitoba. This Act is to be brought into force on proclamation by the Lieutenant-Governor. It appears to be aimed directly at the Province of British Columbia, which is the only province where the legislation relating to extra-provincial companies is more drastic than that of the Province of Manitoba.

**Test Case Under Companies Act.**

In reply to a question of Mr. Henderson's, Mr. Wegenast explained that the test case was progressing slowly towards a hearing by the Supreme Court owing to the fact that the Provinces were doing all they could to prevent the hearing. They had carried an appeal to the Privy Council as to the jurisdiction of the Supreme Court in this matter. Mr. Wegenast stated that the Association would be represented when the hearing came up, and that he was in communication with his London agents regarding it. Mr. Fleming explained that Mr. Wegenast had just returned from the Convention of the National Association of Manufacturers in New York City, where he had listened to the report of the Workmen's Compensation Commission, which had returned from making a study in Great Britain and on the Continent. It was decided that Mr. Wegenast should prepare a formal report for presentation at next month's meeting.

The report was then adopted on motion of Messrs. Fleming and Chapman.

**FIRE INSURANCE**

**Report on Unlicensed Insurance—Annual Report of Superintendent of Insurance—Future Policy of Department.**

The report of the Insurance Committee, as read by Mr. Fairbairn, was as follows:

**Report to Government on Unlicensed Insurance.**

Reference was made to this subject in our March report. By the Act of 1910 it was provided that on or before March 1st a return should be made to the Dominion Government of all unlicensed insurance taken during the year ending December 31st previously. A circular was sent out to all members of the Association in due time advising them of this provision of the Act.

It will doubtless be of interest to the members to know that the returns made to the Government have been tabulated and the following summary is now furnished as a matter of information:

Total amount of insurance placed in unlicensed	
Companies, as reported .....	\$179,860,576
Nature of Insurers. ....	Amount of Ins.
Lloyd's Associations .....	\$51,984,525
Reciprocal Underwriters .....	13,528,678
Mutual Companies .....	74,905,639
Stock Companies .....	34,537,805
Not specified .....	4,903,929
	<hr/>
	\$179,860,576

The aggregate total of the insurance effected in Canada with Companies licensed by the Dominion Government during the same year was \$1,815,289,605, so that apparently over 90 per cent. of the total insurance of the country was taken by licensed offices.

**Annual Report of Superintendent of Insurance.**

Although we have not received any assurance from the Minister that the memorials of the Association and various Commercial Bodies, urging much earlier issue of the Blue Book, will be acquiesced in, we have pleasure in stating that the first or preliminary abstract has this year come into our hands about a month earlier than last year, and it is hoped this may be accepted as a partial answer of the Government to our request, and a forecast that the completed Blue Book will have a correspondingly earlier issue. The agitation seems to have stirred the Department up if it has not accomplished all we hoped.

**National Fire Protection Association.**

The Annual Meeting of the National Fire Protection Association will be held in New York on May 23rd, 24th and 25th, and the Committee has instructed the Manager of the Department to attend the same as the representative of this Association.

**Resignation of Mr. B. L. Anderson.**

The Committee has received with regret the resignation of Mr. B. L. Anderson, the Assistant Manager of the Department, and they have accepted the same subject to the approval of the Council. The Committee desire to record their appreciation of the excellent services rendered to the Association, through the Insurance Department, by Mr. Anderson during the last four years.

It is probable that the Committee will require to make recommendations to the next meeting of the Council concerning the future policy and administration of the Department.

**RECEPTION AND MEMBERSHIP**

**Seventeen New Members Admitted—Arrangements for Convention—Booklet Descriptive of Association.**

The report of the Reception and Membership Committee, as read by Mr. McMahon, was as follows:

At the regular monthly meeting of the Reception and Membership Committee the following seventeen applications were recommended for acceptance:

- Berlin, Ont.
- Pollock Mfg. Co., Limited—Talking Machines.
- Danville, Que.
- Danville Mfg. Co., Limited—Shoe Shanks, Clothespins, etc.
- Hamilton, Ont.
- Tucketts, Limited (J. W. Lamoreaux, 2nd member).
- Lindsay, Ont.
- Canadian Handle and Wood Turning Co.—Woodenware, Excelsior.
- Montreal, Que.
- Bell's Galleries—Fine Furniture.
- Canadian Coconut Co.—Coconut.
- Dominion Architectural Ironworks, Limited—General Architectural Ironwork.
- R. J. Levy—Oxygen, Nitrogen, etc.
- The Livingstone Mfg. Co.—Sheep-lined and Fur Clothing.
- J. P. O'Shea & Co.—Mirrors and Cut Glass.
- Geo. Phillips & Co., Limited—Cut Glass.
- Sclater Asbestos Co.—Asbestos Goods.
- Scotstown, Que.
- Guelph Patent Cask Co., Limited—Thin Lumber for Casks, etc.

Toronto, Ont.

The Carswell Co., Limited—Publishers, Printers and Binders.

Superior Portland Cement Co. (A. Rogers)—Portland Cement.

United Drug Co., Limited—Rexall Remedies, Harmony Perfume.

Welland, Ont.

Welland Machine & Foundries, Limited—Hoisting Machinery.

#### Resignations.

The following ten resignations were recommended for acceptance, good and sufficient reasons having been given in each case:

Goderich, Ont.

Kensington Furniture Co.

Hamilton, Ont.

Canadian Axminster Co., Limited.

Montreal, Que.

Eaves Brothers.

Newburgh, Ont.

Thomson Paper Co.

Orangeville, Ont.

The Superior Portland Cement Co.

Quebec, Que.

The Turner Lumber & Pulpwood Co.

Toronto, Ont.

Modern House Mfg. Co.

Phillips & Wrinch.

Vancouver, B.C.

The Imperial Shingle Co., Limited.

Kelly, Douglas Co., Limited.

#### Convention Dates.

In accordance with the decision reached at the last meeting of the Council your Committee has arranged for the holding of the 1911 Convention in Toronto, and would recommend that it be held on Tuesday, Wednesday and Thursday, September 19th, 20th and 21st. The headquarters will be at the King Edward Hotel, and the arrangements will be practically the same as those which prevailed four years ago.

#### Association Booklet.

The new Association booklet has been received from the printers, and is being distributed to all members and non-members this week. It is being translated into French for the French members and non-members.

It was adopted on motion of Messrs McMahon and Murray.

#### Industrial Canada.

The report of the INDUSTRIAL CANADA Committee, as read by Mr. Phillips, was as follows:

The INDUSTRIAL CANADA Committee held its regular monthly meeting this morning at 11 a.m., when a number of subjects of importance to the paper were taken up.

#### A Favorable Financial Statement.

Financial reports were presented showing surplus earnings for the May issue of \$487.78 and for the ten months ending with May of \$4,904.10. The cash surplus for nine months ending April 30th was \$3,685.73.

Collections on account of the Canadian Trade Index are now almost completed, less than one hundred dollars remaining outstanding. The accounts for this publication have also

been all paid, with the exception of some distribution charges in foreign countries.

With the May issue INDUSTRIAL CANADA resumed the publication of the Executive Council proceedings. Next month these will be published immediately after the editorials, where it is believed they will be most prominent.

It was adopted on motion of Messrs. Phillips and Chapman.

## MONTREAL BRANCH

### Preparations for Annual Meeting—Proposed Changes in Constitution and By-Laws.

THE Annual Meeting of the Montreal Branch has been fixed for June 20th, when the reports of the year's work will be submitted and new officers and committees for the coming year elected. It has been decided to hold the meeting this year in the evening, and, if a sufficient number of the members are agreeable, to precede it by an informal dinner. It was thought that a larger and more interesting meeting will be the result of such a gathering than if the usual mid-afternoon meeting were held.

Besides the usual Executive report, outlining the work of the past year and suggestions for the coming year's work, the members of the Branch will be called on to consider several important changes in the by-laws. At the May meeting of the Montreal Executive the report of the Special Committee on Branch by-laws was adopted with some slight amendments. This report included a draft resolution recommending the abrogation of all the resolutions which have formed the by-laws of the Branch for purposes of internal administration, and the adoption of a complete set of new by-laws. This resolution will be placed before the Annual Meeting with the recommendation of the Committee for approval. Briefly the changes suggested are:

(1) The reduction of the number of elective members of the Executive from 22 to 16 and of ex-officio members by limiting the term of a past president or past chairman to one year after retirement from office, the net result being a reduction in the total membership of the Committee from 33 to 19.

(2) The extension of the number of standing committees from 2 to 4.

(3) To provide for four general meetings of the members throughout the year instead of one only.

An arrangement has been reached with the Provincial authorities in regard to the new foundry regulations recently enacted, whereby a complete inspection of the foundries of the province shall be made, and further conferences held with the foundrymen before the regulations are made effective.

## TORONTO BRANCH

### Arrangements for Toronto Exhibition—Revision of City Building By-Law.

The exhibition representatives report that a most satisfactory arrangement has been made for the administration of the various buildings at the Toronto Exhibition this year. The following gentlemen, selected from the Association's representatives, will act as Chairmen of the buildings specified:

Manufacturers' Building ..... Mr. Geo. T. Irving.  
Process Building ..... Mr. John Firstbrook.  
Transportation Building ..... Mr. L. L. Anthes.  
Manufacturers' Annex ..... Mr. S. B. Brush.



Machinery Hall ..... Mr. Wm. Inglis.  
 Open Air Exhibits ..... Mr. Ed. J. Freyseng.

The exhibits have been allotted space, and the prospects are bright for a successful year.

The Committee which has been working on a revision of the city's building by-law has completed the first part of its labors, and a report has been prepared for submission to the Board of Control. A copy of this report has been forwarded to each member of the Toronto Branch Executive, with the suggestion that every effort be made to have the suggestions contained in it accepted. Only when the by-law is satisfactorily revised will the Committee consider that its work is done.

The Harbor Commission Bill has passed the House of Commons, and it will soon devolve upon the City Council to name representatives on the board. The Branch has received assurances that a manufacturer will be one of the city's representatives. A Committee of the Executive will follow the matter up, and will lend its aid in the choice of a strong representative.

The Toronto Branch Executive learned with great satisfaction that the Convention of the Association will be held in this city this year. While submitting to the recommendation of the Executive Council to make the meeting this year consist largely of business sessions, the local members will provide such hospitality as time will permit.

The Annual Meeting of the Branch will take place on July 13th, at the Island home of the Royal Canadian Yacht Club.

**CHUTES AS FIRE ESCAPES.**

A correspondent in New Jersey writes to ask if we will not give our opinion as to the life-saving value of chutes, properly installed in factories, department stores or other buildings that are crowded with occupants. We gladly do so; for we believe that in simplicity, safety and capacity to handle large numbers of people, the chute offers the very best means of escape for a panic-stricken crowd.

The chute form of fire escape consists of a smooth, metal-lined, inclined plane, of sufficient width to permit the passage of several persons, and whose inclination is such as to insure that gravity will carry the body safely and surely to the upcurved landing at the bottom. For factory buildings it has the advantage that the occupants are perfectly familiar with its operation, and will not hesitate to trust themselves to the descent; for the chute is one of the most popular forms of entertainment among those factory operatives who probably constitute the majority of the holiday crowds at such places as Coney Island.

The question of finding the necessary space for a sufficient number of chutes to handle the population of a crowded building is not so difficult as might at first thought appear. The most practicable chute would be that which consists of a spiral slide inclosed within a tube. The tube need be only a few feet in diameter; and it would be possible to erect several of these against the inner walls that front upon the central court or well. In cases where this was not practical, a separate fire tower, occupying the space now given over to the treacherous stairways, and shut off from the main building by iron doors, could be utilized for the erection of the chutes.

The speculative builder, it is true, might raise objections on the score that too much valuable space would be required for such devices; but we dare to believe that the growth of humanitarian considerations has reached such a point that, if the building departments of our cities were to make the provision of commodious fire towers an indispensable requirement of the building laws, they would be enthusiastically backed up by public opinion.

The chute is the ideal fire escape. The present exterior fire escapes are liable to be cut off by flame, smoke or asphyxiating gases; the same causes may shut off the elevators; interior stairways may be blocked; but the chute inclosed in its metal tube and built within a fire-protected tower, offers a certain escape to the ground of every occupant that may reach its upper entrance.—*The Scientific American.*

**AGRICULTURAL MACHINERY IN BRAZIL.**

A report of the Austrian Consul at Porto Alegre in Rio Grande do Sul, Brazil, states that the extension of rice cultivation has given a great impetus to the use of machinery in agriculture, so that a steady increase in the imports of these goods is to be expected. Should the efforts which are being made by the government to introduce wheat growing on a large scale meet with success, the demand for agricultural machinery and implements will be still greater. An increase in the imports of general machinery is also to be expected owing to the continued extension of the use of electric light and electric power. English, German, and American manufacturers are the chief suppliers of these goods. German steam locomotives are used, especially for pumping, in the cultivation of rice. Ploughs, harrows, cultivators, hay-presses, mandioc-presses, rice-husking machinery, etc., are mostly of German and American origin, although various tools and machines for local use are made in small factories in the country. The need for ploughs and harvesters is not yet common, as more than half the cultivated land has still to be worked with mattock and spade, owing to the tree-stumps of the original forests, which still remain in the ground. With the removal of such hindrances to cultivation, the use of ploughs and other implements will become more and more extensive.—*Chamber of Commerce Journal.*

**DUTY-FREE ARTICLES IN PANAMA.**

The National Assembly of Panama has declared the importation of the following articles free of duty: All kinds of machinery, types and instruments for printing, engraving, lithographing, phototyping and bookbinding purposes, ordinary paper for periodicals, and printer's ink. Articles imported by the President of the Republic for his own personal use. Pedigreed live stock imported for breeding purposes. Construction materials for public or private cemeteries.—*Bulletin of Pan-American Union.*



**FATHER LAURIER:** Mother, you just keep him asleep till I get back from the Coronation. —From the Toronto News.



In twenty years the number of Farms in New England decreased by 16,344.

## THAT MARKET OF NINETY MILLIONS

By Mr. E. L. Sibley, Montreal Star

When the Ninety Millions are Producers of the Same Articles as we Produce the Value of that Market Disappears.

**I**T is a wonderful electioneering phrase, that phrase about "the market of ninety millions of people at our doors." It suggests so much; it means so little.

Ninety millions of people. The phrase rolls off the tongue with impressiveness; it has a grandeur all its own: It is vaguely suggestive of illimitable horizons for trade and opportunities. A market of ninety millions of people, and at our very doors!

We are a little nation of seven millions of people. We sell all our surplus products in lands beyond the sea. We do a bigger trade per head of population than any other nation in the world.

And now, suddenly, in the midst of the full tide of our prosperity, a wonderful thing has happened. Our statesmen—the very men who were flouted again and again by the representatives of that market of ninety millions of people—have accomplished the impossible. They have pried open the doors to that market. And they have done it, be it observed, not as the result of persistent effort or by a stroke of genius, but by direct invitation of their erstwhile foes in commerce. Through that door our foremost industry, that of farming, may have access, free and untrammelled, to "a market of ninety millions of people."

### The Door to the North.

But before we can go through that door to this wonderful market we have to do an act of courtesy, and the conse-

quences of that act of courtesy we have hitherto almost entirely overlooked. Our farmers are to be allowed free access to the American market; in return we have to open another door—the door that swings north—and we have to say to our American friends: "Of course, if it should strike any of your farmers, or any of your great food-distributing trusts, at any time that they would like to come through this door to our rapidly growing market in Canada, they will be at perfect liberty to do so."

If we think out the meaning of this little amenity, we shall get a very different view of this "market of ninety millions of people at our doors" to the one that first suggests itself. We begin to remember that this ninety millions of people by no means constitute a market for outsiders, even with the doors pried open. They are our rivals along every line of industry that we have. And they are farmers themselves, to the extent of fully fifty per cent.; farmers who not only produce everything that their own nation requires in the way of farm produce, but who export their surplus to the world's markets to compete with Canadian products. There is only one market in the world in which Canadian farm produce is protected from United States competition, and that is the splendid and promising market provided by the Dominion itself. Under reciprocity the barriers protecting that market are to be thrown down, and Canadian farmers in their own territory will get the competition of the forty-five million odd farmers who live south of the border line.

It is argued by the advocates of reciprocity that the agricultural resources of the United States are rapidly becoming exhausted: that the United States will soon cease to be an exporting country, and will have to import her food stuffs. Our western farmers are told of the wonderful market for their wheat that the States will offer; our farmers in Ontario and the Eastern Provinces are promised a bonanza in the markets of all the great centres of population from Buffalo to New York.

#### Not an Importing Nation.

A careful study of the situation will dispel any such illusion. The facts are that the United States not only produces a huge surplus of agricultural produce, but that the prices of such products average considerably lower than the prices which Canadian farmers get in their home market. Further than that, a large proportion of the price which consumers pay in the United States for their food stuffs goes not into the pockets of the farmers, but into the pockets of the great food distributing trusts, who manipulate the markets at will. They dictate the prices that the farmers receive for their products, and these prices are often so ruinously low—although the price paid by the consumers is relatively high—that many thousands of farmers are unable to make more than a bare living, and many thousands of others have actually been driven poverty-stricken from their farms. An instance is supplied by Hon. Chauncey M. Depew, who, in a speech in Brooklyn on April 29th last, said he recently complained of the quality of eggs supplied him at sixty cents a dozen. He was told he could get cheaper eggs at seventy cents a dozen. Inquiring into the prices a little deeper, he found that the farmer got twenty cents a dozen for these very eggs; the great egg trusts got the other 50 cents. The principle holds true of everything that the American farmer produces.

Do the Canadian farmers imagine that they can invade the markets of the United States and succeed where so many American farmers fail? If so, let them take a survey of farming conditions east of the Mississippi in the United States. If there were any virtue in this cry of free access to a market of ninety millions of people, or if the United States had even begun to have reached its limit of production, surely these farmers would at least have begun to feel the benefit of it. Exactly the reverse is the case.

#### Agricultural Degeneration.

The United States census reports of the 20-year-period from 1880 to 1900 show that in that time no fewer than 15,344 farms in New England went out of existence, that there were 17,000 less farmers in these States at the end of the period than at the beginning, and that some 5,000,000 acres of land that were in cultivation in 1880 went out of tillage and cultivation.

And, thanks to the trusts, the profits of the farmers in the great markets now to be placed open to the people of Canada are so small that the decline of farming in New England is still progressing despite free access to the market of ninety millions of people. Last year—the year of their census—there were in New England 187,418 farms, which is 2.3 less per cent. than the number at the census of 1900. The total acreage of these farms in 1910 was 19,674,000 acres, and in the acreage there had been, in the last ten years, a decrease of 4.3 per cent. Of this total acreage not quite one-half, or, to be exact, 7,242,00 acres, was improved land.

#### Failure of U. S. Farmers.

And here, too, there had been a decrease, and a very substantial one, for it amounted to almost 11 per cent. This is where the effect of abandoning appears, the land of these abandoned farms having passed out of cultivation and ceased

to be a factor in the agricultural production of the New England States.

Dealing with these figures, a most reliable Boston publication, whose columns are exclusively devoted to financial and commercial news, and the discussion of economic questions, says:

"The farms abandoned in New England in the past decade aggregate 875,000 acres out of 20,549,000 held as farm land ten years ago, a loss of 4.3 per cent. In Massachusetts the abandoned farms represent 277,000 acres out of 3,147,000, or a nine per cent. loss."

"Considering only the improved acreage the decline is still greater. The owners or tenants evidently gave up hope the past ten years on 11 per cent. of cultivated ground in all New England and in Massachusetts on 10 per cent. The burden of the loss fell chiefly on the traditional home of the abandoned farm—New Hampshire and Vermont; the former losing 14 per cent. of its tillage, and the latter 23 per cent."

These abandoned farms are not newly-cleared land which experiment has shown to be unprofitable for agriculture, but farms that once were flourishing. They are in territory at least as favorably situated as Ontario or any of the Eastern Provinces, and yet the value of the produce marketed from them is so low that hundreds of farms throughout this great territory can be had for less than the worth of the buildings upon them. This is not a random statement, but a statement made by the Department of Agriculture at Washington in a pamphlet published only in May, 1910, on "Agricultural Conditions in Southern New York."

#### The Cause of Depreciation.

The familiar argument is, of course, that the farming country east of the Mississippi is becoming worked out: that it is bad farming which has brought about the ruin of so many thousands of farmers, and the great decline in Eastern farm values generally. The pamphlet just referred to shows that the farmers have been putting up a heroic struggle only to find themselves beaten at every turn. They have failed successively in wheat growing, barley growing, sheep raising, dairy farming, cattle raising, fruit growing and even in horse raising.

The vast areas of abandoned lands in New England and of farms upon which the farmers are struggling along in a poverty-stricken condition are not farms that are worked out. The pamphlet referred to declares that on these lands "a small amount of capital will go a long way. These lands are not infertile, and they respond very quickly to good management."

What, then, is the matter? The trouble is that this market into which the Canadian farmer is to be invited to try his luck is in no need of Canadian produce. The trouble is that the United States, with its great range of territory and its climate, produces a vast surplus of all kinds of agricultural products, and these products are manipulated by the food-distributing trusts to the disadvantage of many of the producers. Go up and down this country in which the New England farmers ought to find a profitable market, and what do you find? You find the cold storage plants of the Chicago packing houses and of the fruit and dairy trusts taking the toll that the farmers ought to get from the breakfast and dinner tables of the great army of consumers.

#### Farms at Bargain Prices.

Here are some of the prices of farms actually on offer at this moment in the New England States. In the town (or, as we call it, the township) of Bethel, Windsor County, Vermont—a farm of 45 acres, \$700; another of 90 acres, \$1,300; another of 360 acres, \$2,600. In the township of Brattleboro, Vt., 190 acres, \$1,000; 100 acres, \$800; at Chester Depot, Rutland County, 195 acres, \$2,000; another of 280 acres for \$2,500;

another of 250 acres for \$1,600; another of 225 acres, for \$1,300; another of 130 acres, for \$2,000:

In New Hampshire, in the township of Tilton, is a farm of 500 acres for \$4,400; 150 acres for \$2,900; in Peterborough, N.H., 175 acres, for \$2,900; and so one might go on. These prices are not exceptional. There are many hundreds of farms at such prices—farms on which there are good buildings, and on which, in some cases even stock and implements are thrown in gratis. Moreover, these are not the cash prices; in all the instances quoted a small cash price and the rest on easy terms will suffice.

Even at such prices purchasers cannot be found, and farm after farm is abandoned. These decaying farms are not mean places. With rare exceptions they are the remains of spacious and once comfortable and even handsome country homes. They tell of a time when the farmers were prosperous, and they give silent and yet impressive warning to the farmers of

demand for Canadian wheat except as a pawn in the game of the manipulators of the Chicago wheat pit; or as raw material for Americans who would do our milling and exporting for us.

Then take flour. In 1907, the United States exported 16 million barrels and Canada one million; in 1908, 14 millions against Canada's two millions; in 1909, 11 millions against Canada's two millions. This shows that on an average the United States has in the past three years exported ten times as much flour as Canada.

#### The Production of Wheat.

Where is the threatened exhaustion of the wheat supply that is to afford Canada such an opportunity? The official agricultural statistics of the United States show that of all the farm lands of our neighbors less than one-half is cultivated, the other half is in reserve. Thus the United States



A Comparison—Canadian farming, which the Government would improve by Reciprocity.

Canada that it would be better for them to enjoy the good things they have now than to fly to evil that they know not of.

It is certain that free trade in agricultural products will bring prices to a common level, and as farms are only valuable according to produce marketed from thence, the tendency for farms in Ontario and the East generally would be to drop to the value of the farms in the Eastern States.

#### What the U. S. Offers.

Now let us see what the United States has to offer Canadian farmers in other directions. We are told that the United States will soon be unable to raise all the wheat that it requires. At present, with a population of 90 millions of people, the States are producing enough wheat for 120 millions. In 1907 the United States exported 76 million bushels of wheat against Canada's 26 millions. In other words, on an average in the last three years, the United States has exported exactly three times as much wheat as Canada. Where is the

can double its wheat production by simply doubling the wheat area. With the economic methods of farming practised in Europe, the United States, which has a superior climate and superior soil, could raise its production of wheat from an average of some 12 bushels to the acre to 30 bushels, and thus quadruple its supply. In fact, students of economics declare that it is capable of raising enough for 900 millions of people—and its population is 90 millions.

What has been said of wheat applies with equal force to meat and to dairy and food products.

Where, then, is the attraction of the American market for the Canadian farmer? The United States are the greatest competitor in agricultural products that Canada has—her keenest and most jealous rival. Not in America, but in the overseas markets which he himself has won and in the markets of Canada's own industrial population, growing so rapidly under the tariff which is building up so many large industries in this country, lie the hopes of the Canadian farmer.

# COMPETITION FROM ALL QUARTERS

What the Adoption of Reciprocity Proposals Would Mean in Increasing Competition from Twelve Other Nations. Some Apparently Unforeseen Developments.

**B**ESIDES being open to the agricultural produce of the United States, the markets of Canada, through the automatic application of certain clauses in the twelve most-favored-nation treaties, the French Treaty and the British preferential tariff, would, as a result of the proposed reciprocity agreement becoming law, be free to the same agricultural produce of the Argentine Republic, Austria-Hungary, Bolivia, Colombia, Denmark, Japan, Norway, Russia, Spain, Sweden, Switzerland, France (for certain articles only), British preference countries (nine in all, including the United Kingdom as one), and all other British colonies and possessions, numbering thirty-one or more.

### Helping the Competitor.

Just what the opening of our markets to the free entry of the agricultural products of the above named countries will mean in dollars and cents (not to the Canadian farmer, but to his competitor), may be estimated when one considers the principal exports of those countries and the proportion of them that Canada now receives in spite of the duties. It is only reasonable to suppose that if agricultural produce comes into Canada now in the face of various duties, the influx will increase greatly if all imposts are removed. The farmer will then be subjected to a competition he never expected, and instead of higher prices for his produce under reciprocity he will surely meet an era of lower prices.

### United States Production.

First of all, there is the United States, whose interests will be most beneficially affected by the passing of the reciprocity agreement. United States, the country which some people say is fast approaching the limit of her power to produce foodstuffs, exported over \$347,000,000 worth of farm produce last year, which was generally regarded as an unfavorable season. According to the records of the Department of Commerce and Labor at Washington, the amount of exports mentioned above for the year ending June 30th, 1910, was distributed over the following articles, as follows:

Animals .....	\$17,447,735
Breadstuffs .....	133,191,330
Fruits and nuts .....	18,885,654
Hides .....	1,738,216
Hops .....	2,062,140
Meats and dairy produce .....	131,893,269
Tobacco (leaf) .....	38,017,260
Vegetables .....	4,207,319
	<hr/>
	\$347,442,923

### Object is to Get Free Wheat.

As far as wheat is concerned, and it is the chief bread-stuff that the United States would like to get from Canada, our neighbors do not need Canadian wheat for their own consumption. Their chief purpose in getting free wheat from Canada would be to export it through their ports, and to use it for milling purposes, thus benefiting their own courses of transportation. Prices would not be helped in any way, because the United States has a surplus production of wheat that will make that country an exporter of flour and grain for

the next hundred years. The following figures show how the volume of wheat production is increasing in the States:

### Decline of Production.

	Bushels.
1908 .....	634,000,000
1909 .....	664,000,000
1910 .....	737,000,000

In connection with these statistics showing the increase in the total annual yield of wheat in the United States, it is most important to note the words of Mr. C. L. Olmsted, Chief of the Bureau of Statistics at Washington, who has just recently issued the results of a study of the subject of population and subsistence. He combats the view that agricultural production will fail to keep pace with the growth of population, and he shows that the agriculture of the United States, after passing through a phase of decadence, incident to the exploitation of new land, has obtained a secure footing in the contrary direction toward improvement.

The general trend of production per acre was a declining one during the two decades 1876-1885 and 1886-1895, but in the decade 1896-1905 and from 1906-1909 the main production per acre has steadily increased. Mr. Olmsted shows that the mean production per acre for the four years 1906-1909 has increased over the preceding ten years as follows:

Per Acre.	Per cent.
Wheat .....	9.6
Corn .....	7.1
Rye .....	6.5
Buckwheat .....	6.5
Potatoes .....	15.5
Tobacco .....	9.7

How much of the \$347,000,000 worth of exports from the United States did Canada get? In volume 2 of the Report of the Department of Trade and Commerce records show that Canada imported last year from the United States \$33,755,743, made up as follows:

Living animals .....	\$2,416,207
Grain .....	17,536,433
Breadstuffs .....	933,095
Provisions, vegetables and potatoes and fruits .....	6,458,101
Seeds .....	1,039,021
Hops and jute .....	431,009
Hay, oilcake, hides and skins, and oils .....	4,941,877
	<hr/>
Total .....	\$33,755,743

### Productive Countries to Compete.

And now for the exportable surpluses of some of the above named countries other than the United States. Sir Wilfrid Laurier in his defence of the reciprocity agreement has made light of the possible importations from these other countries. Take wheat alone. Russia, India, Spain, the Argentine Republic, Austria-Hungary, Australia and Great Britain produced in 1909 over a billion bushels of wheat. With the

United States, these countries produced 2,369,578,224 bushels of wheat in 1909. This amount compares with Canada's production in the same year of 166,752,000 bushels. So it may be seen that it would be possible through the reciprocity agreement for Canada to be brought into competition in her home market with countries that are growing enormous quantities of wheat.

Denmark, in the year ended Dec. 31, 1909, exported butter, cheese, eggs, animals, grain, meat products and vegetables, worth \$100,860,029.

Argentina, in the year ended 1909, exported animals, grain, meat products, vegetables and butter worth \$191,893,562.

Australia, in the year ended 1909, exported butter, cheese, eggs, animals, fruits, grain, hay, meat products and vegetables, worth \$60,883,519.

Austria-Hungary, in the year ended 1909, exported animals, grain, hay, straw, meat products and vegetables, worth \$39,055,201.

British India, in the year ended 1909, exported animals, grain, meat products and vegetables, worth \$57,460,756.

Japan, in the year ended 1909, exported fruits, grain, meat products and vegetables, worth \$787,559.

New Zealand, in the year ended 1909, exported animals, fruits, grain, meats and vegetables, worth \$22,794,036.

Russia, in the year ended 1909, exported animals, grain, hay, meat products and vegetables, worth \$179,828,790.

Sweden, in the year ended 1909, exported animals, fruits, grain, hay, meat products and vegetables, worth \$2,228,222.

Last year Canada imported from France \$35,270 worth of cheese, seeds and animal food.

### Unequal and Unfair.

Taking the countries enumerated above, their total exports to all countries for the year ended 1909 in those articles specified amounted to \$655,826,944. And to get an idea of the proportion of this vast amount, which Canada imports in face of the duties, let us look at the following record of imports entered into Canada for home consumption during the six years ended 1909:

Butter, 2,894,416 pounds; value \$685,306.  
 Cheese, 2,901,800 pounds; value \$566,786.  
 Eggs, 4,600,534 dozen; value \$944,704.  
 Poultry, value \$276,648.  
 Potatoes, 1,422,829 bushels; value \$926,693.  
 Beef (salted), 10,610,533 lbs.; value \$502,831.  
 Bacon and hams, 35,140,613 lbs.; value \$4,312,359.  
 Mutton, 6,317,785 lbs.; value \$440,317.  
 Pork (in brine), 51,826,804 lbs.; value \$4,250,673.  
 Other meat products, 13,028,060 lbs.; value \$1,567,251.  
 Cattle, 45,086 head; value \$640,514.  
 Horses, 57,565 head; value \$2,920,117.  
 Sheep, 359,447 head; value \$1,151,022.  
 Swine, 184,779 lbs.; value \$12,696.  
 Barley, 280,314 bush.; value \$174,504.  
 Beans, 307,211 bush.; value \$490,343.  
 Buckwheat, 6,311 bush.; value \$6,177.  
 Oats, 1,168,266 bush.; value \$603,264.  
 Peas, 51,241 bush.; value \$120,840.  
 Rye, 145,920 bush.; value \$112,950.  
 Wheat, 373,979 bush.; value \$317,748.  
 Hay, 49,974 tons; value \$853,059.  
 Flaxseed, 4,702,090 bush.; value \$5,747,612.  
 Apples, 239,647 barrels; value \$975,870.  
 Vegetables (except potatoes), value \$4,755,980.  
 Total for six years, \$33,365,102.

Therefore, imports from these nations have come into Canada at the average rate of over \$5,500,000 per year.

To sum up, United States, Argentina, Australia, Austria-Hungary, British India, Denmark, Japan, New Zealand, Russia,

Sweden, France, Spain, Bolivia, Colombia and Venezuela, as well as British possessions not named, exported in the limited number of articles mentioned produce worth at least \$1,003,269,867 during the past year. Canada's share of that combined output was approximately \$39,255,743. The question is, therefore, "What would Canada receive if all barriers were down and these countries could pour all their surplus production into our markets, as they would be free to do?"

### Past Efforts Would be Wasted.

The inequality and unfairness of the whole proposition is only too apparent when you place beside the billion dollar exportable surplus of Canada's suggested competitors the amount of natural produce which the Dominion, with its eight millions of people, shipped out of the country last year. The value of the total shipments of Canadian farm products from Canada last year was but \$144,360,262.

The opening of Canadian markets to the free entry of the natural products from the numerous countries mentioned above, it has been shown, would just afford another repository for an extra portion of the billion dollars worth of farm produce exported by those countries every year. What would this mean to the Canadian farmer, who, with the exception of the United States, would not have the right of penetrating the protective walls of those countries, which would be sending increased quantities of produce into his market?

(1) It would mean that prices for farm produce would be lowered in Canada.

(2) It would mean that the present high quality of Canadian products would lose its identity through mingling with inferior stuff from other countries.

(3) It would mean that United States would do most of Canada's export trade in grain.

(4) It would mean that the subsidization of steamships plying between Canada and the many favored countries mentioned above, amounting to over \$1,000,000 per year, would be turned against Canada, inasmuch as those subsidized steamships would be able to bring farm products that much cheaper to our markets to compete against Canadians.



MRS. LIB. PARTY: "Walford"  
 "Yes'm."  
 "Bring that there pup right out of the pantry."

—From The World.

# EFFICIENCY OF WIRE GLASS WINDOWS

Wire Glass is Effective Because it Can be Used in any Building. It is Always in Service, and Prevents the Spread of Fire from Building to Building or Floor to Floor.

**P**REVENTION of fire by the use of wire glass windows is the subject of an able paper recently prepared by Mr. Henry A. Fiske, than whom there is no better authority on methods of fire prevention on the continent. Mr. Fiske said:

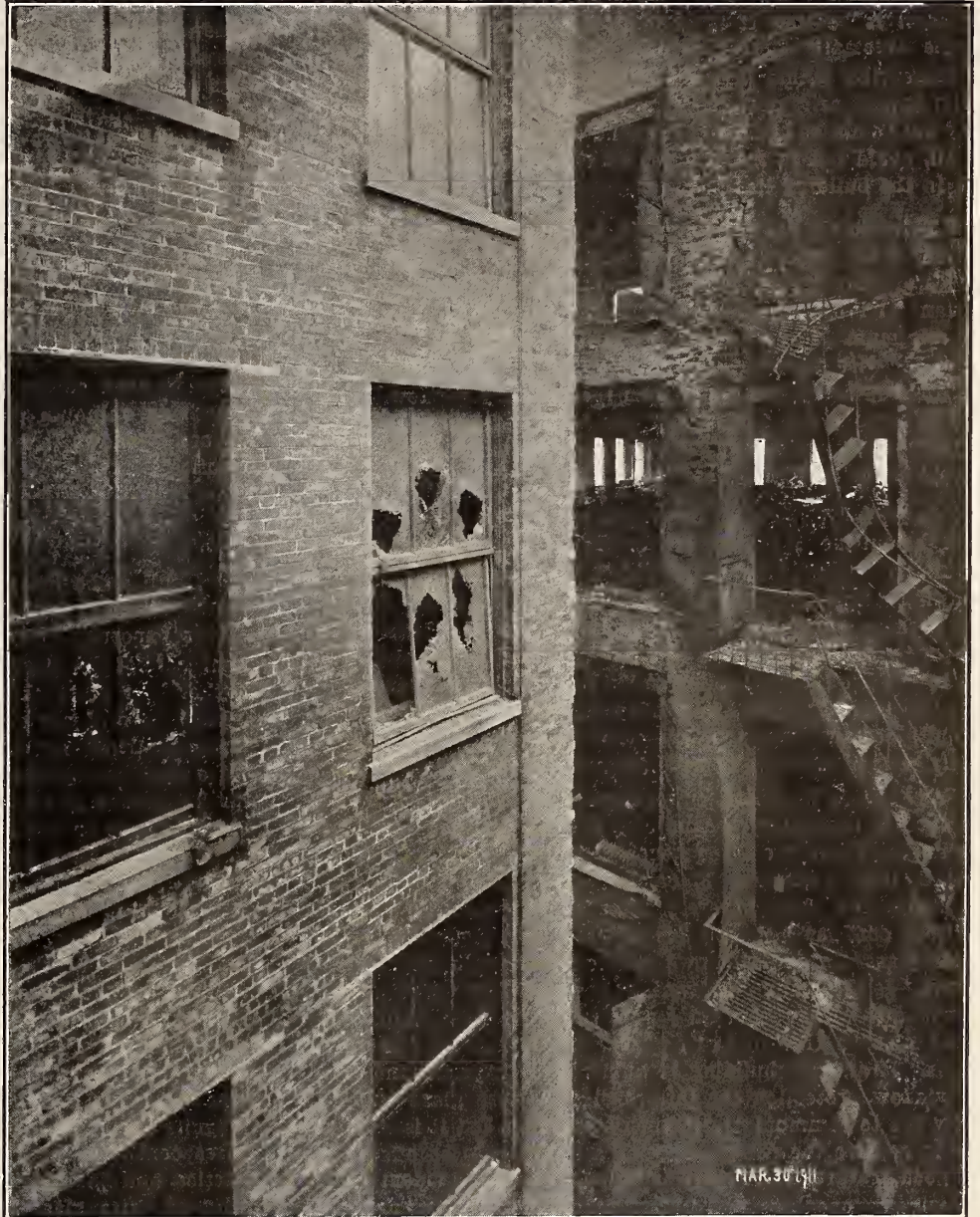
"In considering this subject we naturally have in mind two things: First, the general utility of 'wire glass' as compared to other well-known fire retardants, such as shutters; and, second, the actual value of 'wire glass' as shown by the fire record. Let us then first compare with the fire shutter and note its advantages or disadvantages, taking into account not only the fire record, but general utility and service. As a fire retardant, 'wire glass' has two defects: First, it will not stand as high a temperature as is known to occur in some fires and under some conditions; and, second, it radiates heat to an extent that combustible material may be ignited on the side away from the fire even when the glass remains intact.

"These defects are generally spoken of as positive, and it is often lost sight of that both defects are really only comparative and may be of little importance. If, for instance, under severe exposure fires 'wire glass' will remain intact, it matters little that under the more severe laboratory test conditions the glass will soften and fall out. Furthermore, as regards heat radiation, actual fires may show that this is not an important defect, and it must be remembered that the standard iron shutter also radiates heat, while the tinclad shutter is seldom sufficiently tight or well hung that heat will not pass through or around it. The fire record seems to show that neither of the two defects mentioned are of real importance comparatively speaking and are much more than offset by many advantages over any type of shutters. Let us consider some of the more important advantages.

## Can be Used Generally.

"First—The 'wire glass' window can be used on all classes of buildings and on all sides, including street fronts. The ordinary shutter is not adaptable to many buildings, nor to street fronts. It is of the greatest importance to protect

all important buildings on all sides. This is not only necessary where risk is exposed by other buildings, but also to complete the vertical cut off between floors in any building. In all modern buildings of ordinary or superior construction it is considered essential to protect floor openings and at least retard, if not prevent fire spreading from one floor to another, and yet, almost universally, we find



Showing the value of Wire Glass Windows, both as protection against fire and as providing a screen for firemen.

no protection on one or more sides for the window openings and fire easily finds its way from one floor to another in this way. Two notable examples in New York city were the Parker and Asch building fires. In the latter case the fire started on the eighth floor, while the loss of life was

on the ninth, and it is quite possible that few or no lives would have been lost if all the windows had been protected with 'wire glass,' it being apparently the consensus of opinion that the fire spread from one floor to another chiefly by way of the windows. The problem of preventing fires from spreading from one floor to another can, with our present knowledge, only be solved by 'wire glass,' as it is evident that shutters could not generally be closed in time even should it be attempted, and while automatic shutters are mechanically possible there seems to be no good solution of this problem as yet.

#### Always in Service.

"Second—The 'wire glass' window is ordinarily closed at the time of fire. If open, it may be easily and quickly closed. It is tested as often as it is opened and if not frequently tested it is because it is kept closed. It is susceptible of simple automatic closing, which should be reliable. In all of these vital points it is the opposite of the shutter, which latter is ordinarily open, may not work properly when needed, may not be closed at time of fire, and perhaps, most important of all, could not in many cases be closed, especially with a fire in the building itself.

"Third—Any device which is a protection against fire only will not receive the same care and maintenance as a device of daily necessity. The expense of maintenance is important and the owner will naturally keep the expense at the minimum. Fire shutters are costly to maintain as compared to 'wire glass' windows, which latter are really a help, the up-keep being less costly than the ordinary window. The cost of opening and closing shutters daily, of keeping them in good condition, painting, keeping free from snow and ice, is of real importance and these features are often neglected.

"Fourth—'Wire glass' is translucent. Fire may be seen from the outside. It may be broken easily by the firemen and is peculiarly fitted to act as a shield for the firemen, while allowing a hose nozzle to be poked through the glass. These are perhaps the more important features which have been shown by experience to be of real value and they are borne out by the fire record, leading to but one conclusion, namely—that 'wire glass' is generally adaptable for window openings, is quite certain to be in place when needed and will necessarily be maintained in somewhere near its original condition.

"As regards its possible weaknesses let us see how much we should reasonably demand of a fire retardant for window openings. There are three general classes of fires—1, internal; 2, local exposure; 3, conflagration. The first is undoubtedly the most severe. A sufficient amount of combustible confined between brick walls will doubtless melt 'wire glass' in the windows of the building in which fire occurs. Is there any disadvantage in this? The 'wire glass' on windows will prevent the spread of fire vertically and this would also be true of 'wire glass' in elevator or stairway shafts. If another building is immediately exposed and has no window protection the failure of the 'wire glass' might allow fire to communicate to such a building, but it is hardly fair to require the defects of such a building to be offset by the good features of another building, and it is evident that the window openings of both buildings should be protected. Furthermore, it is probable that in most cases the 'wire glass' would remain intact even with a severe internal fire. The 'break down' test of the laboratories is much more severe than most fires and windows exposed freely to the air on one side and with the ordinary combustible contents would not be subjected to such a test.

"Local exposures are of two general classes, one where a lower building adjoins with windows in exposed wall above

and the other where buildings are of similar height and separated by a light well, alley or street. The first case is usually the more severe in that the window may be over the fire and only a few feet above the roof of burning building. 'Wire glass' has stood the most severe practical tests of this nature. The temperature at such points is probably less than generally supposed. The air current may be such as to more or less protect these windows from the excessive heat obtained near the centre of the burning building. Apparently in only one case did the 'wire glass' windows fail, and in that case the exposure was a one-storey frame building of immense area and combustible occupancy and the windows were far from standard. Such a building would not be allowed in the congested districts of a modern city. On the other hand, we have several examples of the most severe exposure fires in adjoining buildings with most satisfactory results.

"The other class of local exposures, i.e., across alleys, is generally not as severe, and in several such cases 'wire glass' has successfully stood the test. The windows of two buildings are seldom less than 10 feet apart and generally 15 to 20 feet at least. This gives plenty of room for air currents, and as regards 'wire glass' the seriousness of such exposures is greatly exaggerated. A six to ten-storey brick building with combustible contents and window openings 10 to 20 feet distant would be considered a serious exposure. 'Wire glass' has stood up against such exposures many times without a single failure, and yet we find the statement generally and authoritatively made that 'wire glass' is only good for moderate exposures. The blowpipe continued flame effect used in laboratory tests to break down 'wire glass' does not occur in even severe exposure fires, and while such a test may have value in determining the comparative merits of various windows it is distinctly misleading when applied to practice.

#### Best Protection Known.

"I will make the positive statement that 'wire glass' in standard frames is the best protection now available against serious exposure fires, and am confident that such a statement cannot be disproved. In fact, we can reasonably go further and state that 'wire glass' gives good protection against all ordinary exposure fires, such as met with in congested districts, for while we have had few actual tests of 'wire glass' in conflagrations, such tests are in its favor, and our knowledge of conflagration temperatures is sufficient on which to base an opinion. The high temperatures in burning buildings during a conflagration are caused largely by the combustible contents, and this would not occur if all window openings were protected. Radiation of heat under conflagration conditions is, of course, important, and the interior might be ignited and so cause an internal fire if there were no inside protection or aid given. As was exemplified in the San Francisco fire, the 'wire glass' provides a barrier behind which one can fight with a good chance of success, and the possible weakness of radiation is present to some extent at least with other fire retardants. We must also remember that to ignite combustible material in a building by radiation requires continued high temperatures, which seldom occur in practice, and finally the many advantages and general adaptability of 'wire glass' must be recognized as offsetting any minor disadvantages when compared to other retardants.

"The general adoption of 'wire glass' windows would eliminate the conflagration hazard. The problem of window openings is of vital importance. There is only one general and satisfactory solution, namely, 'wire glass.' The insurance interests are apt to be ultraconservative, and in this case greatly to their detriment, for their attitude towards 'wire glass' windows has not been liberal and has hindered



its progress. Let us look this important question squarely in the face, study it from all sides and then say what we think. We must seek the best there is, and then make the most use of it. It is not good engineering nor good underwriting to pay 'wire glass' the back-handed compliment of saying it is acceptable for moderate exposures, when the facts clearly prove that it is the best for all exposures, internal as well as external. As regards the non-standard window, we do not need to consider it any more than any other defective device. It is certainly entirely possible and feasible through laboratory supervision and proper inspection to secure a standard window, and no other should be acceptable from any standpoint. We have a standard which should be rigidly lived up to, and unsatisfactory results with defective windows while instructive, perhaps, cannot affect the general question."

### CHINESE AND JAPANESE TRADE.

It is no more impossible for China to become westernized than Japan, although in the case of the latter country national characteristics have never been so thoroughly effaced as is proposed in the Chinese scheme. Still, how dependent Japan now is on the western world is shown by the fact that last year out of a total volume of imports valued at £46,500,000, nearly two-thirds came from Europe and America, and consisted chiefly of those classes of goods specially representative of western development. The point worthy of particular notice in this regard, however, is that Great Britain holds the commanding position in Japanese trade. In 1910 the imports from the United Kingdom amounted to as much as £9,470,000, or £4,000,000 more than the share secured by the United States, which held second place, and more than £5,000,000 in excess of Germany's participation. Other countries are practically out of comparison, France, in the fourth place, claiming no more than £540,000.

Altogether, a proportion little short of one-fifth of the total amount of Japanese imports is of British origin, a proportion which is raised to one-third when the participation of British colonies and possessions is added. Such a fact possesses a special significance in view of the arrangements now in progress for a new treaty between Japan and the principal countries having trade relations with it, and of the new Japanese customs tariff. Considering the close political relations between England and Japan there is at least ground for strong hope that the new treaty will grant concessions in regard to British commercial transactions with Japan. The

twelve years which have elapsed since the last treaty was signed have been years of almost unbroken progress, for at the beginning of the period the total import trade was only just half of what it is now, and the British share little more than one-third.

Proof of what has been said in regard to the westernizing of Japan is also to be seen in the developments of the last twelve years. Japan draws less and less for supplies upon Asia, and more and more upon Europe and the United States.



Wire Glass Windows are a constant protection against fire from without.

In 1899 Japan drew from India, China, and other Asiatic countries about 45 per cent. of its imports and about 50 per cent. from the western world; last year the Asiatic share was only 38 per cent., and that of Europe and America 60 per cent. It is a remarkable illustration of modern tendencies in the far east, tendencies which are at work to a much greater extent in China than many have any idea of. After all, British exports to China exceed in volume those to Japan. —*British Export Gazette.*

# EDUCATION OF ARTISANS THROUGH THE PUBLIC LIBRARY

By Mr. S. H. Ranck

The Problem of Bringing Together Technical Books and the People who Should Read Them, was Discussed by Mr. Ranck before the Ontario Library Association. What has been Accomplished in one Library.

**W**HAT the public library can do to raise the efficiency of industrial workers was discussed by Mr. S. H. Ranck, Chief Librarian of Grand Rapids, at a recent meeting of the Ontario Library Association in Toronto. Grand Rapids, he pointed out, was a city in which one class of manufacturing predominated. The making of furniture employed the labor and intelligence of a large part of the population. The supplying of a technical library was not, therefore, so difficult as where industries were more diverse in character.

In 1903 a programme of work was drawn up by the Library Board, and among other things it was decided to specialize on a furniture and industrial art library and to organize courses of free lectures. Mr. Ranck's story of the working out of these plans is interesting reading, and is immensely suggestive to those who have before them the problem of bringing the library and the industrial worker together.

## Furniture and Industrial Art.

A library of works on furniture and industrial art was the first essential. Although a beginning had been made eight years before, the first great purchase for this collection was all the books on furniture and its allied arts (of which architecture is the chief), in the exhibition of the French book trade at the St. Louis Exposition, in 1904. I need hardly remind you that works of this character are usually expensive, a single volume often costing from \$20 to \$40. Since then additional books on these subjects have been purchased as fast as our funds would permit, the total amount expended in the last six years being about \$3,000. While the books for the practical man, such as works on glue, varnish, finishing, wood and wood-working, etc., have not been neglected, most of these works are really not books for the average worker in the factory, but rather the fundamental books for the designer or the wood carver. There has been some criticism that the library should spend public funds to such an extent for books which are used by relatively few readers, the claim being that the manufacturers ought to buy their own books on the subject. We believe, however, that it is a legitimate function of a public library to build up a collection of books on an industry from which 40 per cent. of the population gets its living, even though it requires a considerable degree of training and skill to enable persons to use some of them.

As a matter of fact these special books are used not only by manufacturers and designers in working out new problems and in developing new designs, but they are also used quite extensively by a small number of ambitious young men who work in the factories, but who hope to develop themselves by training and study into designers. I know of a number of instances of young men who have worked themselves up into fine positions by the aid of these books. They are also used by training classes in furniture design maintained by the Y. M. C. A., and by students of a private school on that subject in the city. I might add here that the principal of

this school believes that not more than one young man in a hundred in the factories has the mental and moral qualities that will see him through the discipline that is necessary to develop a furniture designer.

## Display New Books.

Twice a year, during the months of July and January, the library gives exhibitions of new things it has added on this subject, the books being displayed on tables, and some of the loose plates hung on the walls. The public generally is invited to these exhibitions and special notice of them is sent to those interested, mailing lists being kept up to date for this purpose. From one to two thousand persons usually visit these book and plate exhibits in the course of the month; many of them being young men from the factories. We believe that seeing these things will stimulate interest, and we know that the exhibits help to spread a knowledge of the fact that such things are in the library. In this same room other technical books and plates are shown for a month at a time at intervals during the year, with an occasional informal talk by some specialist, to which all persons known to be interested are specially invited.

## Expert Assistance in Purchases.

I should have said before this that the library in the purchase of these books is aided by a committee of three furniture designers appointed by the President of the Library Board. These men, while they appreciate the hardheaded, practical business side of manufacturing, also have, at the same time, every one of them, the training, the feeling and the instincts of the artist, realizing that the production of furniture is really a fine art.

Most of the expensive, large books on furniture that the library has purchased are, therefore, for the specialist, or for the young man or student who hopes to become one; and I may say here that it is the ambition of the library to make its collection in this department both the largest and the best in America. It has already become somewhat widely known. Recently a case came to my attention of a designer from a furniture factory in another city who spent a month in Grand Rapids using our furniture books, and who finally carried off with him between five and six hundred sketches which he had made from them. Only last week a gentleman came from Germany to see it.

## Books for Man at Bench.

While the library has, thus far, had in mind mostly the specialist, it has not been unmindful of the man at the bench or the machine, who works by the hour or by the day. The ambitious shop men are gradually developing the ability to use the books for the specialist referred to, but it was to increase the use of a class of books less difficult and more general that the library has been purchasing and endeavoring to create an interest in such books as those published

in the March bulletin under the heading, "Books for the Wood-worker." These deal with particular phases of wood-working, and with the practical problems that have to do with the staining and varnishing of wood in the finishing room, as well as the more elementary works, such as are used for manual training in the schools.

The books on furniture are classified under "Fine Arts," and most of them are in the reference department. Of books on furniture alone, we have over 300 volumes, exclusive of duplicates. The books on woodworking, etc., are classified under "Useful Arts," and there are under this subject in the circulating department of the library 2,877 volumes. Last year the circulation (home use) of useful arts books was 4,636. This circulation was really produced by about 2,000 volumes, for over 600 volumes did not go out once during the year.

### Technical Journals Useful.

In developing an interest in technical books I believe that a most effective means for the beginner is through the use of current periodicals. This feature of our work has been highly developed, and we have on file in our reading rooms of the Ryerson building and six branch libraries more than 800 different titles of current periodicals, and we pay in periodical subscriptions nearly \$2,000 a year. Of some of those we take eighteen copies and of some of the technical ones as many as seven copies. The average number of readers in all our reading rooms is nearly 1,000 a day, and a very considerable proportion of this is due to the current periodicals. You may be interested to know how many periodicals (not including duplicates) we take on the subjects that might be regarded as more or less technical:

Agriculture, including Gardening, etc. ....	15 titles.
Architecture and Building .....	19 titles.
Domestic Economy and Cookery .....	12 titles.
Electricity . . . . .	11 titles.
Engineering and Machinery .....	31 titles.
Furniture and Wood Work .....	24 titles.
Mechanical Trades .....	16 titles.

Our effort has been to have represented in our periodical collection something on every profession, every business, and every trade and industry in the city. This is not quite true, in the case of several industries, for there was objection when it was suggested that we add a periodical or two representing the liquor trade and the tobacco trade. The January number of the library's monthly bulletin always contains the list of periodicals for the year. It is issued in an edition of 4,000 copies, which are widely distributed to the persons supposed to be interested. In addition to this the monthly bulletin is used for printing occasional lists on special subjects, which are also widely distributed to those likely to be interested. We think that all these things help in getting the books before the people, and I may say right here that the greatest problem in this whole question of technical education through the library is not so much the problem of getting the books—important as that is—but the problem of bringing the right man and the right book together.

A town is not safe because it has a sewer in every street, if the residents fail to connect their houses with it. Likewise a library with the best collection of technical books in the world will do nothing for the education of the people if the people and the books are not brought together.

### Interest the Public.

The easiest thing to do to bring the man and the book together is first to place your technical books, or a selec-

tion of them, where people who come to the library will see them; the next thing is to have things doing at the library that will bring into it the uninitiated; but the most important thing is for the library to have on its staff persons who know both the books and the men, have a knowledge of the processes of manufacture, and what the men in the factories really need. And here is where so many of our libraries fail—we do not have people equipped to give the service that is required.

### Following Boys into the Factory.

For a number of years the library has been getting from the principals of the grade schools the names and addresses of the boys and girls who leave school permanently to go to work. These have been followed up with a little leaflet, entitled "Don't be a Quitter." The "Quitter" leaflet tells the story of a friend of mine who has worked his way up to a most important position in an electrical public service corporation through his study of the books and periodicals in a public library, endeavors to impress upon these young people the fact that they can continue their education through the library while they are at work, and emphasizes the fact that one can gain the knowledge and experience of others from books, thus making oneself more efficient, and therefore able to earn more money. The circular closes with an invitation to call on the librarian to talk over their own problems. Enough of these call to give one some personal insight into the difficulties under which they labor in endeavoring to make themselves more valuable both to themselves and to their employers.

In Grand Rapids we have a system of travelling libraries, some of which go into factories. Most employers do not care to assume the responsibility for the books while in their charge. We have been most successful when this work is handled by the Y. M. C. A. or the Y. W. C. A. in the factory.

### Some Discouragements.

You might gather from the foregoing that the public library of Grand Rapids has done a good deal in the way of encouraging technical education. Let me now show by figures how little we really have done, except that we have helped occasionally the exceptional man. According to the report of the State Labor Department for 1910 (including women and girls, 3,765) there were employed in the factories of Grand Rapids 24,793 people. Of this number nearly 700 were employed in office work, so that those engaged in the industrial work is a little over 24,000 or over 2,000 more persons than are enrolled as card holders in the library. The number of people in the city eligible to become card holders is over 80,000. Of our card holders half are children, say, 11,000, and half of the remaining ones are women, so that there are only about 5,500 male adults who are card holders. Of these a large proportion are business and professional men. Therefore of the nearly 21,000 men and boys over 16 years old who are workers in the factories, only about 2,000, or ten per cent., are card holders. Of course some of these use the library occasionally through cards held by their wives or children, and especially the reading rooms, where cards are not required. Among the so-called learned professions the library has enrolled as card holders about 75 per cent.

### What Correspondence Schools Do.

How many people the correspondence schools are reaching in our city I do not know, but I understand from the local representative of one of them that his office enrolled over 2,000 students in the last eight years in the city of Grand Rapids alone. The average tuition fees in this school are a little over \$70, so that this one school has taken from

the city in eight years about \$150,000. At the present time this school has between 150 and 160 students enrolled from Grand Rapids and between 800 and 1,000 in Western Michigan. In one of the smaller cities of Michigan, where the public library has thus far been able to do little in the purchase of technical books, there are more persons enrolled in this school than in Grand Rapids. If this school had the same proportional enrollment in Grand Rapids as in the smaller city the working men of the Furniture City would be paying this one school on such an enrollment over \$32,000, instead of less than \$11,000, as at present. This is in no sense a disparagement of the school, for I feel sure that nearly every man is getting the full worth of his money. About two-thirds of the men who enroll in this school complete the course, the company maintaining a force of three or four men in Grand Rapids to give the men who get stuck the personal attention they need. A gentleman who conducts another of these schools tells me that he always figures on 75 per cent. of those who enroll dropping out before they complete the course. This school has no offices around the country to give the men personal attention. If it were possible to get all the facts for the city of Grand Rapids I feel sure that the workers to-day are paying out of their own pockets for technical education every year more than the city pays for the maintenance of its public library. When working men will spend their hard-earned dollars in this way it is a demonstration of their intense interest in technical education. The general public, however, has not yet waked up to this fact.

#### Value of Increased Efficiency.

Earlier in this paper I stated that there were nearly 25,000 persons employed in the factories of Grand Rapids. What would it mean to that city if the productive power of these people could be increased by so much as only 25 cents a day, say within the next three years? I think you will agree with me that it would not be an impossible thing to increase the average productive power of the whole community by that amount, for hundreds of individuals will increase their productive capacity several times that much within the next three years. For Grand Rapids it would mean that there would be added from this one source nearly \$2,000,000 a year, or more than the total amount of money raised for all purposes by taxation. If raising the general level of intelligence can be made to mean more than the wiping out of all taxes for state, county, and municipal purposes, we begin to realize what undeveloped possibilities there are around and about us.

Our states and cities are spending millions of dollars on schools, colleges, and universities, in order to develop the exceptional man. The developing of the exceptional man is important, but we have too long neglected the average man. The time demands that more attention should be paid to raising the average level. It is not possible for all men to become designers, superintendents, managers, captains of industry, etc.; but it is possible for all men to increase their efficiency, their productive power, in the work which they may be doing by the use of books in our libraries; and I plead for this increased efficiency, not only for the sake of the community, but especially for the sake of the individual average man.

But more important than the social and the economic value of increased efficiency is the spiritual significance of bringing a wider intelligence into the grinding routine of much of our modern factory machine specialization. It is drudgery that kills the soul, but drudgery is rarely in the work, but rather in the attitude of mind toward the work, because so many of us cannot see it whole. Only the larger knowledge, the sense of team work, the relations of one's

part to the whole, can idealize our everyday tasks, so that we find in them a means of self expression, joy in the work, and thus realizing one's self; and this I conceive to be the great end of all technical education. The library in the very nature of its work relates itself to the whole of life; and it can do no more important thing for society than to bring this larger vision into the minds and hearts of the people, for this, more than a mere increase in wages or production, will make for happiness.

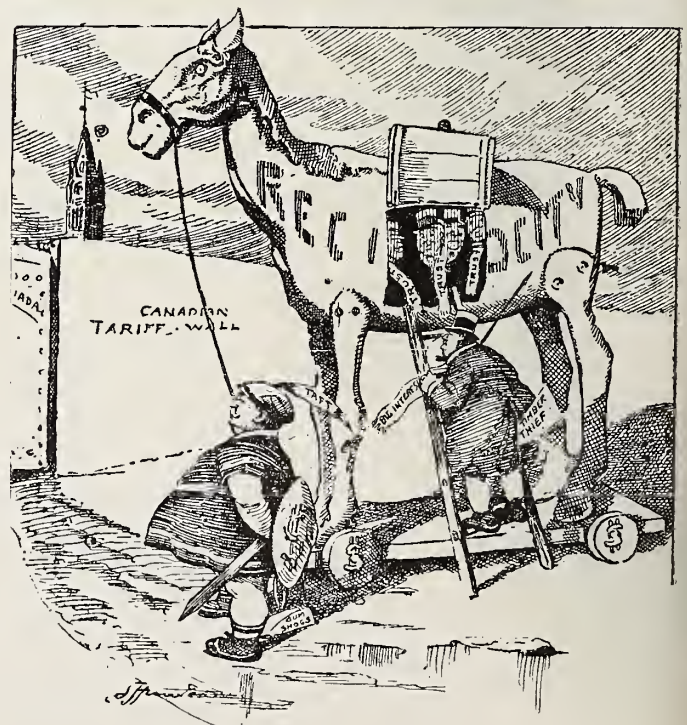
#### A CANADIAN PREFERENCE.

Though the trade of Trinidad with Canada may not have increased in the same proportion as with the United States and Great Britain, it has, nevertheless, made satisfactory progress. That it has not increased to a greater extent is due largely to the fact that Canadian commercial men do not visit the Island.

The feeling throughout Trinidad is one of extreme interest in Canada and Canadian affairs, and Canadian exporters seeking a market would be met halfway by the merchants. Last month, under instructions from the Secretary of State, the government took up the question of preference to Canadian goods in the tariff. A resolution was carried recommending a preference and pledging the support of the Colony to the principle. This should ensure in the near future a more favorable market for Canadian products in this Island.

It might be pointed out, however, that between Trinidad and New York there is rapid and frequent steamship communication, and that a great volume of goods from Canada reaches the Island by this route. The greater part of this import is credited to the United States in the returns, so that the statistics are not absolutely to be relied on in respect of country of origin.—*Trade and Commerce Reports.*

#### Before the Gates of Political Troy



# DEVELOPMENT OF HOME MARKETS ABROAD

By Mr. Fred W. Field

The Prosperity of Germany is Largely Dependent on a Protected Agricultural Industry. France has Grown Rich Since the Tariff Ensured a Home Market to the Farmers. A Lesson for Canada.

TOWARDS the close of the nineteenth century in Germany. Count Caprivi was successful in consummating several commercial treaties. At the signing of the Russian treaty, he was overthrown primarily because the agricultural interests of the country, which had all along been hostile to the Count's policy, were then sufficiently strong to do so. From the time Prince Hohenlohe succeeded to office till the close of the century, the revival of the protectionist agitation was prominent, and was always advocated, chiefly by the farmers. Considerable assistance has been rendered the industrial development of Germany by an excellent transportation system, which has prospered under State ownership. In Canada, while we have enjoyed remarkable railroad expansion it is not difficult to see that we are again at the beginning of a new railroad era. The present expansion, too, is largely in Western Canada, where the farmers will benefit by the creation of new markets at close hand and by additional transportation facilities. Agriculture, as is known, is an important industry in Germany.

According to returns of 1895, there were then 8,293,000 persons engaged in that and kindred industries. Three years ago this number had increased to 9,883,000. It is interesting to note that after 1891 a marked and rapid decline occurred in the prices of agricultural produce, particularly grain. This was largely due to the effects of treaties, such as some in Canada to-day desire to stave off. These treaties opened the German market more than before to foreign grain. The decline in prices was also partly due to good harvests. A new tariff bill was introduced by the Imperial Government of Germany in 1901. By this tariff the rates of duty which it contained were to be levied on goods coming from all countries which should not conclude treaties with the German Empire providing for reciprocal reductions of duties, or should not, by virtue of the most favored nation clause in any treaty, be admitted to the enjoyment of such reductions as Germany might make in the new treaties. The result of the extension of the reductions made in favor of any one country to all the other contracting Powers by the most favored nation clause was to create a scale of duties—the conventional tariff—which was lower than the general tariff. The effect of the general tariff as a whole, Dr. Schacht has pointed out, was towards the increase of taxation on agricultural produce generally and towards the raising of the cost of half finished manufactured goods. Professor Schmoller has held that a moderate protection for agriculture was desirable.

## Farmers are Protectionists.

In Canada the strongest protectionists perhaps are to be found among our manufacturers. In Germany the leading protectionists hold their principles in the interests of agriculture. They wish to retain their own market. They are all in favor of increased duties on agricultural produce in order to help the landowners and the farmers. Professor Wagner, who speaks most authoritatively for them, says: "An adequate protection for agriculture, higher than the present, would be in the general interest of the whole community, even if by its means the industrial development of the State and

possibly also the growth of population should be, not entirely stopped, but certainly slackened in the general interests of the workers and of the economic organization of Germany. The maintenance of a capable German agriculture means the maintenance of the German people now and for the future." This is in strong contrast to the position in Canada, where our farmers are apparently willing to sacrifice largely the results of the agricultural development to the ultimate interests of the United States. In Canada, as in Germany, it is vitally important that we should create, maintain and retain capable agriculture.

Mr. Percy Ashley (to whom I am indebted for many facts and figures) in his book on modern tariff history, reminds us that several countries hitherto content to remain in the agricultural stage of development, are turning their attention to industry. The United States is becoming preponderantly industrial; hence largely its keen desire for free trade with Canada, giving them the opportunity to exploit our markets for manufactures. Russia, Australia, Italy and Roumania are also striving to fashion themselves into industrial communities. Canada desires to do likewise, at the same time maintaining its position, especially in the West, as a great agricultural country, holding the key to the problem of good supplies in any great war that may occur in the future. In all the cases mentioned, this means that not only will they sooner or later consume most of their own supplies of raw materials, but that further, as these countries become more industrial their population will greatly increase, and they will make greater demands on their own food supplies. Canada, comparatively the youngest of them all, with its vast resources, may easily act as a dictator with great advantage to itself, as time goes on, always supposing that our national future is not marred by allowing the United States to overshadow or rule us.

## Independent of Foreign Nations.

Professor Pohle has held that it is "an idle dream to believe that the economic future of Germany can be permanently based on the production of industrial commodities for foreign nations." The remedy is to make Germany as independent as possible of foreign nations. To-day in Canada we appear unwisely to be becoming more dependent upon, rather than independent of, our nearest foreign neighbor, to their ultimate advantage. Production for the home market must be the primary consideration, and the best way to attain that, and similar ends, is to give agriculture and manufacturing the stimulus of protection.

Even the German thinkers, who do not support an extreme policy of protection, believe that the farmers of Germany need a certain amount of protection to maintain their prosperity and to increase the status of their industry. Professor Schmoller holds that for the purposes of negotiation agrarian and industrial duties are alike necessary. He believes that agriculture is suffering, and advocates not free trade with neighbors, near and far, but the encouragement of cattle rearing by duties on foreign cattle and meat. He would maintain and develop agriculture by duties so arranged as to raise prices

without increasing greatly the cost of living and without removing the pressure which low prices put upon the farmers to reduce the cost of production by improvements in method.

Professor Conrad, of Halle, holds that agriculture should be protected so far as that policy does not involve the depression of the standard of living for the working classes. The argument of German economists is that the comparative neglect of agriculture has become a source of weakness to the Empire. At the same time, considering that the agrarian interests of Germany have been compelled to wage a long fight for protection they have made good progress.

### Progress and Tariff War.

The population of the German Empire increased from 41 millions in 1872 to 59.5 millions in 1904, and is continuing to increase to the extent of about 850,000 persons a year. The total imports of Germany have increased from approximately \$17 per head of population on the average for 1880-1884, to \$24 on the average for 1900-1904, whilst the total exports increased during the same period from \$17 to \$21. Agriculture in Germany has prospered under protection, bearing in mind that much of its energy has been expended to obtain proper protection for agricultural development.

In 1882, a year after a new tariff had been introduced in France, 48.8 per cent., or nearly half the population of France, were interested and dependent upon agriculture. Prior to the revision of the tariff they had made efforts to secure an extension of protection to their interests, but met success in only a few unimportant instances. They were, therefore, bitterly disappointed with the tariff of 1881. Small holdings were an important factor and agricultural prices affected a numerous class. In 1882, for instance, there were 5,530,000 holdings of 100 acres or less. Farmers engaged in wheat growing in particular were not in a very prosperous condition. There were numerous good reasons for the dissatisfaction of the French farmer. Under the leadership of Meline, the agricultural interests were in favor of and fought for protection to agriculture. Certain agricultural sections which had hitherto been hostile combined forces, and as in the case of Germany, they were able to force their policy upon the country. Under various legislation, duties were raised and the prices received by the farmers became greater. Their home markets were protected just as it is desired by many to see the Canadian farmers' home markets (the demands of which are not even satisfied) protected from foreign countries. Under the farmers' protective policy, the price of wheat improved materially, as the following table shows:—

Year.	Average price per Imperial quarter.
1886 .....	\$9 24
1887 .....	9 88
1888 .....	10 50
1889 .....	10 10
1890 .....	10 58

### Farmers and Manufacturers Combined.

During the elections of 1885 and 1889, both the farmers and manufacturers recognized their mutual interests were in protection. The protectionists had enlisted the agriculturists to their cause and their first efforts in 1890 were on behalf of the wine growers. In the same year, they secured increased duties on maize, rice and meal. The manufacturing classes had always been in favor of protection, and they felt its need still more by the continued commercial depression which followed a crisis in 1882 and the fact that the leading industries of France were making slow progress. Dissatisfaction with

the system of commercial treaties, a system which Canada is developing rapidly, grew apace in France. Both the farmers and manufacturers, happily united on this matter, thought that the trade treaties made for a definite term of years tied the hands of the government unduly, since no alteration could be made during the period, whatever the economic changes.

At the end of 1889, the Superior Council of Commerce invited the opinions of the Chambers of Commerce and similar institutions on the subject. It is remarkable that 96 of 107 Chambers declared for the renunciation of the existing treaties, while 62 were opposed to any renewal. The protectionists had some strong arguments. They emphasized, for instance, the necessity of a policy of defence against growing competition, especially from the United States. They urged that a protective policy for agriculture was a necessity in France. They reminded the nation of national self-sufficiency and of the importance and the security of the home market. The restriction of imports, they contended, would stimulate native industries, create an increased demand for labor and a consequent rise of wages. The protectionists were strong enough to overcome all opposition and the commercial life of France has not indicated that they were very far wrong. On the other hand, the factors governing population, which has shown little increase during recent years, and has indeed a downward tendency, militate against commercial growth.

### Change in Tariff.

The Customs Commission of the French Chamber of Commerce produced a report in 1908, together with the draft of a law amending the existing tariff. Here are its general lines. The general tariff was increased (that is, of the maximum rates of duty), and in numerous instances the minimum tariff was also increased. A greater distinction was made between the maximum and minimum rates (the former were to be generally 50 per cent. in excess of the latter). New articles were included and specialization was greatly developed. The policy of allowing the duty free admission of practically all raw materials and of compensating the French producers of similar commodities for the absence of protection, by the grant of bounties or in other ways, was also maintained. Increases were made in respect to agricultural products, especially hops, salted meat, lard and some table fruits.

The farmers of Western Canada in particular are advocating free trade with the United States. They admit that the proposed reciprocity agreement gives them something, but that it does not give them enough. Although their home markets are not properly supplied, although those home markets are rapidly expanding, they seek foreign markets and they desire at the same time to open the Canadian market to foreign manufactures. The obstacle, they contend, to the lower cost of living, is chiefly the Canadian manufacturer. In this argument, they entirely overlook the fact that they have been receiving increased prices for their own products, and that there are many factors operating towards high cost of marketing their products and towards the high cost of living, between themselves and the manufacturers.

Under our system of supply, the products of the soil pass through a number of different hands before they reach the consumer. Each of the intermediaries must have his profit. Part of the price in excess of the cost of production goes to the transportation companies, part to the commission merchants, part to the packers, part to the retail dealers, and so on. The agriculturist, therefore, must not complain solely of the manufacturer. The former has to market his goods through half a dozen mediums to the final destination. The latter also does the same. As the charges of the intermediaries vary, so the price of farm products to the eastern con-

sumer vary, and the prices of manufactured products to the western farmer fluctuate. By admitting the American manufacturer to Canada, we would give the Canadian industrial development a blow, which even prominent United States legislators in favor of the agreement agree that Canada could not withstand. But the factors which handle the manufactured goods of Canada in their transit to the farmer would also handle the manufactured goods of the American in a similar, though longer, journey. Cannot the agriculturists of Canada see relief in any other solution than the establishment of free trade between the two countries?

### Why are Prices High?

We may examine the question of cost of living in our own country. The high prices causing most discussion are the prices of meat, butter, eggs, vegetables, bread. They are the products of the rural districts. The cost of food is the cost of agricultural products. The law of supply and demand for these products is roughly determined by the proportion of city to country dwellers. Figures available respecting the United States, their theory applying in a large measure to Canada, show that when the first census of the neighboring Republic was taken in 1790, there were only six cities with over 8,000 population each, containing in all 131,472 persons, or 3.4 per cent. of the total population of the United States. In 1840, the percentage in cities of the specified size was still only 8.4. In 1900, there were 545 cities of over 8,000, in which dwelt 33.1 per cent. of the total population. These figures are emphasized by a consideration of the proportion between the urban and rural population at different dates. In 1790, for every inhabitant of the cities of the size noted, there were 28 persons living in the towns and in the country districts. Fifty years later, there was only one city dweller to every eleven country dwellers. By 1880, the proportion had reached to 3.4, and at the census of 1900 for each inhabitant of the cities, there were only two dwellers in the country. Here then we have one substantial reason for the increased cost of living.

### Charges of Intermediaries.

To reduce the cost of living to the city and town consumer, we must regulate the charges of the intermediaries, of which the farmer may complain in many instances. We must encourage men to work on the land and not to drift towards the cities. To give the proper encouragement to work on the land, we must retain our home markets. To reduce the cost of manufactures to the farmers we must again regulate the charges of the intermediaries. We must encourage the growth of industry in cities. The workers are chiefly the purchasers of the farm products.

One effect of several years of high prices for farm products in Canada and the United States, and indeed in many other countries, has been to direct attention to improved methods of cultivation, a lesson which the Canadian farmer must not neglect. Among the plans mentioned in the past year's developments of agriculture is the mixture of market gardening and grape-growing in the drier districts of the Mediterranean slopes, the improvement of live stock raising in Hungary, the checking of disease in the olive groves of Spain, improving the rotation in Finland, planting military colonies in Japan, the spread of licorice and cotton culture in the Caucasus, and the beginnings of a new agriculture in the less known portions of Africa.

The past year has been one of large plans in increasing the utilization of land. In the United States 5,670,000 acres are already provided with irrigation canals, but not yet cultivated. There are 8,824,000 acres in course of irrigation,

and 12,973,000 acres are already under irrigation and cultivation, making the total irrigated portion of the United States within a year or so, 27,467,000 acres. The cost per acre in 1908 was \$30.40. The highest cost of 1907 was \$30.90, and the lowest in 5 years was \$20.88 in 1904.

### Mixed Farming in Canada.

Irrigation in central India has been officially approved, providing 16,000,000,000 cubic feet of water by a canal 40 miles long. Although not so extensive as the Punjab works, they provide for irrigating over 300,000 acres a year at about 61 cents an acre. Plans for the Nile Valley and Egyptian Sudan look to the utilization of the immense quantities of water flowing from the snows of the Abyssinian Mountains.

The International Institute of Agriculture in its December bulletin, deals with hundreds of topics in which every country is represented by some pertinent result. In silk growing countries the breeding of silkworms to procure the desired product of fiber is making remarkable progress just as plant breeding and seed selection are resulting at home.

In Canada we are at last thinking more of studying mixed farming. Successful sunflower farming is reported in Queensland, where the seed is used in soap-making; growing groundnuts in Malabar with high native success; and rice culture in Persia, indicate the wide range of agricultural progress through which the year 1910 has come. Discovery, experiment, public support of private effort, and governmental pioneering are all phases of the faith which still remains in farming as the fundamental industry of the economic life of most peoples.

### Land is Not Source of All Wealth.

Admitting this argument, the farmers must give and take, and allow that the manufacturing industry as well as agriculture plays an important role in our own country. As Professor Fairchild, of Yale University, recently reminded us, the old idea of the school of French economists, known as the physiocrats, that land is the source of *all* wealth, served a useful purpose at the time, but was long ago abandoned. "To-day," says Professor Fairchild, "we readily recognize that any person engaged in any occupation which adds to the total enjoyment of mankind is a truly productive laborer. The drygoods clerk, the manufacturer of shoes, the bank president, and the opera singer, all make additions to the wealth of society, just as truly as do the farmer and the dairyman. We even go further and assert that the greatest total wealth of society can be produced only when the efforts of the agricultural classes are supplemented by a certain proportion of laborers in industrial, professional and mercantile fields—the avocations of the city."

Does it not appear to be in the interests both of the Canadian farmer and of the manufacturer to maintain the policy of protection, for the time being anyway, and especially against our powerful commercial and agricultural rival and neighbor, the United States, whose agriculturists and industrial captains fully realize the benefits they may obtain in our rapidly expanding markets?

### STANDARD SACK FOR AUSTRALIAN IMPORTS.

The prohibition of the use of sacks other than the 200-lb. standard bag is to be extended to imports. A declaration by the Minister of Customs to this effect will be made immediately. In the meantime the use of the 200-lb. bag is compulsory upon Australian exporters only.—*Commercial Intelligence*.

## INTRODUCING NEW INDUSTRIES

By Mr. T. W. Sheffield.

### Industrial Commissioner for Regina—Means Adopted by Canadian Cities for Attracting New Industries.

THE function of a "Publicity Bureau" is primarily to advertise the commercial advantages of the district as a whole, in every part of the globe, where any prospects of trade extension exist, and particularly to call attention to the general facilities that can be offered for the establishment of any fresh industries that might, either under legislative or commercial pressure, seek to obtain a foothold in this country. Such a department would, of course, also provide information as to local trade and local traders to applicants from all over the world.

#### Publicity Mediums.

The wise course for publicity organizations is not to be satisfied with drum-beating and imaginary pictures and figures of progress. Big fish are landed quietly with well played line, and the catch is counted afterwards. The same reasoning applies to all publicity methods. There are, of course, legitimate and well-defined advertising mediums, which, when supported by authentic information, will materially assist in attracting new industries.

In this connection the question of sound and judicious advertising is undoubtedly one of the most important factors governing successful publicity. The choice of mediums is practically unlimited. There is this, however, to be remembered: The subject matter is quite different from that required for selling or advertising any particular class of goods. The most careful reflection is required before launching out on any set policy. The home office must naturally have a standard bulletin giving an authentic review of the progress and opportunities of the particular centre it is desired to bring before the commercial world. In this respect it is advisable to use the cord-tied and punched form of cover in order to add additional pages without having to print special covers every time some new matter of progress has to be included. The small dodger type and other forms of brief advertising cards have been carried to excess in all classes of trades and advertising schemes, mainly because they are cheap.

#### Magazine Advertising.

Systematic magazine advertising and special articles have been tried and universally recognized as the best general medium—not only by the largest firms and commercial undertakings in Great Britain, Canada and the States, but by the leading Government Departments of the Dominion and the other countries. The results accruing from these resources are forcibly borne out by the statement of Sir G. Reid, Australia's new High Commissioner, who, on being interviewed, stated that there was only one reason why Canada was so far ahead of Australia in immigration, namely, "ADVERTISING." The same sound reasoning if applied to provincial or civic advertising will point out to the countries it is desired to interest that each has ample opportunities for the capitalist, manufacturer and immigrant, without casting any reflection on the other.

#### Value of Trade Papers.

The value of advertising industrial opportunities and trade openings in trade magazines has been recognized by

the leading advertising experts and publicity bureaus throughout the world. Their specific appeal and circulation amongst the trades it is most desired to interest, in any particular centre, commend these mediums on their own merits, without elaboration or embellishment of any sort, to assist industrial and trade expansion in the progressive centres of Canada or of any other country.

The fundamental work of any well organized publicity bureau takes up a great deal of time, with careful compilation of the different classes of imports received from Great Britain and the States. In the organization with which the writer is connected, all imports from either country are carefully classified, with a list of the firms importing the same. Each firm is written to systematically with authentic data pointing out how the tariff and freight rates are working against them, and showing at the same time the chief requirements of the Western Provinces, with the natural conclusion of the advantages of locating there a trade, factory or distributing house, as the conditions call for. I do not suggest that the methods advocated are necessarily infallible, but I do maintain that direct correspondence and personal solicitation, following on a systematic advertising campaign in the magazines and articles in newspapers of the particular centre or country which it is desired to interest, are about as sufficient a method as could be found to introduce the opportunities of any particular centre to capitalists, manufacturers or branch houses all over the world.

### GOVERNMENT RESTRICTIONS ON MARKING OF GOODS.

The following gives an idea of the laws in force in the principal foreign countries to prevent the sale or importation of goods bearing a false indication of origin. In Austria no law is in force except in the case of hops, while in Hungary the law in force prohibits the marking of goods with names or titles falsely indicating foreign origin. No special laws are in force in Belgium. In Brazil the laws in force prohibit the sale but not the importation of goods bearing a false indication of origin. In China no laws of the sort are in force, and no steps are taken to prevent such importation. In Denmark the law prohibits the sale or offering for sale of goods bearing such false indication. There is no general law in force in France, but only a law prohibiting false marks of French origin. Germany prohibits the wrongful application to goods of the trade name of another party or of a registered trade mark, as well as the placing on the market or offering for sale goods thus marked. Trade names of persons residing in Great Britain enjoy this protection without necessity of registration. A British or other foreign merchant having registered his trade mark in Italy can bring a civil or criminal action against anyone who counterfeits his trade marks.

In Japan there are no laws prohibiting goods bearing false indications of origin unless they involve the infringement of a registered trade mark. The Portuguese law provides for the seizure of goods bearing false indications of origin, whether marked before or after importation, in either case on the petition of an interested party.

#### CHANGE OF NAME.

Announcement is made of the change of name from the Dominion Carbolineum Works, Limited, to The Dominion Creosoting Company, Limited, Vancouver. It was felt that the new name would more accurately describe the nature of the company's business.



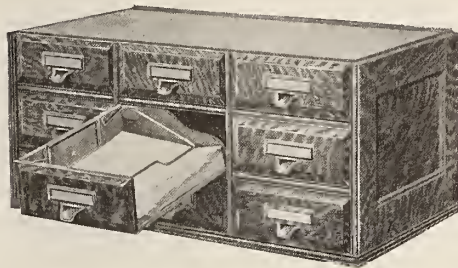
# HOW TO FILE LETTERS---A BUSINESS ESSENTIAL

By Mr. C. A. Fleming, F.C.A.

Are your letters so filed that they can be turned up at a moment's notice? If not, you are working under a disadvantage in subsequent correspondence—Some simple suggestions for methodical filing.

IT is a matter of the greatest importance to a business man that his valuable papers and his letters be preserved, and not only preserved but kept in order for easy reference. A larger number of contracts exist in the letters of business men than in those that are formally drawn up and signed. Though informal in their character, the contracts contained in the written letters are just as binding as though written out by a solicitor. Hence the importance

of keeping all letters received so systematically arranged that they will not be lost or mislaid, and they can be easily found when required.

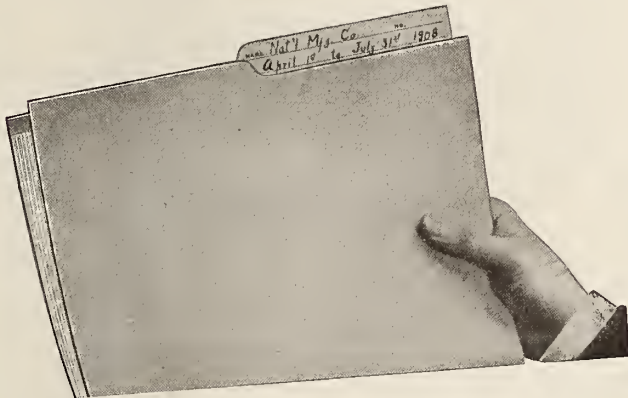


Universal Files in Cabinet Section.

of keeping all letters received so systematically arranged that they will not be lost or mislaid, and they can be easily found when required.

### Variety of Files.

There are many ways of keeping correspondence, varying from a want of system some men have of throwing letters and other papers into a drawer, desk or other common recep-



Indexed Folder, used in vertical file, for collecting all letters from one person, or all papers relating to one subject or contract.

tacle, up to the most convenient and systematic letter filing devices, illustrated hereafter. When letters are kept in some desk or drawer, in a sort of heterogenous mass, there is a system of absolute disorder. Chaos reigns supreme. Such desk or drawer is periodically emptied and its contents sorted out, some to be burned, and some to be thrown back into the

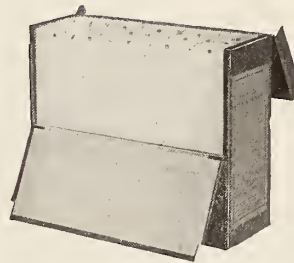


Single vertical file with index and folders. These files can be had in standard cabinets or in sectional cabinets made of wood or steel.

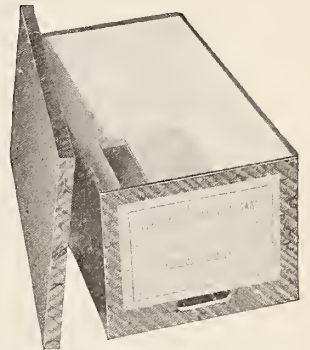
or departments, and (3) nature of the records required in the particular business or trade.

### Departments.

In many businesses the correspondence can be conveniently divided into departments. For instance, a division similar to the following is sometimes adopted: (1) Personal; (2)



Small Transfer Case, used to contain "dead" matter removed from the file.



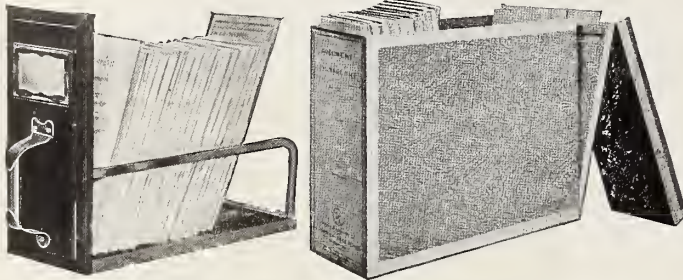
Full-sized Transfer Case that will hold the whole contents of a vertical file.

Invoices; (3) Statements and Accounts; (4) Receipts; (5) Quotations; (6) Orders; (7) Travellers' Reports; (8) Work in Progress. The division might include many more departments. In thus dividing up, one or more files are kept for each department, and the letters and other papers placed in alphabetical order by using a complete alphabetically lettered

index. Where it is not desirable to divide into departments, a number of files may be used with partial alphabetical index on each file, say A to C on 1st, D to E on 2nd, and so on. Both have advantages peculiar to themselves.

### Package and Pouch Systems.

A very simple way is to fold all letters to a standard width (most conveniently done by using a piece of tin the required size) and putting all letters for a month or year or

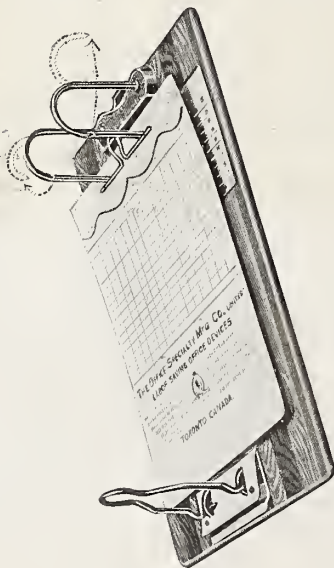


Standard Document File.

Transfer Case for Document File.

other suitable time in a package according to the date on which they were received. Before putting them into the package, and after they are folded, an endorsement should be made across one end, of (1) the date received, (2) the writer's name and address, (3) money or other valuables contained, and (4) a memo. of the subject of the letter. This endorsement should be made near one end so that when the letters are tied together at the middle they may be turned back enough to read the endorsement on any one in the package.

A pouch file, suitable for a small correspondence, can be had for a few cents. It consists of say twenty-six pouches or divisions made together and lettered from A to Z. Those



Shannon File.

commonly used can best be explained by saying that they are like large pocket books or wallets, made from a tough Manila tag board, containing pockets alphabetically lettered. There are two sizes, one large enough to take in note sheets, and another letter sheets, without folding. The letters are placed in these pouches, according to the letters beginning the names, in the same manner as in other files under the indexes.

### Other Styles or Systems.

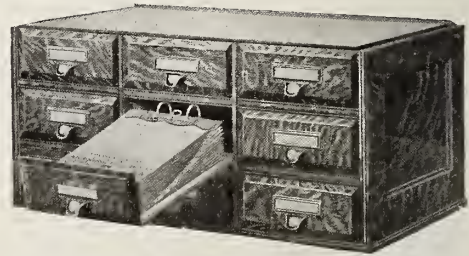
The other styles and systems of files in greatest favor may be divided into two classes.

1st. Where papers are placed between the indexed sheets of tag board, the whole being kept under pressure, but not in any way bound or tied together. This may be known as the loose file system.

2nd. Where papers are perforated and placed on metallic binding devices between indexed sheets. This is known as the binding system.

### Loose Sheet and Vertical Systems.

In the loose file system the letter can be instantaneously put into position or taken out, one disadvantage being that in case of accidental fall of a file, a thousand letters might

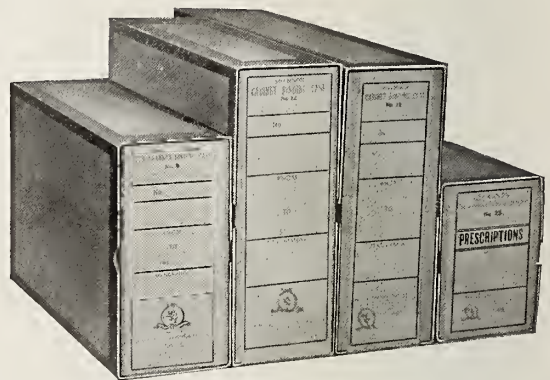


Section of nine Shannon Files.

be scattered in a moment. The variation in size from a postal card to a letter sheet often causes some disadvantage. The Universal, Globe and Tucker files, and other patented devices are on the loose file system and are extensively used.

The above illustration shows a cabinet section of nine Universal loose sheet files. This file is very convenient for keeping invoices, until the goods are checked off. This file also collects the invoices of the current month for comparison with the monthly statements.

The vertical system of filing is the most recent arrangement, and is an excellent representative of the loose file type,



This illustration shows different sizes of transfer cases closed up and dust proof.

useful for many businesses of a settled character with a constant line of customers or correspondents. Its strong feature is the collecting and keeping together all the papers relating to any matter or all the letters from a firm in a folder. These papers or letters are in chronological order.

### Methods of Indexing.

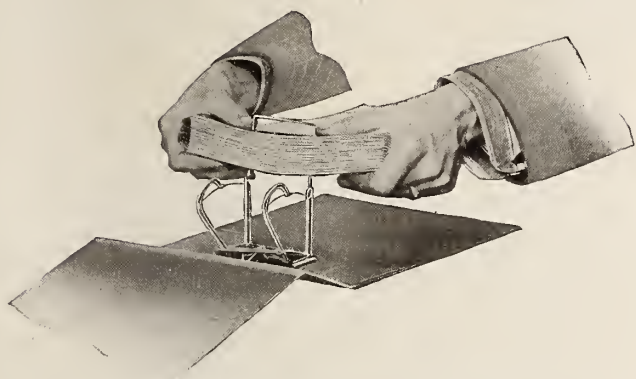
It is possible to index papers filed vertically in four different ways: (1) Alphabetically, (2) Geographically, (3) Numerically, (4) Chronologically. The method of indexing depending upon the nature of the work for which the records are used.

### Transfer Cases.

Two kinds of transfer cases are prepared for vertical files to be used according to circumstances and needs of the office: (1) Small storage case into which are put papers belonging to finished work or contracts; defunct firms or any correspondence that is terminated. The purpose is to clear out the "dead wood" and leave only the "live" business in the file. (2) Large transfer case capable of holding the entire contents of a vertical file when it is full. The index is transferred with the papers so that a paper or letter may be as easily found in the transfer case as in the file.

### Special Files.

Almost all business houses have a number of documents such as insurance policies, deeds, mortgages, specifications, contracts and other important and valuable papers. These are usually folded to standard sizes and placed in envelopes



The above illustration shows part of a transfer case with letters placed in it, but the arches are not closed.

or bags. These can be very conveniently filed and kept in order in one or more document files, that should form part of the filing outfit of every office. The document file is another form of loose file.

The document files manufactured of steel are being introduced into county registry offices and legal offices where many thousands of deeds, mortgages and other valuable title papers are kept. These papers can be filed numerically and referred on the shortest notice. They are kept compact occupying much less space under the compression of the file than in any of the old box or pigeon hole plans in use in the past.

The cheque file here illustrated is another useful form of loose file. As a handy appliance for filing and sorting out the cheques for the various depositors in a bank and having them ready and convenient for the monthly balance day and delivery with the pass book this file is indispensable. In the ordinary business office the cancelled cheques, notes and drafts as returned by the bank monthly, form a very important record of payments. They are receipts from the firms to which they were payable. A special cheque file should be part of the office outfit in which these important documents would be filed either according to the serial numbers, the dates or alphabetically, whichever method suits the purposes of the firm using it.

The one here illustrated is a regular Shannon Arch file complete in itself with perforator and compressor cover, suitable for hanging on the wall or placing in a desk. The papers are perforated and placed under the proper index subdivision by first throwing back the cover over the arches and as much of the index sheets as may be necessary, then turn the arches open, put the paper in place, and close the

arches. The Shannon Cabinet file is the same as the ordinary file except that it has a drawer front and no perforator.

Where the Shannon system is used, papers once placed on the file need not be removed for reference. All the papers above the required are simply thrown back over the arches, leaving free access to the paper required. The projecting index makes reference quick and easy.

When a Shannon file becomes filled, the papers are removed bodily with the index from the file and placed in exactly the same position in the transfer case for storage.

One great advantage of the transfer cases is that the papers can be turned over on the arches and referred to or



removed and replaced almost as easily as in the file without disturbing or disarranging other papers. Another advantage is that papers once placed on file or in the transfer case are bound in book form and cannot be spilled out, mixed or lost by any accident.

### Sectional Cabinets.

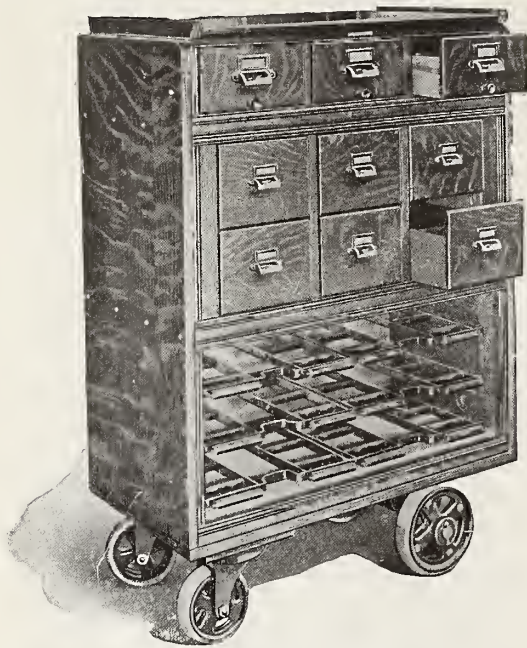
Filing systems are usually a matter of growth, one subdivision of work following another. The man who starts with a single file may find that he needs a dozen in course of a year, further on he may find that he needs more and different varieties. He may find a vertical file, a document file or two and a card index necessary. The sectional plan of building up according to the needs of the business is a decided advantage. Under this system a man can start with a base, one section and a top and add afterwards anything he finds that he needs even to a desk or book case section

or card index or card ledger, without throwing away anything he has purchased. All are made to fit into each other and form a complete piece of furniture.

The illustration herewith shows how sectional filing devices of various kinds may be made up into a complete piece of furniture. It contains document files, cheque files, several kinds of letter and invoice files, vertical files, card indexes, etc.

**Portable Filing Cabinets.**

Important records should always be placed in the vault over night. The old-fashioned way was for the clerks to carry out in the morning and in at night all books, papers and documents needed during the day. This meant hard



Portable Sectional Cabinet.

work and wear and tear on books. With the portable filing Cabinet here illustrated on wheels with rubber tires, all records can be taken out and into the vault in a moment with ease, the books being piled on the top. They are made both in wood and steel.

The indexes on Shannon files are capable of almost infinite subdivision. The complete alphabet A to Z may be on one file or it may be subdivided on any number of files. A three-file index would give about eight letters to the first file of the series, eight to the second and ten to the third. In a twenty-file index some files would, in some cases, be devoted to a single letter and the index would be subdivided into perhaps twenty-five different parts according to the letter following the initial of the names. Indexes are made up of 25, 40, 80, 120, 240, 400 or more subdivisions according to the number of files in use.

**EXTRA TAX ON CUBAN IMPORTS.**

A Bill has been approved by the Cuban Congress granting to a company called "Cuban Ports Company" a concession to execute the works of dredging and improvements of Cuban ports, the building of a sea wall in the water front of Havana, etc. The ports which are to be benefited by these improvements are Havana, Cienfuegos, Cardenas, Matanzas, Esperanza, Nuevitas, Guantanamo and Santiago du Cuba. This company must complete this work within six years.

In order to meet the expense entailed an extra tax is imposed on all merchandise imported as follows:—

For each ton of merchandise coming from the United States of America either by steamer or sail boat .....	\$0 80
For each ton of merchandise imported from other countries either by steamer or sail boat .....	1 00
For each ton of coal discharged by steamer or sail	0 10

These taxes will remain in force during thirty years according to contract signed by the government with the aforesaid company.

Formerly the port improvement tax per each ton of merchandise was 25 cents in every case, United States goods having no advantage whatsoever over any other country; coal was taxed 10 cents per ton if by sail boat or 12½ cents if by steamer.

As will be seen, not only has there been a notable increase on these charges, but at the same time a still further margin of 20 cents per ton has been established in favor of the United States, besides the regular reciprocity tariff enjoyed by that country.

**DESCRIPTIVE OF OTTAWA.**

The Publicity and Industrial Bureau of Ottawa has issued an effective booklet, setting forth the advantages of that city. The book is full of illuminating facts, tersely stated, and the views shown indicate that the city is as good a place to live in as it is to manufacture in. Ottawa is making a strong bid for factories and the aggressiveness of the Publicity Bureau should produce tangible results.

**Quite So**



"All the Government at Ottawa proposes to do by the tariff relief bill is to get out of the way of those who want to trade."  
—The Globe, May 18th.



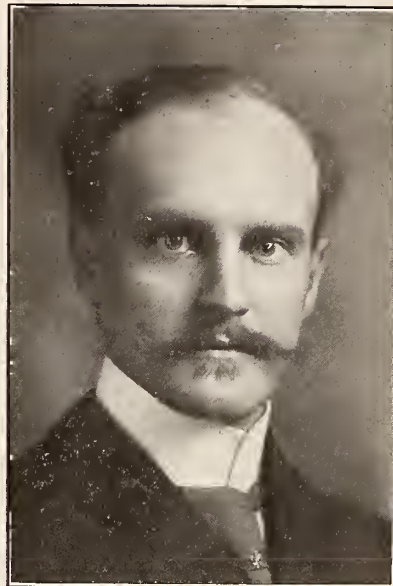
DR. L. A. HERDT

Member of the Montreal Electrical Commission.



MR. C. N. MONSARRAT

Who succeeds M. Vantelet as Supervising Engineer for the Quebec Bridge.



MR. BEAUDRY LEMAN

Member of the Montreal Electrical Commission.

## MEN AND EVENTS

### MONTREAL ELECTRICAL COMMISSION.

**T**HE Electrical Commission of the City of Montreal was finally appointed early in May of the present year. The Act of the Legislature of Quebec authorizing the appointment of such a body was passed in 1909 with the object of governing the placing of wires in the streets of Montreal and particularly the placing of wires in underground conduits.

The Commission is composed of three competent engineers, Messrs. Beaudry Leman, appointed by the city; R. S. Kelsch, appointed by the sixteen light and power companies interested; and L. A. Herdt, appointed by the Quebec Public Utilities Commission. The Commission shall prepare plans and specifications for the underground conduits, submitting them for approval to the Utilities Commission. As soon as this preliminary work is completed, the Public Utilities Commission shall appoint an engineer to supervise the construction of the works, and the duties of the Electrical Commission shall then cease.

### HYDRO-ELECTRIC POWER IN TORONTO.

Toronto has formally welcomed the new hydro-electric power within her gates. With a brilliant illumination of the City Hall and much oratory the joint civic and provincial system was declared in operation. Much of the city is now lighted from the city's transforming station, and the remaining work which will complete the lighting system is being rushed forward as fast as possible.

The administration of the new system has been placed in the hands of a commission, consisting of Messrs. P. W. Ellis, H. L. Drayton, and Mayor Geary. Upon them its success from now on depends.

Mr. Ellis is known as having given long and close study to the problem of hydro-electric power. He was a member of the commission which, acting on the instructions of various municipalities in Western Ontario, brought in an exhaustive

report on the possibilities for generating and distributing electric power throughout that part of the province. The work done by the commission made possible the system which now stretches in a net-work over Western Ontario. Mr. Ellis will make a most capable member of the civic board, bringing to the discharge of his duties fine experience and knowledge. The city is to be congratulated on securing his services on the commission.

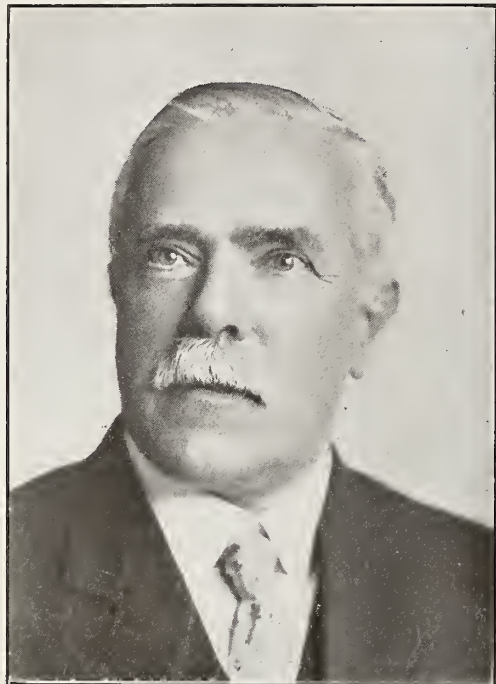
Mr. Drayton is Corporation Counsel, and has attained a high position in the estimation of the citizens. He should prove a valuable and efficient colleague. The third member is the Mayor, ex-officio.

The responsibilities of the members of the Board will not be light. They will have a complex system, representing an investment of several millions of dollars, to administer. To add to the difficulties they will have as opposition the Mackenzie interests, which control a complete system, from the generation of the power at Niagara Falls, to the distributing of it, through the Toronto Electric Light Co., in Toronto. It is well that in the beginning of the enterprise it has such a strong board of administrators.

### SHIPPERS BY EXPRESS SHOULD PLACE THEIR NAMES ON PACKAGES FORWARDED.

Consignees receiving parcels by express frequently complain that they are unable to locate the shipper because the express companies do not always give the information when delivering them. It is not convenient for the companies at all times to give this information. The public use the express companies in order to get dispatch. If they do not get it there is nothing to be gained. A great deal of the express business is brought to the station just before the train for which it is intended is due to leave. The companies are thus obliged to have some quick method of billing the goods so that they may go forward on the train for which they are intended. There is no time to call for bills of lading, receipts, or forms of that kind. The billing clerk takes the various parcels as they are handed in and waybills direct from them. He simply makes out a bill showing the consignee and the charges. He

does not refer to or even ask who the shipper is because that would involve considerable delay, and entirely defeat the purpose of the service. It will thus be seen how it is that shippers' names do not appear. Therefore, if it is desirable that



MR. P. W. ELLIS

Member of the new Civic Hydro-Electric Commission for Toronto.

the party to whom the goods are consigned should know by whom they were shipped, at the time of delivery the shipper should in some way attach his name to the consignment.

#### HOME DEVELOPMENT FIRST.

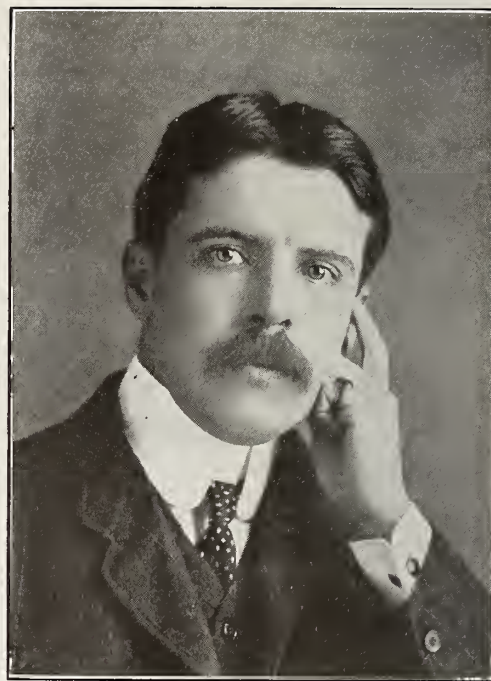
How different are the national theories of finance is strikingly illustrated by a comparison of the attitude of Germany and Great Britain in the matter of foreign investments. The Germans will not allow native industries to be pinched by an undue investment of capital abroad. During a recent discussion in the Lower House of the Prussian Diet, Herr Sydow, Minister of Commerce, declared that it was an "essential condition of German financial policy that the home market must not suffer," no matter how desirable, on political or other grounds, the investment of German capital in foreign securities might seem. The needs of the German market were represented as increasing every year, and new capital is required to provide employment for an increasing population, and to place industry and agriculture on a firm footing. Declaring that capital sent abroad led to a rise in the rate of interest at home, the Minister of Commerce stated that this and other similar considerations have induced the Government to refuse quotation to certain American railway shares and other foreign securities. Although this position is ridiculed by Herr Dernburg, the brilliant financier and ex-Minister of Colonies, yet the excuse offered, if sincere, is a surprising commentary on the economic position of Germany, so strongly in contrast with the expansion of British capital as summarized by the London *Economist*, whose recent statement for the first quarter of the present year has attracted widespread attention. No less than £39,200,000 has been invested by British capital in new

undertakings during the first quarter of 1911, all but £5,000,000 of this amount having been sent outside of the British Kingdom. About £11,500,000 have been destined to British Colonies, while the very large balance has gone into industrial and Government loans and enterprises of various sorts in other countries of the world. Whatever supremacy in trade follows the liberal investment of a nation's money seems therefore to be likely to continue attached to Great Britain.

#### A SECRET OF SUCCESS.

An interesting insight into Germany's industrial methods is given in an extract from a speech of Dr. Albert, who was President of the German Section of the Brussels International Exhibition. He said:

"Let me not forget just one other important secret of our success: it is our readiness to adopt from foreigners their methods of labor, whenever we find that they are better and more practical than our own, but at the same time to develop and improve them through our thoroughness in work, based on scientific investigation, and thus to outrival our original masters and models. I will mention only one branch of manufactures that was exhibited in the German section at Brussels, namely, machine tools. We all know how much we have learned from the Americans in this field, and that we are engaged in a very fierce competition with them. It is, therefore, of special interest to learn how this competition ended at Brussels, where the American exhibits were restricted almost exclusively to such machine tools only. The jury, composed of experts, granted ten grand prizes to Germany, five to Belgium, four to Great Britain, and only two to the Americans. I know no better proof than this to show that we are working in the right direction, nor can I urge a



MR. H. L. DRAYTON

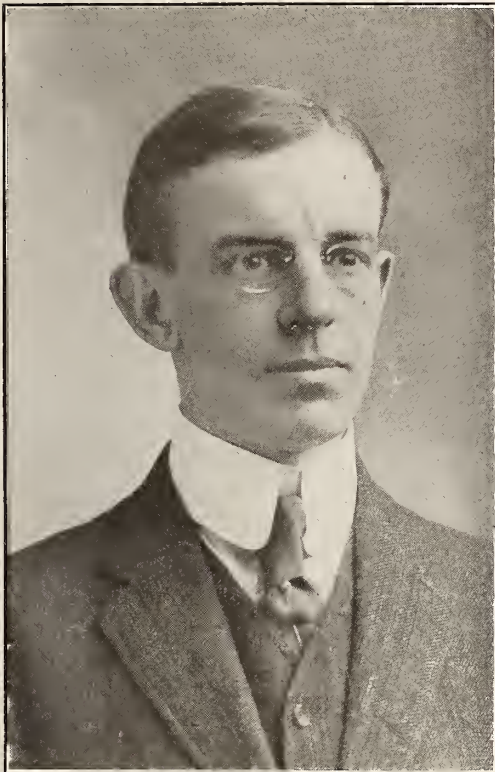
Corporation Counsel, who has been appointed a Member of Toronto's Hydro-Electric Commission

stronger reason for continuing in the same, with higher aims for the future, persistently improving this, one of the most difficult, yet at the same time most useful, of all mechanical contrivances."

### A COMPENSATION SCHEME.

After a two years' investigation by a special committee, a Workmen's Compensation Act has been passed by both Houses of the Wisconsin Legislature. The measure includes features which are unique in this class of legislation. Particularly the scheme of making adherence to the plan of compensation optional is novel. Common law action is still permissible so long as an employer states beforehand his intention of trusting to this procedure.

The employer in any occupation who desires to stand on his common law rights and, in case of an accident to an employe, defend a suit for damages, may do so, according to his inclination. The employer who desires to pay the rates of compensation scheduled in the law has but to announce his decision to the industrial accident board, created by the Act. In filing notice of election to pay the



MAYOR G. R. GEARY

Third Member of Toronto's Hydro-Electric Commission.

compensation scheduled, he secures the advantage of practically safeguarding himself against being sued for damages for personal injury.

With the aim of making the law comply with the constitutional provisions, the legislative committee drafted the Act so that the servants of an employer who elects to come under the law also elect to accept the scheduled compensation in case of injury. They do not do so by means of a written notice, but their inclusion in the scheme comes about automatically. The employe can also serve notice on his employer that he does not desire to accept the scheduled compensation and then can stand on his common law rights and bring suit in case of injury. When an employer elects to pay the compensation set forth in the Act, his employes are given thirty days in which to file their notice of refusal to accept the rated compensation. If this notice is not filed within the given time, their acceptance is automatic.

The compensation features of the Act are also optional. In one important particular the law affects all employment generally. This feature is the absolute abrogation of the assumption of risk defence and the fellow servant's negligence. The abrogation of the fellow servant defence, however, applies only to employers of four or more persons. There is an important exception to the general application of this abrogation of defences. In order to give the employer the benefit of the old common law defences in cases where an employe refuses to accept the compensation after his employer's election, the law sets forth that the abrogation clause shall not apply to employers who elect to pay the scheduled compensation.

Although the Act is optional in dealing with employers of labor, it is compulsory as regards the state, counties, cities, towns, villages and school districts.

In regard to the rates of compensation in case of death of the employe, the Wisconsin Act provides for the payment of four times the annual wage, with a maximum of \$3,000 and a minimum of \$1,500, if total dependents survive. In case of injury to the employe, he is to be paid 65 per cent. of his wages during the period of total disablement. When the injury does not disable the employe so as to prevent his working, he is to receive 65 per cent. of his loss in wages. When partial dependents survive a deceased employe, these partial dependents are to receive four times 65 per cent. of the annual amount devoted to partial dependents before the death of the employe. When the employe is totally disabled and so helpless as to require the services of a nurse, the weekly compensation is to be 100 per cent. of his wages for three months. At the end of three months it is to drop to 65 per cent.

The Act creates the industrial accident board for the administration of its provisions. Three members make up this board, one of them to be the commissioner of labor, ex-officio. The terms of the other two members are to be four years and their salaries \$5,000 annually. Every dispute or controversy under this Act is to be submitted to this board, which is required to hold hearings and make investigations much in the same manner as does the railroad rate commission.

### AN INTERNATIONAL INCIDENT.

A year ago preparations were made for the holding of a United States-German Exhibition in Berlin. It was to be a pledge of the amity existing between the two nations, and was to consist of an extensive exhibit of their manufactures. Although the names of many men eminent in political and industrial life were on the list of patrons, a coldness towards the idea developed in Germany, which eventually killed it. The Germans on looking into the project failed to see where they were going to get an advantage out of it to counter-balance the loss that would accrue to them from the introduction and advertising of United States manufactures. Accordingly the scheme was dropped. Just recently a somewhat similar occurrence has taken place. Arrangements were made for a tour through Europe of a hundred business men from the United States. After the details had been worked out, apparently satisfactorily, opposition arose in Saxony. The manufacturers of that part of the German Empire saw no reason for opening their factories for the inspection of their rivals. They have started an agitation in the newspapers which will probably cause the tourists to shun that part of the continent. The Germans are taking no chances with their business rivals. They apparently hold to the idea that trade is war.

# PROBLEMS OF MANUFACTURERS ABROAD

By Mr. F. W. Wegenast,

Secretary Legal Department.

Some Subjects Discussed at the Recent Convention of the National Association of Manufacturers of the United States. Workmen's Compensation to the fore.

OUR readers may be interested in some impressions gathered at the meeting of the National Association of Manufacturers of the United States, which was held in New York on the 15th, 16th and 17th of May, and which I attended on behalf of the Canadian Manufacturers' Association.

The National Association of Manufacturers is a body which occupies in the United States a position corresponding to that of the Canadian Manufacturers' Association in Canada. There is this difference in their relative positions, that while the National Association is numerically slightly larger than the Canadian Manufacturers' Association it does not represent anything like the same proportion of manufacturers within its constituency. On the other hand, however, the National Association is in close, though not organic, alliance with a large number of smaller manufacturers' associations and employers' associations scattered throughout the United States, and localized either as to territory or as to class of trades. These smaller associations range from large and powerful organizations such as the Illinois Manufacturers' Association and the American Hardware Manufacturers' Association down to local manufacturers' and employers' associations covering single municipalities.

A number of the secretaries and other executive officers of the different bodies represented met on Wednesday afternoon at an informal luncheon, at which an opportunity was given for an exchange of notes on the various activities, methods, etc., of the different associations. Tentative steps were taken to organize the executive officers in some form that would insure periodical meetings for further discussion of the various phases of the work of these officers.

It was interesting to find that the National Association as well as the smaller bodies were occupied with the consideration of very much the same problems that engage the attention of our own Association, any variations being in degree rather than in kind, and some of the agenda, reports of committees, etc., might, with a few changes of names, have been taken for those of our own Association.

A large share of attention was given to the labor problem in its various phases, and there were the usual discussions on the questions of eight hour day, closed shop, restrictions of immigration, etc. Other subjects dealt with were technical education, workmen's compensation, uniformity in state laws, consular service and corporation laws.

## Technical Education.

In the matter of technical education the work of our own Association is in advance of that of our neighbors, who have not yet reached the point of taking any active steps in dealing with the problem. There appears, in fact, to be much less interest in the subject throughout the whole of the United States than there is in Canada, and the lack of sympathy between the labor and the employing interest tends to keep the subject in the background.

## Uniformity of State Laws.

The question of the uniformity of state laws is a much more live one in the United States than it is in Canada. The manufacturer supplying the markets of the United States has to reckon with forty-seven different sets of laws in as many

States. Some of these States are, of course, no more careful than are some of our Provinces as to whether their legislation is within the bounds of their constitutional powers or not, and the consequence is that the American business man is more concerned than is at present the case in Canada with questions of constitutional law. The sphere of the state legislatures is in some respects larger than that of our provincial legislatures. Such matters, for instance, as bills of exchange and bills of lading are within the jurisdiction of the separate states, and it is a matter of the greatest importance to the commercial interests to have the highest degree of uniformity attainable in the laws of the different states upon these and kindred subjects.

In the matter of consular service and commercial intelligence the work of the National Association is much broader than that of our own. The foreign department is the largest department of this work and engages a staff of about forty persons. With the extension of commerce it is easy to understand the practical utility of such a department, covering as it does such subjects as foreign collections, foreign customs regulations, foreign patents and trade marks, credit reports, translations, etc.

## Corporation Laws.

In the matter of corporation laws the situation in the United States is, in some respects, even less satisfactory than it is in Canada. The state legislatures are recognized as having undoubted power to incorporate companies whose powers are to be exercised outside the State, consequently nearly all the corporations at present existing in the United States are incorporated under state laws. The power of the Federal government to incorporate companies has not been exploited to any considerable extent, and there is not in the United States any general Federal companies act as there is in Canada. Extra-provincial licensing acts and foreign companies acts flourish as they do in Canada, with this limitation, however, that they do not affect transactions coming under the head of inter-state commerce. The National Association is, therefore, like our own Association, engaged upon the problem of securing uniformity in the local corporation laws and the centralization so far as possible of the organization and control of corporations.

The two questions which occupied the most prominent place in the discussions were the question of open shop and the problem of workmen's compensation. Interest in the labor problem was enhanced by the presence at the convention as a guest of honor of General Otis, owner of the Los Angeles Times, whose plant was recently destroyed by dynamite, with a large loss of life, at the instance, it is alleged, of union labor officials and in revenge of the attitude of the paper in maintaining an "open shop." It is difficult for a Canadian without knowledge of the conditions in the United States to understand the intensity of feeling and the violence of language displayed in dealing with these subjects by both parties in the United States. But it appears to be the general opinion throughout the Republic that a crisis is pending upon the subject of open shop as against closed shop, in which one or the other side must be decisively defeated. Whatever the results may be in the United States—and they will in all



probability be duplicated in our own country—Canadians of both the employing and the labor interests have reason to congratulate themselves that in this respect the United States is in advance of us.

#### Workmen's Compensation.

The principal feature of the Convention was the report made by Messrs. Schwedtmann and Emery, who had been commissioned by the National Association to investigate the systems of Workmen's Compensation and Industrial Insurance in Europe with a view to guiding the Association in formulating its policy upon the subject for the United States. Like the provinces of Canada, the various states of the Union are at present actively engaged in dealing with this problem, and the attitude of the National Association is shown in the resolution of the last annual meeting as follows:

"Be it resolved, that the present system of determining employers' liability is unsatisfactory, wasteful, slow in operation and antagonistic to harmonious relations between employers and wage workers; that an equitable, mutual contributory indemnity system, automatically proving relief for victims of industrial accidents and their dependents, is required to reduce waste, litigation and friction, and to meet the demands of an enlightened nation;

"Be it further resolved, that prevention of accidents is of even greater importance than equitable compensation to injured workers."

This resolution was passed after a thorough inquiry among twenty-five thousand employers of the United States, and, according to Schwedtmann, "conveys the attitude of ninety-nine out of one hundred employers, and the remaining one ultra-conservative employer will find it good policy to work constructively with us, bearing in mind that unless this problem is settled in a common-sense, equitable and economic manner, the demagogue, the agitator and the socialist will settle it for us with a vengeance." With this idea in view Messrs. Schwedtmann and Emery spent a large portion of the past year in different countries of Europe, and brought home an extensive report, which they have embodied in a volume which is now published and which contains the most valuable material for dealing with the subject from the employers' standpoint. A resume or digest of the results of their investigations was given by both Mr. Schwedtmann and Mr. Emery, that of the former being illustrated by lime-light views. Mr. Schwedtmann dealt with the practical and economic features of the problem, while Mr. Emery confined his attention to the more strictly legal questions.

#### Canadian Systems Not Approved.

I hope to be able in the succeeding number of INDUSTRIAL CANADA to place before your readers something of a summary of the findings placed before the Convention, and it will suffice to say here that it was said with the utmost confidence and emphasis that the present system in England, which has been adopted by all of the provinces of Canada except Ontario and Prince Edward Island, was absolutely unsatisfactory both in principle and practice. This is a matter of particular importance to the manufacturers and employers generally of the Province of Ontario in view of the investigations which are being made on behalf of the Ontario Government with a view to drafting a new act for the province.

As compared with the American States the Provinces of this country are in a very fortunate position in that they are not hampered by the constitutional limitations which fetter the state legislatures, and have nullified nearly all the efforts that have been made in various states to deal with the subject upon an equitable basis. Under the American Constitution the State governments are prohibited from passing legislation depriving any person of property rights without due process of law. This is the rock on which the compensation systems,

of several states have been wrecked. Some of the State Constitutions contain further limitations which hamper the activities of the state legislatures. Mr. Emery's contribution to the solution of the problem as it affects the United States, was the suggestion of an ingenious method for surmounting these constitutional difficulties by basing the compensation of workmen upon a system of taxation, administered by the government, under which workmen and employers will contribute proportionally to a fund out of which compensation would be paid without reference to fault of either employer or workman. I hope to discuss this also in a future number.

## WAGES AND LIVING COSTS

### A Comparison of Wages and Cost of Living in England and in the United States, made by the British Board of Trade.

Wages in the United States, according to the British Board of Trade's report, are in the ratio of 230 to 100 as compared with wages in England. The three important divisions of labor were chosen for investigation—building, engineering and printing. It was shown that the weekly hours of labor are 11 per cent. shorter in the building trades in the United States than in England, 7 per cent. shorter in the printing trades, and 6 per cent. longer in the engineering trades. For all the trades the hours were shorter in the United States in the ratio of 96 to 100.

The cost of living, while higher, was not proportionately so to the amount of earnings. As regards rents, the United States workman pays on the whole a little more than twice as much as the English workman for the same amount of house accommodation, the actual ratio being 207 to 100; the minimum of the predominant range of rents for the United States towns as a whole exceeding by from 50 to 77 per cent. the maximum of the range for towns in England and Wales for dwellings containing the same number of rooms.

The retail prices of food, making due allowance for the amount of consumption in the two countries, were in the ratio of 138 to 100 for the United States and England.

One peculiarity shown by the budgets is the comparatively small consumption of baker's bread in the average United States working-class family, the consumption being 8¼ lb. weekly per family as against 22 lb. in the United Kingdom, the place of bread being taken in the United States to some extent by rolls, cakes, biscuits, etc., on which the expenditure is about three times as great as that shown in the average British budget. On the other hand, the consumption of meat is much larger in the United States, and the consumption of vegetables is also larger. The budgets indicate in general that the dietary of United States working-class families is more liberal and more varied than that of corresponding families in the United Kingdom.

In brief, as stated in the course of the report, the money earnings of the workman in the United States are rather more than 2¼ times as great as in England and Wales, and, since there is no proof that employment is more intermittent in the United States than in this country, a much greater margin is available, even when allowance has been made for the increased expenditure on food and rent. The margin is clearly large, making possible a command of the necessaries and conveniences and minor luxuries of life that is both nominally and really greater than that enjoyed by the corresponding class in this country, although the effective margin is itself, in practice, curtailed by a scale of expenditure to some extent necessarily and to some extent voluntarily adopted in accordance with a different and a higher standard of material comfort.

# CHANGES IN FREIGHT RATES DURING MAY

List of Freight Schedules Filed with the Board of Railway Commissioners During month of May, 1911.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Canadian Pacific Railway.</b>							
E. 2088 Cancels. E. 1883.	E. 1685 Cancels E. 1473	May 15, '11	Radiators and parts thereof from points in Eastern Canada to Vancouver, Victoria, Westminster and Nanaimo, B.C.	Sup. 4 E. 1858	Sup. 4 E. 1448	May 11, '11	Iron and steel articles from stations on C.P.R., Montreal, and west, also Brantford and Welland (T.H. & B.) to Port Arthur, Fort William, Sault Ste. Marie and Westfort, Ont. 19½ cts. per 100 lbs.
Sup. 7 E. 1900	Sup. 7 E. 1490	May 17, '11	Paper commodities between points on C.P.R., also to points on connecting railways.	Sup. 43 E. 1132	Sup. 43. E. 714	May 18, '11	Commodities for export from C.P. stations to Montreal and Quebec.
E. 2085 Cancels. E. 1744.	E. 1682 Cancels E. 1332	May 13, '11	Class and commodity from European ports to points in the Northwest.	Sup. 7 E. 1674	Sup. 7 E. 1261	June 15, '11	Spent iron masse c.l., Toronto to Syracuse, N.Y. 12½ cts. per 100 lbs.
Sup. 3 E. 2053	Sup. 3 E. 1650	May 15, '11	Commodities between Montreal and Quebec.	Sup. 1 E. 2053	Sup. 1 E. 1650	May 8, '11	Angle bars c.l., Montreal to Quebec.
Sup. 5 E. 1576	Sup. 5 E. 1162	May 22, '11	Arbitrarities from Temiskaming to points north on the Temiskaming Nav. Co.	Sup. 8 E. 1128	Sup. 8 E. 1445	May 30, '11	Commodities, C.P. stations to points in the U.S.
Sup. 7 E. 1128	Sup. 7 E. 1445	June 20, '11	Commodities from C.P. stations to points in the U.S.	Sup. 14 E. 1357	Sup. 14 E. 1122	May 1, '11	Absorption of switching charges at junction points.
Sup. 2 E. 1770	Sup. 2 E. 1360	June 19, '11	Classes from Eastern Canada to points west of Port Arthur. Lake and rail.	Sup. 2 E. 2060	Sup. 2 E. 1657	Apr. 29, '11	Import merchandise, Quebec Wharf to stations on C.P.R.
Sup. 46 E. 1132	Sup. 46 E. 714	May 22, '11	Commodities for export via Montreal and Quebec from points in Ontario.	Sup. 3 E. 2054	Sup. 3 E. 1651	Apr. 29, '11	Import merchandise, Montreal Wharf to stations on C.P.R.
Sup. 19 E. 1957	Sup. 19 E. 1550	May 25, '11	Commodities between C.P.R. stations.	<b>Grand Trunk Railway.</b>			
Sup. 15 E. 2005	Sup. 15 E. 1601	May 16, '11	Building material between C.P.R. stations.	Sup. 1 E. 2303	Sup. 1 R. 4	May 1, '11	Iron and steel articles c.l., Gananoque to Fort William, Port Arthur, Sault Ste. Marie and Westfort, Ont., and Duluth, Minn. 19½ cts. per 100 lbs.
Sup. 6 E. 1855	Sup. 6 E. 1445	June 15, '11	Commodities from C.P. stations to points in the U.S.	E. 2333 Cancels E. 1980 E. 1961	I. 109 Cancels I. 94 I. 95	May 13, '11	Class and commodity from English and European ports to stations in Canadian Northwest via Boston, New York or Montreal. Rail and lake.
E. 2083 Cancels E. 2034	E. 1680 Cancels E. 1630	May 6, '11	Structural steel c.l., Walkerville, Ont., to Vancouver, 75 cents. per 100 lbs.	Sup. 25 E. 2218	Sup. 25 C. Y. 16	May 6, '11	Iron and steel scrap c.l. between Montreal and Sherbrooke.
Sup. 11 E. 1781	Sup. 12 E. 1381	May 10, '11	Class and commodity applying between points in Eastern Canada and points on the C.N. and G.T. Railways.	Sup. 12 E. 1346	Sup. 12 C. N. 23	May 9, '11	Brass or copper wire rope or cable in coils or on reels c.l., Montreal to Regina, Sask. \$1.17 per 100 lbs.

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
Sup. 4 E. 2270	Sup. 4 C. U. 59	May 30, '11	Commodities from G. T. stations in Canada to Western U.S. points.	1887 Cancels 1802	A 19420 Cancels A. 18721	June 3, '11	Classes from New York and stations on the Harlem division to stations on the G.T. Ry. (Ottawa div.).
Sup. 8 E. 1634	Sup. 8 A. 8	May 23, '11	Arbitrarities between Maritime Province junction points and connecting lines stations.	1876	A. 19367	May 27, '11	Bar iron and bar steel c.l., from Syracuse, N.Y., to Cornwall, Ont., 15 cts. per 100 lbs.
Sup. 8 E. 1985	Sup. 8 E. 37	June 15, '11	Lumber c.l., for export, Ottawa to Boston, East Boston and Portland. 10 cts. per 100 lbs.	<b>Wheeling &amp; Lake Erie R.R.</b>			
Sup. 7 E. 2130	Sup. 7 N 21	May 19, '11	Newsprinting paper c.l., from Eastern Canada to Winnipeg and Calgary, via lake and rail.	Sup. 3 65	—	May 29, '11	Iron and steel articles, W. & L. E. stations, to points in Canada.
W. 269 Cancels W. 218	403 A. Cancels 1635	June 21, '11	Commodities from G. T. western lines to points in Canada.	<b>Baltimore &amp; Ohio Railroad.</b>			
Sup. 6 E. 1433	Sup. 6 C. I. 52	May 13, '11	Canada plate c.l., min. 30,000 lbs., Montreal wharf to Morrisburg, Ont., 10 cts. per 100 lbs.	Sup. 6 618	—	June 15, '11	Iron and steel articles from B. & O. stations to points in Canada.
<b>Pere Marquette Railroad.</b>				<b>Bessemer &amp; Lake Erie Railroad.</b>			
1365	3428	May 25, '11	Commodities between P. M. stations in Canada, also to points on connecting lines in Canada.	Sup. 8 60	—	June 15, '11	Articles of iron and steel from B. & L. E. stations to points in Canada.
Sup. 5 E. 2270	Sup. 5 C. U. 59	June 15, '11	Commodities from G. T. stations in Canada to points in the U.S.	<b>West Shore R.R.</b>			
Sup. 1 E. 2312	Sup. 1 C. R. 108	May 1, '11	Postponement of track scale allowances till July 1, 1911.	499 Cancels 265	A. 6657 Cancels A. 3655	June 9, '11	Whiting c.l., Brooklyn and Jersey City to Toronto, 16 cts. per 100 lbs.
E. 2344	C. I. 126	May 15, '11	Structural and bridge iron c.l., Dominion to Riviere du Loup, Que.	<b>Central Railroad of New Jersey.</b>			
E. 2336 Cancels E. 1949	I. 110 Cancels I. 90	June 12, '11	Import merchandise, Montreal to Detroit, Buffalo and Chicago.	476 Cancels 433	—	June 12, '11	Copper wire and rods, C.R.R. of N.J. stations to Montreal, 20 cts. per 100 lbs.
<b>Michigan Central R.R.</b>				<b>Pennsylvania Railroad.</b>			
Sup. 1 1756	Sup. 1 8777	May 8, '11	Class and commodity from stations in Canada to New York, Philadelphia, Baltimore, and New York for export.	Sup. 2 J.J. 27	—	June 15, '11	Iron and steel articles from P.R.R. stations to points in Canada.
<b>Wabash R.R.</b>				G. O. 332.	—	May 22, '11	Fireproofing from Chester, Pa., to Ottawa, Ont., 18 cts. per 100 lbs.
550 Cancels 390	A. 9642 Cancels 9642	June 4, '11	Classes between Buffalo, Black Rock and Suspension Bridge, N. Y., and at stations on the Wabash R.R. in Canada.	<b>Buffalo, Rochester &amp; Pittsburg Railroad.</b>			
<b>New York Central &amp; Hudson River Railroad.</b>				Sup. 6 381	Sup. 6 3142	June 15, '11	Iron and steel articles from B.R. & P. stations to points in Canada.
1875	A 19365	May 29, '11	Steel plates and sheet steel from Lockport, N. Y., to Montreal, c.l., 20 cts., l.c.l. 25 cts. per 100 lbs.	<b>Chicago, Burlington &amp; Quincy R.R.</b>			
				271 Cancels 211	130 I. Cancels 130 F.	June 5, '11	Class and commodity, C.B. & Q. stations to points in Canada.
				<b>Lake Shore &amp; Michigan Southern Railroad.</b>			
				Sup. 1 214	—	June 15, '11	Articles of iron and steel from L.S. & M. S. stations to points in Canada.
				Sup. 20 199	—	June 15, '11	Commodities from L. S. & M.S. stations to points in Canada.
				Sup. 15 177	—	June 15, '11	New iron and steel rails from L.S. & M. S. stations to points in Canada.
				<b>Grand Rapids &amp; Indiana Railway.</b>			
				110 Cancels 70	1990 Cancels 1283	June 15, '11	Pig iron c.l., from stations in Michigan to points in Ontario.
				<b>Pennsylvania Company.</b>			
				Sup. 2 F. 27	—	June 15, '11	Class and commodity from stations on lines west of Pittsburg to points in Canada.

## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.*

231. **Agricultural Implements.**—A Brussels, Belgium, firm desire to open correspondence with Canadian manufacturers of agricultural implements, dairy specialties, etc. The firm is well recommended.
232. **Boots and Shoes.**—A dry goods firm in Trinidad invites correspondence with Canadian manufacturers of boots and shoes.
233. **Boots and Shoes.**—A Trinidad firm handling boots and shoes invites correspondence with Canadian manufacturers of light footwear.
234. **Brush Handles.**—A Manchester firm desires catalogues and prices of brush handles from Canadian manufacturers.
235. **Buckets.**—A Manchester firm wishes prices and catalogues of papier-mache or wood pulp from Canadian manufacturers.
236. **Canned Apples.**—A Manchester firm asks for prices of canned apples from Canadian shippers.
237. **Chairs, Tables and Knock-down Furniture.**—A South African commission agent wishes to correspond with Canadian manufacturers of this class of goods.
238. **Clear Pine.**—An English firm are interested in the sale of clear pine in South Africa, and would be glad to get into communication with Canadian manufacturers.
239. **Domestic Woodware.**—A Manchester firm is in the market for domestic woodenware, and enquires for catalogues and prices from Canadian manufacturers.
240. **Dried Apples.**—An English firm is in the market for a considerable quantity of dried apples. Canadian manufacturers are invited to correspond.
241. **Elm Hoops.**—A Vancouver firm of manufacturers' agents enquire for elm hoops for lime barrels.
242. **File Handles.**—Catalogues and prices for file handles of Canadian manufacture are enquired for by a Manchester firm.
243. **Fleeced Wool Underwear.**—An English firm wish to secure the representation for Canadian manufacturers of fleeced wool underwear.
244. **Flour.**—A Newfoundland firm desires to represent a Canadian flour milling company.
245. **Furniture.**—Canadian manufacturers are invited to send catalogues and price lists of furniture to a Trinidad firm.
246. **Greyboards.**—A Manchester firm handling greyboards asks for Canadian prices and samples.
247. **Lumber.**—A London firm manufacturing trucks and extension ladders wish to purchase lumber for these purposes. They desire prime Quebec birch of various sizes, good merchantable birch and prime, tough white ash. They will purchase in carload lots, and are well-established dealers.
248. **Lumber.**—A South African firm of commission agents wish to get into communication with Canadian manufacturers of spruce deals, pine boards and planks, etc.
249. **Lumber.**—A South African dealer desires to get into communication with Canadian manufacturers and exporters of poplar, pine boards and planks suitable for shelving, spruce deals, red Baltic deal clear pine, Oregon pine, spruce deal ends and pitch pine.
250. **Manure Forks.**—Catalogues and prices of manure forks of Canadian manufacture are enquired for by a Manchester firm.
251. **Maple Logs and Planks.**—A Liverpool firm who purchase large quantities of maple in logs and planks wish to communicate with Canadian manufacturers.
252. **Maple Syrup and Maple Sugar.**—A Newfoundland firm are in the market for pure maple syrup and maple sugar of Canadian manufacture.
253. **Maple Blocks.**—A Leicester firm, manufacturers of shoe lasts, wish to buy rough-turned, kiln-dried maple last blocks, sizes 1, 3, 5, 7, 9 and 11. The firm wish quotations per thousand for carload lots, and wish full information as to terms of payment, etc.
254. **Office Furniture.**—A Manchester firm wishing to handle Canadian general office furniture enquires for catalogues and prices.
255. **Pastry Boards.**—A Manchester firm asks for samples and prices of pastry boards.
256. **Pastry Rollers.**—A Manchester firm asks for catalogues and prices of pastry rollers from Canadian manufacturers.
257. **Pebbled Cardboard and Picture Framing Requisites.**—A firm in Trinidad in the picture framing business desire to obtain pebbled cardboard and other requisites for the making of gilt mats.
258. **Perfumery and Soaps.**—A Trinidad firm desires to get into communication with Canadian manufacturers of perfumery and soaps.
259. **Petroleum.**—A corporation in Barbadoes using oil for fuel wishes to be placed in correspondence with a Canadian producer. The oil required must be a crude residual product of petroleum, free from asphalt or bitumen, and not to contain over 1½ per cent. of sulphur.
260. **Picture Frame Moulding.**—A Trinidad firm wish to purchase picture frame moulding from Canadian manufacturers.
261. **Proprietary Medicines.**—A wholesale and retail dealer in Port-of-Spain, Trinidad, wishes to open communications with Canadian firms manufacturing proprietary medicines. The firm already handle a few lines of Canadian goods.

262. **Saw Bench.**—A Casino, Australia, firm wish to purchase a Canadian saw bench with top and bottom saw rig.
263. **Scrap Metals.**—A Birmingham metal merchant enquires for scrap metals, excepting iron and steel. Will buy new brass cuttings, new copper cuttings, brass chip-pings, electric copper wire, condenser tubes, and all kinds of brass and copper tubes.
264. **Silverware.**—A Trinidad firm is in the market for silverware and wishes to communicate with Canadian manufacturers.
265. **Silverware.**—A fancy goods department of a large Trinidad Company solicits correspondence with Canadian manufacturers of silverware.
266. **Slate Battens.**—A Manchester firm is in the market for slate battens, and will be glad to receive prices from Canadian manufacturers.
267. **Solid Cotton Woven Belting.**—A Manchester firm enquires for samples and prices of solid cotton woven belting from Canadian manufacturers.
268. **Talc.**—A Manchester firm asks for samples and prices of Canadian talc.
269. **Tweeds and Honespuns.**—A Trinidad Company wish to communicate with Canadian manufacturers of light-weight tweeds and homespuns suitable for tropical wear.
270. **Tweeds.**—A Barbadoes merchant desires to get samples of light-weight Canadian tweeds and homespuns.
271. **Umbrellas.**—Canadian manufacturers of umbrellas are invited to correspond with a Trinidad firm handling these goods.
272. **Underwear (Men's).**—A Trinidad firm wish to purchase light-weight men's underwear from Canadian manufacturers.
273. **Wallpaper.**—An English firm wish to secure the representation in Great Britain of Canadian manufacturers of wallpaper.
274. **Wood Labels.**—A Livingstone firm enquire for Canadian manufacturers of wood labels.
275. **Wooden Plant Labels.**—A Liverpool firm are in the market for large quantities of wooden plant labels; sizes from 3 to 12 inches. The firm at present buy labels in bundles of 100 and in cardboard boxes of 100. They are well recommended.
276. **Wrapping Paper.**—A Trinidad firm is in the market for wrapping paper, and desire to open correspondence with Canadian manufacturers of the same.
3. A London manufacturers' agent desires to secure the representation of Canadian manufacturers.
4. A London Company wishes to secure the agencies in financial matters for Canadian business. Correspondence is solicited.
5. A man who has been resident in Montreal for a considerable time, and is about to return to Europe, wishes to secure the English agency for Canadian manufacturers.
6. A Montreal manufacturers' agent is prepared to handle two or three extra lines. He is now representing a tobacco firm.
7. A St. George's, Grenada, firm of manufacturers' agents wish to secure the representation for Canadian manufacturers of enamelled ware, tinware, boots and shoes, jewelry, glass and earthenware.
8. A London agency desires representation of Canadian manufacturers in that country.
9. A Trinidad firm with ample references desire to secure the representation of Canadian manufacturers in that island.
10. An English electrical engineer, with considerable knowledge of Canada, is returning to England, and wishes to secure the representation of Canadian manufacturers in that country.

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## NEW PATENTS ISSUED

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The following is a list of patents granted by the Canadian Patent Office to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Canada:—

- 132,593, F. Webb, Lucan, Ont.—Self-attaching Springless Automatic Roller Blinds. F. Webb & H. Jno. Craig.
- 132,595, E. J. Pilblad, New Glasgow, N.S.—Sight Bridges. Canada Tool & Specialty Co., Ltd.
- 132,596, W. H. Yost, Montreal, Que.—Dump Cars. Hart-Otis Car Co., Ltd.
- 132,611, W. Barr, Jr., Hamilton, Ont.—Account Files.
- 132,613, Wm. R. Bennet, St. John, N.B.—Rudders.
- 132,616, Jos. Bonner, Toronto, Ont.—Pneumatic Tires.
- 132,617, O. J. Caliede, Winnipeg, Man.—Bicycle Saddle Covers.
- 132,626, E. Couch, Putman, Ont.—Wire Fasteners.
- 132,629, Geo. B. Evans, Toronto, Ontario.—Windows.
- 132,631, A. Fletcher, Warton, Ont.—Ventilators.
- 132,634, Jas. B. Fralick, Toronto, Ont.—Drop-Body Vehicles.
- 132,635, Chas. A. Gaw, Ottawa, Ont.—Sight Bridges.
- 132,647, Jas. A. Johnston, Vancouver, B.C.—Rupture Trusses.
- 132,654, E. Wm. Lee, Toronto, Ont.—Flour Sifters.
- 132,665, P. MacGregor, Ottawa, Ont.—Detachable Tabs.
- 132,666, Jas. H. K. McCollum, Toronto, Ont.—Valve Gears for Internal Combustion Engines.
- 132,667, Jas. H. K. McCollum, Toronto, Ont.—Valve Gears for Internal Combustion.
- 132,672, Jno. Peel, Whitby, Ont.—Lace Fasteners.
- 132,691, M. W. Stuart, Montreal, Que.—Detonator Crimping Devices.

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## AGENCIES WANTED.

1. A firm in Moscow are ready to represent Canadian manufacturers in Russia. Correspondence is solicited.
2. A Birmingham manufacturers' agent, having wide sales experience and extensive connections, desires sole sales agency for Canadian manufacturers. Correspondence is solicited.

## AMONG THE INDUSTRIES

A fruit canning factory will be built in Nelson, B.C.

A sash and door factory will be started at Sarnia, Ont.

The Bain Wagon Co. will extend their plant in Woodstock.

The Hamilton Bridge Co. will build a new shop in Hamilton.

The Sawyer-Massey Co. will add to their present buildings this year.

McFarlane & Douglas, Ottawa, will enlarge their plant this year.

Geo. H. Lees & Co., Hamilton, will extend their premises in that city.

The Herald Publishing Co., Montreal, will erect a building in that city.

It is reported that a match factory will be established at Port Arthur, Ont.

The Standard Ideal Co., of Port Hope, will enlarge the plant this year.

The Canadian Buffalo Sled Company will build a factory at Preston, Ont.

The Crosby Molasses Co., St. John, N.B., will build a warehouse in that city.

The Medicine Hat Milling Co. will spend \$60,000 in additions to their mill.

The International Harvester Co. will build an addition to their plant in Hamilton.

The Guelph Stove Co. will build an addition to their plant at Guelph, Ont.

The Crown Furniture Company, Preston, are building an addition to their factory.

The Martin-Senour Paint Company will build a \$50,000 factory at St. Boniface, Man.

The Imperial Oil Company will spend \$60,000 in tanks and a warehouse for Edmonton.

The Anthes Foundry Limited, Toronto, have purchased a site for a new building in Winnipeg.

The International Harvester Co. will spend \$60,000 on a warehouse in Chatham, Ont.

J. L. McRae, Port Arthur, will build a hardwood finish factory in that city at a cost of \$60,000.

It is reported that a factory will be built at Saskatoon for the manufacture of flax binder twine.

Ingram & Co., London, Eng., manufacturers of organs, will establish a Canadian plant in Montreal.

Conduits Limited, Toronto, will build an addition to their factory. The new building will be 80 by 150 feet.

Work will commence this summer on the new building for Brigden's Limited, on Richmond St. West, Toronto.

Wortman & Ward, manufacturers of pumps and farm tools, Winnipeg, will build an addition to their plant in that city.

The Farmers' Fence & Steel Wire Company will build a factory at Regina. The company is capitalized at \$100,000.

The charcoal plant of the Standard Chemical, Iron and Lumber Co., Steelton, Ont., was destroyed by fire recently.

The Alberta Engineering and Construction Co. are reported to be about to erect structural steel shops at Calgary, Alta.

The Allard Platinum and Gold Refinery Co., of Rochester, N.Y., are considering the establishment of a plant in Belleville, Ont.

An eight-storey building will be erected on Richmond and Sheppard Sts., Toronto, by The Saturday Night Publishing Company.

The Alberta Linseed Oil Company will establish mills at Medicine Hat. The company was promoted by Mr. Strong, of Calgary.

The Port Arthur Wagon Works Company will build a large factory in that city this year. The company is capitalized at \$750,000.

The Alberta Pressed Brick Co. will establish a brick-making plant at Calgary. The capacity of the new plant will be 40,000 bricks a day.

The Alberta Linseed Oil and Paint Co. will erect mills in Medicine Hat at a cost of \$180,000. A site has been given to the company by the city.

The Board of Trade of Medicine Hat is negotiating with companies for the establishment of a foundry and machine shop, a glass factory and a nail works.

Owen Sound is to have a knitting factory. A by-law granting a loan of \$15,000 for twenty years was passed by the ratepayers recently. A plant costing \$30,000 will be erected.

R. J. Levy has just completed a plant in Maisonneuve, Que., for the manufacture of oxygen and nitrogen. The process is a unique one, the air being first liquified and later distilled off as oxygen and nitrogen. The gases are put up in steel cylinders for general distribution. Mr. Levy also undertakes welding of metals by the Oxygo-Acetylene process.



THE  
SAFEST  
EASIEST  
MOST  
ECONOMICAL  
AND  
EFFICIENT  
METHOD  
FOR  
WELDING  
CUTTING  
AND  
BRAZING  
CAST IRON  
BRASS  
COPPER  
BRONZE  
STEEL



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Oxy Blaugas is the most Economical because it is 10 per cent. hotter than acetylene and one-third cheaper. The work is done quickly and no expert welders are needed. Cost of upkeep nil.  
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OXY BLAUGAS WILL MAKE A SOFT, MACHINABLE CAST IRON WELD

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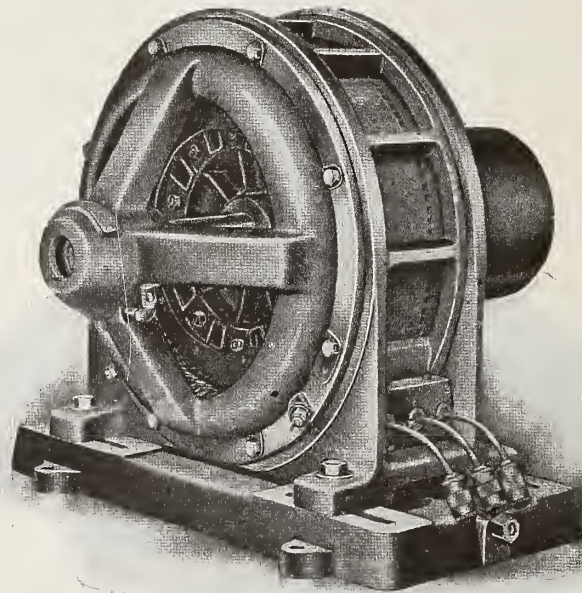
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Head Office, TORONTO

MONTREAL HALIFAX OTTAWA WINNIPEG CALGARY VANCOUVER ROSSLAND



The plant for the manufacture of sewer pipe is projected for Estevan, Sask.

The Allis-Chalmers-Bullock Co., Lachine, P.Q., suffered a \$60,000 loss by fire recently.

Wood, Vallance & Leggat Company, Vancouver, will erect a \$300,000 warehouse in that city.

W. H. Merriman, St. Catharines, will erect a canning factory some place in the Niagara district.

The Gordon Nail Co., formerly of St. John, N.B., will establish a plant in Medicine Hat to cost \$80,000.

The Canadian Westinghouse Co. will erect an addition to their plant in Hamilton at an expenditure of \$65,000.

S. Lloyd & Co. will establish a factory in Owen Sound for the manufacture of children's carriages and wagons.

The Canada Furniture Co. and the Ives Modern Bedstead Co., of Montreal, suffered a loss by fire in that city during the past month.

James H. Preston has entered into an agreement with the city council of Medicine Hat, providing for the establishment of a planing mill at a cost of \$50,000.

W. E. Hall and H. E. Utling, of Galt, will enlarge the cabinet works and planing mills formerly managed by the former. A two-storey building, 40 by 60 feet, will be added immediately.

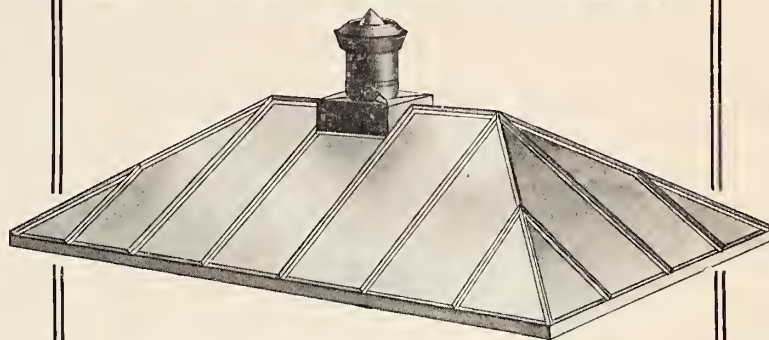


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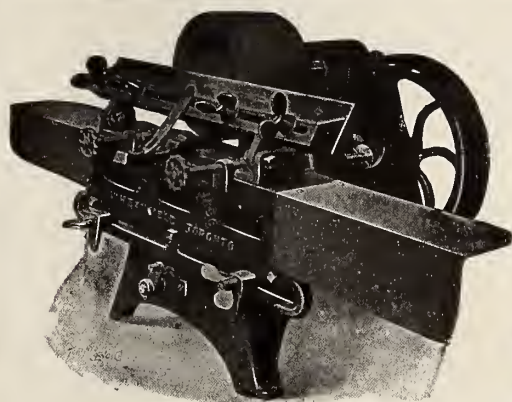
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TORONTO, ONT. AND WINNIPEG, MAN.



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Saves Time and Money  
Will Grind 6 in. to 26 in. long.  
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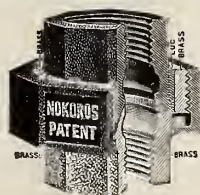


Are made of metal that meets even our most rigid specifications: and it is so galvanized it readily passes the severe tests that British Government requires of such building materials. That certifies to you the high quality of these goods. Yet you pay no more for it than you must for ordinary and uncertain quality. You can **DEPEND** on Acorn Corrugated Sheets, flat or curved. And they are

## Accurately Made

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TESTED & GUARANTEED

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The C. P. R. are enlarging the Angus shops in Montreal.

The Kauffman Rubber Co., Berlin, Ont., are extending their plant.

The Buffalo Brake Beam Co. will establish a Canadian branch at Brantford, Ont.

The National Drug Co., it is reported, will establish a warehouse in Saskatoon, Sask.

The Canada Cement Company have chosen a site for their cement mill near Winnipeg.

A harness factory is announced for Penticton, B.C. Daniel Williams will establish it.

The Adams Furniture Co., of Toronto, will establish a furniture factory in Owen Sound.

B. F. Ackerman & Co. will build a five-storey warehouse in Regina. Plans have already been prepared.

The Lang Tanning Co., Berlin, Ont., are adding two new buildings to their factory at a cost of \$27,000.

The Crown Lumber Co., Woodstock, Ont., will erect a new bending factory in that city. The building will be 170 by 70 feet in extent.

The Gillette Safety Razor Co., of Montreal, are having plans prepared for a five-storey factory building. The building will be of reinforced concrete.

The Down Draft Furnace Co., of Galt, Ont., will enlarge their plant this year. The new building will be 33 by 100 feet, and will be devoted to the nickel-plating department.

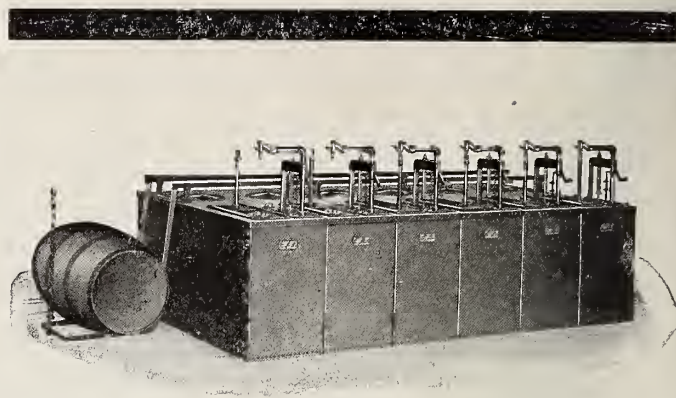
Hiram L. Piper Co., Limited, have taken possession of their new factory building, corner St. Remi and Dagenais Sts., Montreal, where they will manufacture railway signals and railway appliances.

J. J. Dauch and W. A. Harbrecht, Toronto, have made arrangements with the Ontario Wind Engine and Pump Co. to manufacture for them a low pressure rotary cooker for cooking straw paper, such as paper manufacturers use. The invention is covered by patent number 118,884.

J. C. Wilson & Co., Limited, paper manufacturers, have purchased a property on the corner of St. Alexander and Craig Sts., Montreal, where they will erect a large fireproof office and warehouse building. The erection will be started at once.

McComber & Cummings, manufacturers of furs and clothing, have purchased the Pierce Building on the corner of St. Peter and St. Paul Sts., Montreal. As soon as the present leases have expired this building will be demolished and a modern eight-storey building erected.

The Canadian Steel Foundry Company have given contracts for the construction of several new buildings, a chemical laboratory, emergency hospital, large storeroom, oil house, machine shop, etc., which will cost about a quarter of a million dollars. Work will commence at once. D. Dick & Sons have the contracts. This will increase the foundry's employees from 50 to 75 per cent.



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# INDUSTRIAL CANADA

ISSUED BY

*The* CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. XI

TORONTO, JULY, 1911

No. 12

## INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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General Secretary: G. M. MURRAY.

Editor: F. P. MEGAN.

Advertising Manager: D. B. GILLIES.

### COMMENT OF THE MONTH.

#### How Competition Arises.

ONE HUNDRED and NINETY-FIVE THOUSAND steel workers are said to be out of employment in Pittsburg. The industrial, political and financial systems obtaining in the United States make them particularly liable to depressions. They have a hectic existence, either feverishly busy or dully idle. When they are up they have little time to consider foreign markets. Every effort is directed to meeting the home demand. At such times Canadian producers have little to fear, if a moderate protective tariff is maintained. But in their succeeding periods of depression, they become an industrial peril. When sales at home fall off by fifty per cent. heroic meas-

ures are required to keep their plants going. As in the case of the steel industry recently reported, prices are sliced at home and surplus products are dumped into foreign markets. We have felt the effect of such competition before; we are feeling it now. A consideration of its outcome will show that it is as little beneficial to the consumer as to the manufacturer. At first glance it would appear that it would be advantageous to the consumer to take advantage of the cut prices offered at such times. The inevitable result, however, would be the disappearance of the home producers. When the turn of the tide came and business became active once more in the United States he would still have to go to that country for his supplies and pay for them what a rushing market enabled the producers to demand. Business stability and prosperity do not consist in a variation from excessively low to preposterously high prices. On the contrary, they depend upon the development of local enterprises covering the wants of the people as widely as possible. With these firmly established and independent of the trade fluctuations of a nation which is particularly liable to violent change, a country enjoying the natural advantages of Canada should experience uninterrupted growth and progress in the years to come.

#### Making Trade Easy.

A BRITISH Consul in Mexico calls attention once more to the uselessness of sending catalogues in the English language to that country. The complaint could be generalized. Any printed matter which does not put the readers into quick knowledge of the articles advertised, their quality, price, etc., is not serving its purpose. The average dealer in a foreign country is not in a position to translate foreign literature into his own language, to change yards and gallons into metres and litres, and to estimate the cost of transportation from some far away country to his own port. He might do all of these things if he were compelled to do them. But there is always some live exporter who is ready to tell him in his own language just what he has to sell, what its good points are, what it will cost laid down at the purchaser's own port, all this in terms with which he is perfectly familiar. This

makes buying easy. Little attention is paid to the catalogue which does not provide this information. Printer's ink, unless it is used intelligently, is of no avail. The merchant in Mexico, Brazil or South America, knows what he can get for a certain article. What he is then interested in is how much it is going to cost him on his shelves. Unless he can figure this out quickly and accurately from the catalogue or letter he turns to other sources of supply. Export trade is not an accidental accomplishment. It has to be developed systematically and scientifically. The subject of catalogues should receive first attention. Money should not be wasted on an English catalogue which is going to Spanish readers.

#### Boiler Insurance.

ATTENTION is specially directed to the report of the Insurance Committee to the last Executive Council, as reported in the minutes of that meeting on another page, on the subject of a conflict between the Employers' Liability Insurance Companies and the Boiler Inspection and Insurance Company in respect of a clause in that Company's policy. To obviate any difficulty of settlement of a claim in the event of an accident to an employee from an explosion or rupture of the boiler, it is recommended that all members of the Association holding a policy of the Boiler Inspection and Insurance Company should at once send in the same for endorsement; and that the Employers' Liability policy should be sent in for a similar purpose, all in accordance with the recommendations of the Insurance Committee. No objection will be offered by the Boiler Inspection and Insurance Company, who have agreed upon a wording of an endorsement which has been submitted to and approved by the Manager of the Insurance Department, and which they have agreed to attach to all policies sent in. If any objection is presented by the Employers' Liability Companies to the acceptance of the clause *precisely as stated in the Committee's report*, members should promptly communicate with the Manager of the Insurance Department.

#### A Step Towards Continentalism.

THAT Reciprocity with the United States would imperil Imperial unity and would compel Canada to adapt itself to American continental ends, rather than to British Imperial ends, is according to *The Chicago Tribune*, one of the most important newspapers in the United States, a reasonable supposition. To quote its own words: "The British tariff commission contends that American and Canadian Reciprocity would imperil Imperial unity. It is alleged that it would do so by diverting Canadian trade from British into American channels. It would compel the Dominion to adapt itself to American continental

ends rather than British Imperial ends. These are reasonable apprehensions, which furnish a good argument for the confirmation of the Reciprocity agreement. No senator should be so interested in Imperial unity as to vote against the Reciprocity Bill so as not to imperil it. No senator should be willing to vote against a measure calculated to expand American at the expense of British trade, by making Canada a still better market for American products. It is the aim of many Englishmen to establish a policy of preference which should make the commercial relations of Great Britain and its colonies more intimate and exclusive, to the prejudice of other nations. The Reciprocity agreement would block that policy as far as Canada is concerned. The rejection of the agreement would be playing into the hands of the Chamberlaines and sacrificing American trade."

#### Charges on Book Shipments.

AN application has been made by the Express Companies for the cancellation of Section D of the Classification under which express traffic has been carried on since March 1st, 1911. This section provides for the carriage of books at a flat rate of a cent for two ounces with a weight limit of five pounds, unless in the case of a single book, where the limit is ten pounds. A ten dollar limit is fixed for valuation. Previous to March of this year there was no limit placed on the weight of shipments of books sent under this rate. The rate was established in competition with the Post Office. At that date, however, the service was reduced to weights and values set forth in Section D. It is now proposed that the entire special service be eliminated and the application will be heard by the Board of Railway Commissioners next fall. The reasons for the application of the Express Companies are summarized in the report of the Railway and Transportation Committee to the Executive Council, published elsewhere in this issue. They include objections on the ground that it is contrary to the principles of express carriage to give a flat rate irrespective of distance, that Schedule D. provides a special rate and so is discriminatory to other shippers, that advantage has been taken of it to send goods other than books under its provisions, and that there is nothing in the nature of books which requires that they should be carried at a lower rate than other merchandise. A strong case has been made out in opposition by the publishers. This has been filed with the Board of Railway Commissioners and the case will be considered later in the year.

\* \* \* \*

The need of a more extended parcels post system in Canada is shown by the tendency of the Express Companies to make the shipping of small parcels more expensive. The countries of Europe are much more favorably served in this respect than Canada. Our postal service is limited so much, especially for local business, that

shippers are thrown almost exclusively on the express companies for fast shipments. The result is a scale of charges which has been raised rather than lowered by the recent investigation. The problem of bringing the producer and consumer together is of prime importance. A failure to solve that problem successfully is the cause of much of the high cost of living about which complaint is so general. A good, efficient and cheap system of parcels post would be a long step in the direction of relief from existing conditions. The willingness of the express companies to withdraw from one part of the business should clear the ground for a general extension of the postal service. It is time that the anomaly of a better service from a point in Canada to Hong Kong than from the same point to another in Canada fifty miles away, should be eradicated. The time is ripe for a demand for a larger measure of service from the Post Office Department. In a country whose distances are so great and where in consequence the charges for carriage enter so widely into the final cost of all articles, no effort should be neglected by the Government to provide in connection with a Department which already has a complete organization for the work the most complete system for carrying merchandise, at the minimum of cost.

#### Representation in Brazil.

**F**OLLOWING the appointment of Mr. H. R. Poussette to the Argentine Republic, the Government has appointed Mr. S. A. D. Bertrand to the position of Trade Commissioner to Brazil. This indicates a genuine intention on the part of Canada to enter the South American field. This exhibition of interest is very timely, and should result in the development of a valuable export trade with the prosperous nations which occupy the southern half of the continent. Heretofore Canadian manufacturers have been handicapped by their inability to get exact information about these countries. More than one firm has suffered through doing business with buyers with whom they were unacquainted. There were no half-way measures. Their business had to be accepted or refused. With representatives on the spot it will be possible not only to find out the prospects of selling certain lines of goods there, but also, when that point is settled, of learning who are the reliable houses with which to do business. Mr. Bertrand will be stationed at Rio de Janeiro.

#### Hesitancy Continues.

**B**USINESS on both sides of the line has now been in a condition of hesitancy for some months. At a time of great natural growth, with population increasing and large construction work in progress, and with a prospect of a harvest of phenomenal richness, when large

prosperity should be smiling on a confident people, we see on all sides a tendency to hold back. Building is being delayed, business extensions are held up, purchases are light. Only one reason can be given for this failure of Canada to respond to the call of progress. The Reciprocity proposals have suggested to all classes of people a time of less prosperity. Retailers fear to lay in their usual stocks, manufacturers are unwilling to risk increased expenditure, workmen see a time of short hours and small pay cheques. Such has been the effect on Canada of the agreement. Business is not as it should be; it is not as it would be if Reciprocity had never been broached. What need had Canada of this economic experiment? A measure of relief to the farmers, we are told; an increased market for their surplus products. A two-edged sword was unsheathed when that relief was devised, for on the farmers of Canada has been let loose the competition of a dozen nations producing meat and eggs and dairy supplies. And what did the increased market mean? The United States produce far more wheat than they consume. They export grain to England. Are they then going to purchase our wheat for home consumption? Not so. What grain is shipped to the United States is shipped to the mills of St. Paul and Minneapolis, to be exported later as flour. Freer exports mean not a greater market nor higher prices, but the destruction of a national milling industry. These are some of the things which have caused a lull in business while Reciprocity is in the air.

#### Compensation for Injuries.

**W**HAT is to be done for the man who is injured during the course of his employment? The question is of the highest importance to manufacturers, not only on account of the growing sense of responsibility on the part of employers towards those dependent upon them, but also because of the necessity of settling it equitably from

#### AFTER RECIPROCITY



Canadian Farmer—"I hope the consumer will sell his manufactured articles in the same ratio; but then, there ain't reciprocity that way!"  
—From the Montreal Star

an economic standpoint. The adoption of a wrong principle might prove financially disastrous, without effecting the desired reform. Mr. Wegenast, in a report to the Executive Council, published as a special article in this issue of *INDUSTRIAL CANADA*, discusses the problem in the light of a recent investigation into European systems made on behalf of the National Association of Manufacturers by two commissioners. The report is worthy of close study by all manufacturers. The various provinces have either adopted a Workmen's Compensation Act, or are engaged in the consideration of one. Quebec enacted a measure based closely on the English Act. Ontario has appointed a commissioner to investigate the question and to draw up a Bill covering his findings. Under these circumstances there can be no doubt as to the urgency of the problem. Mr. Wegenast in his report sketches the outstanding features of the two main systems, the English and German, and calls attention to the unanimity of opinion on the part of the United States investigators in favor of the German system. The difference, and it is basic, consists in this, that in Great Britain the entire burden and responsibility rests on the employer, while in Germany it is placed on a fund which is administered jointly by employers and employees, and to which both contribute. In consequence in the latter system co-operation is secured between employers and employees, and a saving is effected not only in accident payments, but no less in administration. In Germany seventy-five per cent. of the fund reaches the workmen. In Great Britain seventy per cent. of the payments is dissipated in law costs and administration charges. Workmen's compensation will require careful study during the next few years.

#### Toronto Branch Meeting.

THE annual meeting of the Toronto Branch of the Canadian Manufacturers Association will be held at the Island home of the Royal Canadian Yacht Club on Thursday, July 13th, at 1 p.m. The business meeting will be preceded by a lunch. It is desirable that the attendance should be large as the officers and committees will present reports for a busy year's work. The election of officers for the ensuing year will also take place at this meeting. Seldom, if ever, has Toronto had so many large projects on her hands, and with the development of the city a number of others of equal magnitude will be forced to the front in the near future. Of these no small number are of intimate importance to manufacturers. It is essential therefore that the policy of the Branch be supported by a large gathering at the annual meeting.

#### Most Favored Nations.

SIR WILFRID LAURIER has secured the assent of the Imperial Conference to the principle that the overseas dominions should be freed from the obligations of

the most favored nation treaties. The inclusion of the dominions in the scope of the British trade treaties dates back to the time when self-government was unknown. Up to forty years ago the colonies automatically came under the provisions of all such treaties. At that time the practice was modified, in view of a general recognition of the principle of self-government, and the colonies which formally objected to being included in any treaty were exempted. A later development of the last few years is marked by the Home Government enquiring of the Dominions before closing a trade treaty, whether or not they wish to be included in the provisions. An example of this is the case of the Japanese treaty, recently signed, in which Canada was asked by the Home Government whether or not it wished to subscribe to the conditions. The reply of the Canadian Government was that it preferred to negotiate a trade treaty direct with Japan. The treaties affecting Canada are as follows: Abyssinia, 1897; Argentine, 1825; Austria-Hungary, 1876; Bolivia, 1840; China, 1902; Colombia, 1866; Corea, 1883; Costa Rica, 1849; Denmark, 1660-1 and 1670; France, 1893; France (Tunis), 1897; Japan, 1906; Liberia, 1848; Muscat, 1891; Persia, 1857 and 1903; Russia, 1859; Spain, 1894; Sweden and Norway, 1826; Switzerland, 1855; Venezuela, 1825.

\* \* \*

Canada has of late been brought face to face with the meaning of the most-favored-nation clauses of commercial treaties in no uncertain manner. When our representatives negotiated a treaty with France a short time ago and for certain well-defined concessions received compensating advantages in return, it developed that some twelve other nations secured the same reductions in our tariff as France, without granting us any concessions in return. That was because we were made a party to the commercial treaties entered into by Great Britain, in one case over two hundred years ago. So with the Reciprocity agreement now before the country. The acceptance of that agreement would mean the granting to Argentina, Russia, France and the other nations of the same trade terms as would be granted to the United States. Without granting us any favors in their markets Argentina could ship its cattle and dairy products into Canada without let or hindrance, Norway and Sweden, their bacon and eggs; China and the East, their potatoes; Russia, its grain; Denmark, its bacon; and so on down the list. The effect of the most-favored-nation clause is not the least dangerous problem raised by the Reciprocity suggestion.

\* \* \*

Objection to the burden placed upon Canada by this now famous clause was voiced in the Canadian Parliament as long ago as 1892, at which time a resolution was adopted setting forth that the obligations of the most-favored-nation treatment imposed on Canada by the old Imperial treaties were "incompatible with the rights and

powers subsequently conferred by the British North America Act upon the Parliament of Canada for the regulation of the trade and commerce of the Dominion; and that their continuance in force tends to produce complications and embarrassments in such an Empire as that under the rule of your Majesty, wherein the self-governing colonies are recognized as possessing the right to define their respective fiscal relations to all foreign nations, to the mother country, and to each other."

At that time the Home Government was unwilling to grant Canada's request. It pointed out in reply that, "Many of the commercial treaties entered into by this country contain most-favored-nation clauses, and these treaties apply in many instances to the mother country and to all the colonies. In order, therefore, to confer upon the Dominion complete freedom in its negotiations with foreign powers, it would be necessary to revise very extensively the existing commercial treaties of the British Empire, and a great break up of existing commercial relations, of which Canada now enjoys the benefits is involved in the suggestion."

\* \* \*

That there was some ground for the British Government's fear that a compliance with the request of the Dominion would result in commercial difficulties, was shown when, in order to take advantage of the Preference in 1897, the German treaty was denounced. This was made with the German Zollverein in 1865, and included the most-favored-nation clause, and was made to apply to all British colonies and dependencies. Since 1897 Germany has refused to make a new trade treaty with Great Britain, though this obstinacy probably comes from the fact that Great Britain, being a free-trade nation, has nothing in the way of special privileges to offer another country. Any treaty with Great Britain would involve Germany giving some concessions without getting any in return. The proposal which has been accepted by the Conference does not call for the abrogation of existing treaties. It asks that negotiations be opened by the Imperial Government with the nations in question with a view to the granting of exemption for the over-sea Dominions from the obligations of the most-favored-nation clause. If this relief is granted the Dominions will have the privilege of accepting or not Great Britain's trade treaties. Whether or not the nations will agree to this proposal remains to be seen.

#### Allowances from Track Scale Weights.

THE Board of Railway Commissioners held sittings in Ottawa on June 20th and 21st for the purpose of hearing what all parties interested had to say for and against the tariffs which the railways endeavored to put into effect on May 1st, practically doing away with all allowances now made for the following purposes: Variation in tare of cars; absorption of moisture; accumulation of ice and snow; also for damage, such as blocking and

racking in connection with shipments of agricultural implements, machinery, stoves, vehicles, etc. After two days' session, at which a great deal of evidence was submitted by both sides, the Board stated that the proposed tariffs would be further postponed. There will, therefore, be no change whatever in the present allowances for the above mentioned purposes. This is a question which is of great importance to a large number of shippers and has been receiving the closest attention of the Transportation Department for months. The discontinuance of the allowances hitherto made would mean simply an increase in the weight upon which shippers would pay freight charges. The successful effort of the Department to have the order postponed will mean a saving of a large amount by members.

#### Limits of Express Deliveries.

DELIVERY limits for express parcels have been finally fixed by the Board of Railway Commissioners as extending to the municipal boundaries. This decision of the Board establishes for the public a reasonable express service so far as the collection and distribution of parcels is concerned. The investigation into the affairs of these companies showed conclusively that they were engaged in a highly lucrative business and one which was as monopolistic naturally as the railways. Without some body, such as the Railway Commission, to curb their aggressiveness, the public would be in a poor way to ensure a fair service. The settlement of the vexed question of deliveries is just one more proof of the effectiveness of the present system of control.

#### ANTI-RECIPROCITY HOLES.



Deflating More Rapidly Than Inflating.

—From the Montreal Star.

# EXECUTIVE COUNCIL PROCEEDINGS

Reports of the Officers and Committees Presented at the June meeting. Many questions of importance to manufacturers discussed. Report of Toronto Branch.

The regular monthly meeting of the Executive Council was held in the Council Chamber of the Board of Trade, Toronto, at 2 p.m. Thursday, June 15th.

The President, Mr. W. H. Rowley, presided, and there were also present: Messrs. L. L. Anthes, Toronto; Henry Bertram, Dundas; Fred. Birks, Montreal; Geo. Booth, Toronto; S. B. Brush, Toronto; P. H. Burton, Toronto; H. H. Champ, Hamilton; W. L. Edmonds, Toronto; R. D. Fairbairn, Toronto; Atwell Fleming, Toronto; Geo. D. Forbes, Hespeler; W. K. George, Toronto; Sam Harris, Toronto; Wm. Inglis, Toronto; A. E. Kemp, Toronto; Jas. Litster, Toronto; S. R. Parsons, Toronto; J. D. Rolland, Montreal; Alex. Saunders, Goderich; J. R. Shaw, Woodstock; Geo. W. Watts, Toronto.

The minutes of the May meeting, as published in INDUSTRIAL CANADA, were taken as read.

## COMMUNICATIONS.

(a) Letters of regret were reported from the following members, who were unable to attend: Messrs. N. Curry, C. H. Waterous, J. F. Ellis, Chas. S. J. Phillips, R. S. Gourlay, D. J. Fraser, John Baillie, Geo. E. Amyot, Geo. A. Howell, E. G. Henderson, J. Hewton, A. S. Rogers, Joseph Fortier.

(b) A letter was read from the Department of Mines, Ottawa, requesting the co-operation of the Association in the securing of information regarding non-metallic minerals from its members. The Secretary was instructed to write the Department stating that the proposal had the approval of the Council and that the members of the Association would do what they could to supply the information desired.

## TREASURER.

Mr. Booth presented his monthly statement showing a balance carried forward from last month of \$15,556.67; receipts for the month of \$3,830.40; disbursements \$14,554.94, leaving a balance on hand on May 31st of \$4,832.13. Mr. Booth explained that the bond investment of \$10,400 accounted for the big increase in expenditures during May.

The report of the treasurer was adopted on motion of Messrs. Booth and George.

The report of the Finance Committee, which was adopted on motion of Messrs. Fairbairn and Saunders, recommended the payment of the usual monthly accounts, totalling \$1,821.42.

## TARIFF.

The report of the Tariff Committee was as follows:—

### Special Duty Clause and its Relation to the Reciprocity Agreement.

After careful consideration it would appear to your Committee that all articles enumerated in the Reciprocity Agreement with the United States which are the products of the United Kingdom and the several British Dominions and possessions, the favoured nations and the United States, when imported therefrom, will be exempt from the provisions of the special duty clause (other than known as the dumping clause of the tariff) in the event of the Reciprocity Agree-

ment coming into force. The members of this Association whose products are enumerated in the Agreement will be advised of this opinion.

### United Farmers of Alberta.

The Chairman of your Committee has received a letter from the Secretary of the United Farmers of Alberta, suggesting that arrangements be made for a conference between the representatives of the farmers and the manufacturers, in order that a better understanding of the questions in which all are interested may be reached. It may be stated this communication was in accordance with the opinion expressed by different manufacturers at the time the Farmers' Delegation visited Ottawa in December last. Your Committee are of the opinion that this invitation should be accepted, as much good might result from the conference.

### Board of Customs and Departmental Decisions.

The following machines specially adapted for use in the manufacture of textile fabrics are to be rated for duty under the provisions of tariff item 453 as being of a class or kind made in Canada:

- Shake Willow or Wool Waste Duster.
- Duster Willow (other than self delivery machines).
- Rag Dusters.
- Warping Machines.
- Wool Opener and Mixer.
- Soaping and Wringing Machines.
- Galashiels Fulling Mills.
- Kicker Fulling Mills.
- Cloth Washers.
- Cloth Dyeing Machines.
- Drum Spool Winders and Pressure Drum Spool Winders.
- Yarn Reel with Counting Motion.
- Dead Spindle Spooler and Bobbin Stand.
- Card Reels.
- Spooling and Doubling Machines.
- Ring Twisters.

It would appear that the above machinery relates principally to the woolen industry.

*Ring Twisters and Yarn Reels* for the twisting of cotton yarn may be allowed entry under the provisions of tariff item 468, British Preferential and General Tariff rates, 10%.

*Core Ovens.*—Portable core ovens as per illustration have been ruled to be dutiable under tariff item 451, British Preferential rate 15%; general Tariff rate, 25%.

*Watch Crowns* have been ruled to be dutiable under the provisions of item 367, British Preferential rate, 20%; General Tariff rate, 30%.

*Gasoline Tractors*, motor vehicles, have been declared dutiable under the provisions of item 438, British Preferential rate, 22½%; General Tariff rate, 35%.

*Hoods* of the Materials enumerated in item 639 of the tariff, in order to be free must be unfinished goods; if finished goods, but not completed hats, they will be dutiable as hat shapes under 626 of the tariff, British Preferential rate, 22½% General Tariff rate, 35%.

*Leather with a Coating thereon*, composed of pigments or compositions and linseed oil, has been declared by the Board



of Customs to be dutiable under the provisions of item 608 of the tariff, British Preferential rate, 15%; General Tariff rate, 25%. It may be noted that this ruling is in accordance with a previous Board of Customs decision relating to coated cloth composed principally of linseed oil and coloured pigments, which was declared dutiable under item 573.

The report was adopted, on motion of Messrs. Champ and Kemp, it being explained that everything possible had been done to secure an interpretation of the reciprocity agreement which would not prevent the application of the special duty clause, but that there did not seem to be any solution of the difficulty.

### INSURANCE.

The report of the Insurance Committee, as read by Mr. Fairbairn, was as follows:

In reporting the resignation of Mr. B. L. Anderson as Assistant Manager of the Department at the last meeting it was intimated that the Committee would probably make recommendations to this meeting concerning the future policy and administration of the Department. The Committee is, however, unable to make further report at this time and ask that the matter be referred until their deliberations result in the maturing of plans now under consideration.

#### Canadian Fire Underwriters' Association and Maps and Plans.

At the Executive Council meeting in Montreal on January 19th, 1911, we reported the decision of the Canadian Fire Underwriters' Association to make and issue plans which for many years previously had been made by C. E. Goad, of Toronto and Montreal. We then pointed out the serious effect this would have upon the efficient handling and placing of the fire insurance required by our manufacturers and threw out the suggestion that we should make our own plans.

Since that meeting we have conducted our own plan-making office in which we have been successful in turning out most complete and satisfactory maps, although no portion of the cost has been borne by or asked from the Association. We have anticipated that out of this work there might grow an Inspection Bureau, and we are not without hope that we may still arrange for a permanent organization of this character.

We are now informed that the Canadian Fire Underwriters' Association has abandoned its map-making project, while, on the other hand, our own more or less experimental work is developing in a more complete and satisfactory manner.

#### Liability of Boiler Inspection and Insurance Company for Loss of Life and Injuries to Employees Resulting from Explosion.

Since reference to this subject in our last report, and following the action of the Council in referring the same back to the Committee, we have had several conferences with the Manager of the Boiler Inspection and Insurance Company, and have entered into correspondence with all the companies transacting Employers Liability Insurance business in Canada to determine if possible their attitude to the special clause in the Boiler Inspection and Insurance Company's policy as follows:

"In case there shall be any insurance covering such liability of the assured, then the insurance by this policy covering such liability is to be excess insurance and not contributing insurance and shall become effective and applicable

only after the said other insurance covering such liability has been exhausted in the payment of claims; in case there shall be no other insurance covering such liability, then this insurance to be immediately effective and applicable," etc.

The contention of the Boiler Inspection and Insurance Company is that this clause is excess, but not contributing insurance, and your Committee, considering the primary object of the policy to be protection to owners of property against damage to their own or other people's property by reason of an explosion or rupture of the boiler, quite agree with the accuracy and reasonableness of this contention.

On the other hand, the correspondence conducted with the Employers Liability Companies reveals an almost unanimously opposite view, many of the companies going so far as to state that in the settlement of claims they will require the Boiler Inspection & Insurance Company's policy to be contributing insurance.

Without any doubt, therefore, there is likely to arise in the future disputed claims (two are already before the Department), not only annoying in the delay of settlement but opening up difficulties that should be avoided.

In conference with the Boiler Inspection and Insurance Company your Committee has been authorized to advise the members of the Association that they are prepared to make an endorsement on their policies to the following effect:

"It is hereby provided that in the event of an explosion, collapse or rupture of the boiler or boilers covered by this policy, involving death and personal injury, such insurance as may be effective and applicable under this policy to the legal liability of the assured for death and injury to person shall be made contributing insurance unless the company shall elect in writing to reimburse the assured for any legal expenses incurred in collecting the limit or limits of protection extended to him under his employers' liability policy of insurance; provided that in the event of such insurance against the legal liability of the assured under this policy being made contributing insurance claims against the assured on account of loss of life or personal injury to persons other than employees, shall be the first claim for settlement after the settlement of the property loss, and the portion of the insurance then remaining shall be the only amount applicable to claims for loss of life and personal injury to employees; and provided that the liability of the company for loss of life or injury to any person coming under the head of employees shall not exceed the limit of liability in respect to any one person contained in the Employers' Liability Policy."

This, so far as it goes, is all that could be expected or desired, but your Committee is of the opinion that in view of the attitude of the Employers' Liability Companies, as evidenced by their correspondence, it is necessary that their policies should also be endorsed, and we recommend that the following clause be demanded of all companies, viz.:

"It is hereby understood and agreed that any condition of this policy, printed or written, that provides in substance, that if the assured carry a policy of another company he shall only recover from this company the proportion that the sum hereby insured bears to the total amount of insurance, is not to be considered as applying to the policy of any company which by its terms constitutes it an excess or non-contributing insurance."

#### Automatic Sprinkler Equipments.

As a result of the booklet recently issued by the Association quite a number of enquiries have been sent into the Department as to the services the Department are able to render in respect to the installation of automatic sprinkler equipments. We have no doubt considerable business will result therefrom.

The members of the Council will be interested in the statement that the Department is not only maintaining, but will probably show a fair increase in the number of equipments being installed this year under the supervision of our engineers—all of which will be more fully set forth in our Annual Report.

It was adopted on motion of Messrs. Fairbairn and Burton.

### RAILWAY AND TRANSPORTATION.

The report of the Railway and Transportation Committee was read by Mr. Bertram, and was as follows:

The regular monthly meeting of the Railway and Transportation Committee was held on June 7th. Your Committee begs to report as follows:

#### Allowances from Track Scale Weights.

As reported last month, the Commission will hear evidence and argument in support of and against the changes proposed in regard to allowances from track scale weights at a sitting in Ottawa on June 20th. Evidence in support of the protest against the change is being collected for presentation at the hearing.

#### Loading Less Than Carload Freight on Industrial Sidings.

On further inquiry it has been found that the railways have not yet made any move to improve their station facilities as they stated it was their intention to do prior to putting into effect the restrictions in respect to loading less than carload freight on industrial sidings. Your Committee from this and other information has reason to believe that there will be no change in respect to this class of traffic for the present.

Negotiations have been opened with a view to coming to some permanent arrangement with the railways which will guarantee a continuance of the service.

#### Supplement 1 to Classification 15.

The following order has just been received from the Board of Railway Commissioners:

"It is ordered that the new and amended ratings embodied in the said proposed Supplement No. 1 to the Canadian Classification No. 15 be, and they are hereby approved, with the exception of the proposed ratings of the following articles, the application with respect to which is hereby refused, namely:

Common window glass, untied outside measurement over 120 inches in carloads.

Ribbed or rough glass.

Cathedral glass (rolled, comprising all varieties of cast or colored glass, not framed or leaded).

Chipped or ground glass.

Wired glass, not polished.

Tin cans, oil, with or without woodboard jackets, or not otherwise specified; loose; in carloads.

Tin cans, not nested, in crates, boxes, or barrels in carloads.

Tinware, loose, in carloads.

Empty crates.

And it is also ordered that the following amended or new ratings be provided, namely:

(a) Glass, ribbed or rough, cathedral (rolled, comprising all varieties of cast or colored glass, not framed or leaded), chipped or ground, and wired (not polished), at the same ratings as provided for common window glass.

(b) Tin cans, not nested, in crates, boxes, or barrels, C. L. minimum weight 20,000 pounds per car, 5th class.

(c) Crate stuff, in bundles or shooks, L. C. L. 4th, C. L.

10th class; to be added to the Lumber List; also, the words "set up" to be added to the present ratings of empty crates.

(d) Cordwood and pole saws, L. C. L., set up, 1½ 1st class, knocked down, 2nd class; to be added to the agricultural implement list, with permission to add also to the machinery list should the applicant so desire.

(e) Lead washers, in boxes, C. L., 5th class."

As previously reported the Department filed protests and appeared at hearings on behalf of those interested against the ratings proposed by the railways, which have been refused by the Commission. The railways also proposed in this supplement advances in the ratings on tobacco. These were also refused, as reported in April.

### Express Matters.

Application to withdraw Section "D"—C. R. C. No. 2.

The Express Traffic Association of Canada have applied to the Board of Railway Commissioners for an order authorizing the express companies to withdraw and cancel Section "D" of Classification C. R. C. No. 2. This is the classification approved of by the Commission after the general enquiry, which went into effect on March 1st.

Section "D" applies on printed matter and provides for a flat rate of ½ cent per ounce or 8 cents a pound, limited to packages five pounds in weight, except single books which will be carried up to ten pounds. The Section covers the following articles—almanacs, printed blanks, blotters and blotting pads having an advertisement printed thereon; printed cards, except playing cards; catalogues, chromos, circulars, embossed books for the blind; engravings, handbills, heliotype work, hop samples, blank insurance policies, printed labels, lithographs, magazines, maps on paper or cardboard, newspaper heads, pamphlets, periodicals, unframed photographs, posters, programmes, proof sheets, prospectuses, publications, sheet music, unmounted show cards, except as provided in rule 5; unframed signs on paper or cardboard, unframed solar prints, and stereoscopic views.

Some of the reasons given by the applicants for wishing to abolish the section are:

1. It is not in accordance with the system upon which other express matter is carried, under which the charge varies with the distance carried, or, in other words, with the value of the service.

2. Under Section "D" the rate is a flat rate, whether the parcel is carried ten miles or three thousand miles.

3. The carriage of traffic under Section "D" is in other respects an exception to the general system under which the express companies conduct their business.

It has been arranged that the hearing in the application should go over until fall in order that all members of this Association affected may have an opportunity of filing protests. Those interested are, therefore, requested to write the Manager of the Department without delay, stating their objections, if any, to the withdrawal of the section, as clearly as possible.

### Shipments of Returned Empties.

The new express classification, effective March 1st, provided for a minimum charge of ten cents on each shipment of returned empties; also that the charges thereon must be prepaid. On complaint and public hearing the Commission made an order modifying the classification as follows:

"The words 'Charges must be prepaid' under the item 'Empties' are to be struck out and the following words substituted therefor, namely: 'If the authorized charges for the

return of empties are not paid by the party returning them, the party to whom they are consigned shall be liable for the express charges thereon and must pay the charges on delivery.'

"The words 'And ten cents on each shipment' are to be struck out."

The express companies have applied for re-hearing upon the grounds that the provisions of the classification were approved by the Board after very full consideration and after a series of hearings extending over several years, and that the order of the Board modifying these provisions is not reasonable.

The Department has filed with the Commission a protest against any change in the recent order. The changes were only made after those interested had been heard. The companies are suffering no hardship as a result thereof; on the other hand, the modifications have proved of great benefit to those shippers chiefly concerned.

Interested members are requested to file with the Department without delay any further protests which they desire to make against the application.

#### Table of Graduated Charges.

An order has been received approving of a revised table of graduated charges for shipments weighing less than 100 pounds. This table supersedes the table in Classification No. 2, page 3. A number of new graduates have been provided; that is to say, there is a tariff of graduated charges for packages weighing less than 100 pounds under every rate of the local merchandise tariff. At the present time there is no graduate between 75 cents and \$1.00. There is no graduate between \$5 and \$6. The new table provides for graduates under \$5.25, \$5.50, \$5.75, and so on under all rates in the merchandise tariff. As the latter has not yet come to hand we are unable to judge of the probable effect of the new table. The results of the general enquiry into express matters, so far as tolls are concerned, depend upon the table of graduated charges.

A careful enquiry by other bodies discloses the fact that practically 95 per cent. of express shipments consists of packages weighing less than 100 pounds, and whilst a part of this traffic moves under other than graduated charges, that is, pound rates and ounce rates, a large percentage of it moves under the merchandise rate affected by the graduate scale. Your Committee hopes to submit in its next report more detailed information as to what, if any, reductions have been made in the above table.

It was adopted on motion of Messrs. Bertram and Shaw.

#### PARLIAMENTARY.

The report of the Parliamentary Committee as read by Mr. Fleming was as follows:

At the regular monthly meeting of the Parliamentary Committee, which was held on Tuesday, June 13th, the following matters were discussed:

The only matter upon which your Committee have to report this month is the subject of workmen's compensation. This is a subject to which the Association will in all probability be called upon to give a considerable share of attention for some time to come. In nearly every country of the world it has during the last number of years been a prominent subject of legislation and the indications are that within a few months the Association will be called upon to decide upon questions of policy which will have far-reaching consequences.

Your Committee are not yet prepared to make any general recommendations. There is an immense amount of detail in-

formation to be gone over and digested. Fortunately a large amount of material of the greatest value from the manufacturers' standpoint is now made available in the report of the Commissioner of the National Association of Manufacturers of the United States. The Legal Secretary has prepared a preliminary report upon the subject, which we wish to submit for your careful consideration. The report suggests two lines of policy open to the Association. Your Committee wish to defer any recommendations upon this until they have further considered the matter; but in the meantime recommend that the Association extend an invitation to Mr. F. C. Schwedman, Chairman of the Commission of the National Association, to give an address at the annual meeting in September.

After its adoption, on motion of Messrs. Fleming and Harris, Mr. Wegenast presented a detailed report on the workmen's compensation problem in the light of the information he had gathered at the Convention of the National Association of Manufacturers in New York City last month.

Mr. Wegenast's suggestion that a summary of his report should be presented in INDUSTRIAL CANADA was approved.

#### COMMERCIAL INTELLIGENCE.

The report of the Commercial Intelligence Committee as read by Mr. Edmonds was as follows:

At this month's meeting of your Committee, Mr. H. R. Poussette, formerly Trade Commissioner in Durban, South Africa, and recently appointed Commissioner in Argentine Republic, outlined to the members the conditions surrounding export trade in South Africa. He stated that South Africa last year bought \$10,000,000 worth of United States goods, and he thinks that Canada could secure a good portion of this trade. He reports that the sentiment of South African merchants is strongly in favor of buying Canadian-made goods, and if the prices and quality of the Canadian products are right, there is no question that Canada's business can be extended. He emphasized the necessity of firms sending their own representatives to South Africa to make a preliminary study of the conditions, and suggested that where one firm could not bear this expense, combinations of manufacturers might be arranged, who could send out a man to carry the lines of all those entering into the combinations. He also emphasized the necessity of a strong Canadian export agency being established. One trouble that he had experienced was that some of the representatives sent out from Canada did not have sufficiently detailed information as to freight rates, conditions of packing and shipping, etc., and this handicapped them in their sales in comparison with representatives of German and English firms. A full report of Mr. Poussette's remarks and the discussion which followed will be presented in the July issue of INDUSTRIAL CANADA.

Your Committee has lent its co-operation in facilitating Mr. Poussette's work while in Canada. It has arranged meetings for him with manufacturers in various towns in Ontario, and much valuable information has been secured by these firms as a result. About twenty members attended the last meeting of the Committee, which was preceded by a luncheon, at which Mr. Poussette was entertained.

#### West Indian Trip.

The responses to the preliminary circular sent out a month ago regarding the proposed West Indian trip for those interested in export trade in that territory were very disappointing. Your Committee feel that the circular was perhaps sent out too far in advance, and before dropping the idea altogether, will circularize the members again, probably in October.

There are no other special features of your Committee's work requiring comment at the present time, but it is satisfactory to note that the number of members who are applying to the head office for commercial information is steadily increasing. This is, no doubt, due to the distribution of the new Association booklet, in which attention was called to this feature of the Association's work.

It was adopted on motion of Messrs. Edmonds and Watts.

### RECEPTION AND MEMBERSHIP.

The report of the Reception and Membership Committee was adopted as follows:

At the regular monthly meeting of your Reception and Membership Committee the following sixteen applications were recommended for acceptance:

#### Collingwood, Ont.

Imperial Steel & Wire Co., Ltd.—Wire, nails.

#### Montreal, Que.

The Canada Loose Leaf Co., Ltd.—Loose leaf systems.

Lymburner, Limited—General machinery.

Ramsays, Limited—Biscuits, candy, syrups.

Queen Dress & Waist Mfg. Co.—Dresses and waists.

St. John's Straw Works Co., Ltd.—Straw hats, straw goods.

St. Lawrence Flour Mills Co., Ltd.—Flour.

William Company, Limited—Hand cleaner soap.

#### Moose Jaw, Sask.

The Saskatchewan Flour Mills Co.—Flour, feed and cereals.

#### Niagara Falls.

E. J. von Gal Co., Limited—Stiff and soft hats.

#### Regina, Sask.

Young Thomas Soap Co., Ltd.—Soap.

#### St. Hyacinthe, Que.

Canadian Pipe Organ Co., Ltd.—Pipe organs.

#### Tillsonburg, Ont.

The Tillsonburg Packing Co.—Pork packers.

#### Welland, Ont.

H. S. Peters—Overalls.

Supreme Heating Co.—Steel and cast iron ranges.

#### Woodstock, Ont.

Woodstock Textile Co., Ltd.—Cotton textile fabrics.

### Resignations.

Your Committee would also recommend that the following sixteen resignations be accepted, good and sufficient reasons having been given in each case:

#### Halifax, N.S.

St. Croix Paper Co., Ltd.

#### Kingston, Ont.

Ontario Powder Co.

#### Montreal, Que.

Canadian Turpentine, Limited.

Mount Royal Spinning Co., Ltd.

Scotia Engineering Works.

#### Niagara Falls.

The Spirella Co. of Canada, Ltd.

Vining Mfg. Co.

#### Peterboro, Ont.

Canadian Cordage & Mfg. Co., Ltd.

#### St. Hyacinthe, Que.

Augustin & Daudelin.

#### Strathcona, Ont.

W. J. Finlay & Co.

#### Toronto, Ont.

Gilchrist Clothing Co., Ltd.

Ideal Bedding Co. (W. S. Foster).

Paris Wincey Mills. (H. N. Baird, 4th member.)

#### Walkerville, Ont.

E. M. F. Co. of Canada, Ltd. (F. Sager, 2nd member.)

Globe Furniture Co., Ltd.

#### Orillia, Ont.

Tait-Carss Lumber Co., Ltd.

### TORONTO BRANCH.

#### Annual Meeting.

Arrangements are nearing completion for the annual meeting of the Branch. Following the success of last year it has been decided to hold the meeting at the Island home of the Royal Canadian Yacht Club, who have kindly placed their dining room at our disposal. It is hoped that there will be a very large attendance. A rate of one dollar has been fixed, which includes transportation and luncheon. Further notice will be given as to the time the boat will leave the Yonge St. wharf.

#### Harbor Commission.

It is understood that no appointments will be made to the Harbor Commission until the return of Mayor Geary. However, a special committee has kept in touch with proceedings and there is a strong likelihood of securing the appointment of manufacturers on the new Board. The Branch is not itself asking for direct representation.

#### Convention Arrangements.

A programme of entertainment is being prepared for the Convention. The Branch is bearing in mind the expressed wishes of the Executive Council, that entertainment be reduced to a minimum. The members, however, feel that, without running counter to the instructions of the Council, they will be able to make the Convention interesting and entertaining. A draft programme has been drawn up, consisting of a smoker for the men, a theatre party and automobile party for the ladies and the regular Convention banquet. A fund will be raised among the local members to meet the necessary expenses.

### POLITICAL NATURAL HISTORY.



The Angler Fish awaiting its prey.



Canada Spends Millions Annually for Experimental Farms to enable the Farmers to Increase the Value of their Products.

## BONUSING THE FARMING INDUSTRY

By Mr. W. A. Craick.

Millions of dollars are spent annually in assisting farmers to produce more profitable products. The whole country contributes to this educational fund. Makes competition with foreign nations possible. What the various provinces spend.

**T**HE importance of the farming industry to the people of Canada is abundantly demonstrated by the fact that there is not a province in the Dominion which has not established a department of government to promote and safeguard the interests of agriculture. From Atlantic to Pacific a veritable army of experts is engaged in assisting the farmers of the country in their efforts to grow bigger and better crops, more excellent butter and cheese. Experimental farms, where all manner of crops and soils are being tested for the general benefit of the agricultural community, dot the broad expanse of the Dominion. Agricultural colleges of international reputation, built and maintained by Government, are open to receive the sons of the soil intent on acquiring that knowledge which will make them more expert farmers. Societies and associations, supported generously with provincial funds, exist in every county for the purpose of bringing the farmers together and encouraging them to improve the quality of their products. Problems of cold storage, the destruction of noxious weeds, the extension of markets, the spraying of fruit, drainage and a hundred and one other questions are handled by experts in the employ of the state, and for the direct advantage of the farmers. In brief, between the Dominion and the Provincial Governments, this industry is being bonused annually in these directions to the extent of several million dollars, and there seems to be no limit to the extent to which the state will go to carry out its paternal policy.

### Federal Expenditures.

In the first place there is the Dominion Government. Dur-

ing the fiscal year 1909-1910, it expended close on to a million dollars through its Department of Agriculture to help the farmers of Canada. Of this sum, over one hundred and fifty thousand dollars was paid out to cover the expenses of the thirteen experimental farms maintained by the Government. Nearly two hundred and fifty thousand dollars went towards putting into force policies for protecting the health of live stock. The dairy division spent \$13,908.42; the fruit division \$33,667.91; the live stock department \$49,820.96; and there were expenditures for establishing fumigating stations, distributing bulletins, taking a census of cows, sending a commission to Europe to make investigations into the swine industry, experimenting in cold storage, and numerous other services all calculated to benefit the farming industry.

### Provinces Spend Much Money.

The province of Ontario, which has probably the best machinery of any of the nine provinces for promoting helpful work among the farmers and which incidentally spends far more than any of them to achieve this purpose, expended in 1910 the sum of \$748,169.33. In this total the largest item was \$236,568.85, the cost of maintaining the Ontario Agricultural College and Macdonald Institute for the year. Agricultural and horticultural societies were assisted to the extent of \$122,721.31; the dairy branch took \$57,795.58; the fruit branch \$41,839.83; the live stock branch \$31,770.10. Nearly \$15,000 was spent on reports and bulletins and \$37,592.19 went to the staff of district representatives and teachers of agricul-

ture. Deducting a departmental revenue of \$113,457.09, the net expenditure of the Province was \$634,712.24. This year the estimates call for an expenditure of \$837,907.

The sister province of Quebec spent during the fiscal year 1909-1910, the sum of \$294,850.01 under similar headings. It also provided through its Department of Agriculture, \$60,000 for the improvement of rural roads. It gave \$146,700.00 to various agricultural societies, farmers' clubs, associations, etc. It handed \$30,000 to butter and cheese syndicates; expended \$17,000 for the encouragement of the dairy industry, and \$5,000 for the benefit of the fruit industry; it paid out \$8,000 for a series of lectures on agriculture and provided \$30,000 for the maintenance of agricultural schools. For the coming year the Legislature has voted \$322,600 for the work of the Department, with \$250,000 for improving rural roads.

### Maritime Encouragement to Agriculture.

Turning now to the Maritime Provinces where agriculture does not bulk quite so large, Nova Scotia is found to invest approximately \$75,000 a year in its agricultural interests. Of this \$30,000 goes to the Agricultural College and Experimental Farm at Truro; \$15,000 is paid out annually in assistance to agricultural exhibitions; \$10,000 to agricultural societies, and the balance is expended on agricultural meetings and the general work of the Department.

New Brunswick's expenditure for 1909-1910 was \$41,478.30. The largest item, \$12,987.13, was made up of grants to various agricultural societies; \$4,759.16 went towards introducing improved methods of stock raising; \$4,172.65 was spent on extending markets; \$659.71 was paid out to sons of farmers to enable them to attend agricultural colleges. Poultry raising, horticulture, cold storage, dairying, grain competitions, etc., all received assistance.

For the year ending September 30th, 1910, the little island province of Prince Edward Island appropriated \$8,846.03 for the benefit of agriculture. Of this \$1,130.44 was paid to the Farmers' Institutes of the Province to aid them in carrying out their educative work. \$635 went into scholarships to enable the sons of farmers to take courses at the Agricultural College at Truro. Substantial sums were expended in aiding the Fruit Growers' Association, the Dairy Association and the Poultry Association. With a revenue of \$2,533.61, the net expenditure of the department was \$6,312.42, by no means an inconsiderable sum for so small a province.

### Farming on the Prairies.

Passing to the Prairie Provinces, an investigation of the Public Accounts of the Province of Manitoba for the year 1910 discloses that this province expended \$143,215.13 in the interests of agriculture. The largest portion of this amount went to the Agricultural College, which cost the Province in salaries and maintenance \$67,839.84. The sum of \$47,871.93 was appropriated to Associations and Farmers' Institutes. There was a revenue from the College of \$11,466.24, making the net expenditure of the Province on the Department of Agriculture for the year \$131,748.89.

Saskatchewan's vote for 1911 in aid of its farming interests, which may be taken as a fair criterion of the annual provincial expenditure in this direction, is \$289,870. Of this amount \$47,000 is for general farming; \$17,350 for the live stock industry and \$177,300 for the dairy and poultry industry.

Alberta has voted \$384,340 for twenty-four items, falling under the head of agriculture, but as it is expected that there will be a repayment of \$224,000 for advances and loans made in previous years to various branches of the work, the net expenditure will only amount to \$160,340. In this year's budget the largest item is \$200,000, which will be used in

making advance payments in aid of creamery work. Twelve thousand dollars goes towards establishing a dry farming experimentation station; \$20,000 towards the destruction of noxious weeds; \$14,500 to encourage dairy work, etc.

British Columbia, which spent \$74,063.39 for agriculture in the fiscal year 1909-10, has voted over two hundred thousand dollars for the year ending March 31st 1912. Of this, agricultural associations get \$78,500; \$15,000 goes towards demonstrations of spraying and fruit packing in orchards; a similar sum is paid to the Farmers' Institutes; \$10,000 is voted to aid fruit exhibitions.

### Huge Bonus to Agriculture

Summing up and taking the totals for the Dominion and the provinces, it is found that the people of Canada spend approximately the large sum of \$3,300,000 per annum to bonus the farming industry, and that this sum is being increased very considerably each year. That the money is well spent and that it is paid out ungrudgingly goes without saying. The increased productivity of the farms, the growing efficiency of the farmers, the improved quality of farm produce, the achievements of the agricultural colleges and the experimental farms all testify to the value of the work undertaken by the various governments of the country in the interests of the farming community.

The point is, however, that all this vast expenditure of money and brains by the state in aid of Canadian agriculture should be taken into account before any final decision is made upon any fiscal question affecting the interests of the whole country. The public are prone to regard the farmer as standing in a position of isolation, unconsidered heretofore when tariffs have been framed. On the contrary, there is no industry in Canada which has received such intensive and extensive financial treatment from the Government as this same farming industry. It has been bonused to an extent unknown before, and no one has objected.

Further, what effect will Reciprocity in natural products have on this phase of the situation? Can the farmer or the people as a whole afford to have the country spend its millions to improve agricultural conditions, and then find its markets invaded by foreign producers and all its educative work made of no avail? This is a possibility which should not be overlooked.

JUST WAIT UNTIL ULYSSES PUBLIC GETS TO THE POLLS.



Penelope Canada and her suitors.  
From The Montreal Star.

## REGISTRATION OF PARCELS STOPPED

**A**N enquiry has reached us in reference to a recent decision of the Post-office Department to discontinue in certain cases the registration of parcels sent by post. The Department advises us that there is no change as regards the registration of parcels going from one place to another within the Dominion, or of parcels going to the United States or Mexico; but that, heretofore, parcels, which were to be forwarded to Great Britain and to countries of Europe, Asia and Africa, by way of Great Britain, were treated as registered articles (although no registration fee was charged), while passing from the office of origin in Canada to the Canadian Exchange Offices, where they are entered on the Parcel Bill, accompanying the Parcel Mails to Liverpool. At Liverpool the parcels were checked over, and were then despatched in the ordinary mails to their destinations, either in the United Kingdom or abroad. The Post-office Department of Canada endeavored to induce the British Postal Authorities to make provision for registering our parcels for their onward transmission from Liverpool, and also to have parcels for *Canada* registered when passing from the office of origin to Liverpool; but they explained that any registration of parcels was contrary to the policy of their Department, and that they could not see their way to treating parcels from and for Canada in a different manner from that in which parcels from and for other countries were being treated.

In view of this decision of the British Post Office, the Canadian Department did not see that there would be any object in continuing its system of registration of parcels during their course of post through Canada, only to have the registration dropped as soon as they reached Liverpool. Consequently, the instructions eliminating this system of registration were issued to the Canadian Postmasters.

It had formerly been the practice also to treat as registered articles, the incoming British and Foreign parcels while they were passing from the Canadian Parcel Post Exchange Office to the offices at which they were to be delivered. This practice was dropped some time ago, as it was felt to be unnecessary to register parcels in this country which had been forwarded all the way from the place of origin to Canada in the ordinary mails.

## TRAVELLERS' SAMPLES IN BRAZIL

In view of the appointment of a Canadian Trade Commissioner to Brazil, the following report from the *British Board of Trade Journal* is of special interest in this country:

The Board of Trade are in receipt of a copy of a despatch from the Acting Consul General at Rio de Janeiro (Mr. E. Hambloch), in which the attention of British commercial travellers is drawn to certain information regarding the procedure to be observed in order to obtain duty-free importation of their samples into Rio de Janeiro, which has been supplied by the Brazilian inspector of customs there.

Samples of little or no marketable value are free of import duty on a proper petition being made by the person concerned and after due examination and verification by an employee appointed by the inspectorate. The following are considered samples of little or no value:—Fragments or part of any product or merchandise in such quantity only as is absolutely necessary to afford a proper appreciation of its nature, species or quality, and the duties on which would not exceed one

milreis (33 cents) per package. Complete objects, but such as are already rendered useless and unfitted for the purpose for which they are intended, are also considered as of no value; no merchandise may, however, at the time of its examination or verification, be rendered useless with the object of freeing it from the import taxes.

Samples of value are granted temporary importation free of customs duty under the terms of Article 2, paragraph 27, of the Preliminary Tariff Regulations, on condition that the commercial traveller guarantees the customs and other dues leviable by signing a bond of responsibility with a proper surety (a bank or registered merchant) binding himself to re-export the goods within the period allowed by the inspector; this period may be prolonged. The bond of responsibility, within the period of one year (the maximum period), is only annulled on production of documentary evidence of the destination of the goods; the presentation of such documents after the fixed period entails the imposition of a fine of from 10 to 50 per cent. of the duties, while failure to produce the documents on the expiration of the maximum period (one year) entails the payment of the proper taxes. The guarantee is equivalent to the sum of the taxes and other customs dues. If the above regulations are not complied with, the commercial traveller must 'nationalize' the samples of value by payment of the various dues leviable in accordance with the tariff and laws in force.—*Board of Trade Journal*.

## ADVICE TO EXPORTERS

**"M**AKE business as easy and pleasant as possible," is Mr. H. R. Poussette's advice to manufacturers who are entering the export field. Mr. Poussette has been Canada's Trade Commissioner in South Africa for a number of years, and has just recently been transferred to the new office in Buenos Ayres, Argentina. Preparatory to taking up his work in the new field he has visited the manufacturing centres of Canada with a view to giving information in reference to South Africa and to acquainting himself with the Canadian products which will be of interest in South America. "Send representatives over to study the field if possible," he advises manufacturers, "but let such representatives know all about the goods they have to sell." A man who is buying goods in South Africa is approached by British and United States business men. He knows what a particular article will cost him on his own shelves. That is the information that he wants from the Canadian, and unless the Canadian is prepared to give him the information which will allow him readily to figure that out he might better stay out of the export business.

"The question of freight rates is important. The South African is in no position to find out freight rates from the factory to the seaboard. He cannot always learn off hand the ocean rates. Yet without these facts he knows really nothing about what his goods will cost him.

"The manufacturer who knows his business will quote rates f.o.b. seaboard and will advise the prospective buyer that at the time of writing ocean rates are such and such. In Canada these latter rates do not vary. There are summer and winter rates, but they do not change during the season.

"Then on the general principle of making business as easy and pleasant as possible, it is well to translate the costs into English money, which is the system in vogue in South Africa. Quote a man in his own money. This only represents a few minutes time on a bill of goods and it reduces the friction.

### Strong Commission House Needed.

"A strong commission house, devoted exclusively to Cana-

dian goods, is needed. The United States have six such companies with offices in New York and Boston on the one side and South Africa on the other. They have great advantages over the individual shipper. They are in close touch with shipping conditions. They are able to get exactly what the customer in South Africa wants, and they relieve the manufacturer of all the petty details which are immensely troublesome to the man who does not know. Best of all, having capital they are able to handle business on a straight cash basis. They are on the ground in South Africa and can watch their credits; in Canada they pay for what they buy. The trouble of carrying on business at a distance of several thousand miles has deterred many a manufacturer from entering a profitable field for foreign trade.

"Canada is well thought of in South Africa. After Great Britain, there is no country which South Africa would more gladly patronize. A three per cent. preference is allowed on her goods. There is no apparent reason why Canada should not get a large part of the ten million dollars worth of business which is now done with the United States.

"South Africa is now entering upon a period of abundant prosperity. Trade has not boomed, but for years it has been shaking off the unfavorable conditions which followed the war. Business is now healthy with every prospect for its continuance in that state. Withal, it is an importer of manufactured goods. South Africa does practically no manufacturing. Generally speaking the lines of goods which Canada could best supply are: Agricultural implements and machinery, windmills, cream separators, dairy supplies, furniture, automobiles, carriages, lumber, calcium carbide, flour, hardware, wire nails, mining and electrical machinery stores, paper, shovels, wire fencing, boots and shoes, leather, metallic ceilings, woodenware, bacon and cheese."

Strong emphasis was placed by Mr. Poussette on the necessity of consistency in export trade. Much harm has been done by firms who in a time of home depression have entered an export field, but who have declined to continue the business as soon as the local demand revived. This has occurred not infrequently. A dealer abroad will establish a trade in a certain line of goods. He will sell them possibly for a couple of years and will put in his order for the next year only to learn after a considerable time that the manufacturer will not supply him, owing to a rush of home orders. One such experience does more harm than can be repaired by a dozen satisfactory experiences.

## RAILWAY ORDER WITHDRAWN

Under date of June 21st, the following circular, signed by representatives of all railways operating in Canada, and addressed to Railway Agents and Shippers, has been issued. It is headed "Loading Less than Carload Freight on Industrial Sidings":

Referring to Joint Circular, dated October 15th, 1910, giving notice to shippers and instructions to agents to discontinue on and after January 1st, 1911, the practice of loading less than carload shipments of freight into cars on industrial sidings, and to subsequent circular dated December 29th, 1910, announcing postponement of the effective date thereof until July 1st, 1911.

It has been ascertained that in several instances shippers have not yet provided themselves with adequate arrangements, and in some cases the railway companies have been unable to provide the increased facilities necessary in order to carry out the new regulation without embarrassment to themselves and inconvenience to the public. Therefore, it becomes necessary to announce that the existing arrangements will not, for the present, be disturbed.

## INDUSTRIAL EXPERIMENTS IN NEW ZEALAND

"WE hear much about Canada in New Zealand," said Mr. H. Dearsly, of Auckland, N.Z., who has spent the last few weeks in this country establishing business connections. "Canada is taking the place of the United States in the public attention, and our people would gladly buy more extensively than they do from you."

New Zealand, with a population of somewhat over a million, buys from abroad goods to a value of one hundred millions of dollars annually. England is the chief source of these supplies, but Canada is favored with a preferential rate which should make her a large factor in that colony's commerce. She should be able to secure a large part of the trade, which now goes to the United States.

No country in the world is working out more interesting industrial experiments than New Zealand. The situation is peculiar. The strong socialistic sentiment which exists in that country and Australia is being met in the former country by a liberal government, with a liberal policy, which so far has gone far enough to avert the more drastic suggestions of the laborites. The railways are owned by the state and are run at a profit. Freight rates are equitable. To overcome burdensome exactions by money lenders, the Government borrows money and lends it to settlers at five per cent. interest. This has proved so satisfactory to settlers and the state alike, that the principle has been extended and now areas in industrial centres are purchased by the Government and workmen's houses are erected on them. These are sold to workmen at practically cost.

State fire insurance has been organized to protect the public against undue premium charges. At first this scheme was not successful, but changes have been effected which will probably place it on a satisfactory basis.

To regulate the price of coal, where it was thought a monopoly existed, the Government opened and is operating a coal mine. In this coal mine, it is interesting to note, has occurred the only strike of workmen which New Zealand has known for several years.

This suggests the most interesting of all the country's industrial legislation. The machinery for the settlement of labor disputes must still be considered experimental, although Mr. Dearsly, who is a shoe manufacturer and an extensive employer of labor, believes that it is, on the whole, successful. Two bodies exist for the settlement of questions, whether of wages or conditions of labor. First a Board of Conciliation is appointed, consisting of a representative of the employer, one of the men, and the third a permanent Government official. This body wrestles with the problem so long as there is a chance of a settlement. If a satisfactory settlement is arrived at, the result is reported to the Arbitration Court, a second body consisting of the Chief Justice, an elected representative of employers and a representative of the labor unions. The Arbitration Court makes a decree embodying the settlement.

If the original Conciliation Board fails to reach a decision, the case is investigated by the Arbitration Court, whose decision is final. Settlements affecting wages are binding on all employers, so that in every industry there is a uniform minimum wage for the whole country.

Mr. Dearsly reports a satisfactory business condition in New Zealand. Trade is good and prospects for the future are bright. He believes that it lies within the power of Canadians to increase greatly their exports to that country.



# TRANSPORTATION EXPENDITURES AND RECIPROCITY

Many Millions Have Been Spent on Canada's Trade Routes. What Competition They Have to Meet. Movement of Grain and Other Freight on Great Lakes. Effect of Reciprocity. Effort of United States to Capture Trade.

## EXPENDITURES ON WATERWAYS.

THE improvements to our inland waterways, undertaken long before the movement of grain from the Northwest to the seaboard became a factor, have resulted in untold value in cheapening the cost of transportation. Probably one of the best illustrations of this is the low rate at which wheat is being carried for export. Up to May 15th, 1911, the total movement of wheat from the head of the lakes was slightly over 10,000,000 bushels. Over 5,000,000 bushels of this went to Buffalo, and from there to New York or other United States ports. The balance went to Georgian Bay ports and by water to Montreal. The rate on this wheat per bushel by these different routes was as follows:

Head of the lakes to Buffalo .....	c.	1.25
Buffalo to New York .....		4
New York terminal .....		.9
<hr/>		
Total .....		6.15
Head of the lakes to Montreal on opening of navigation .....		4.5
Montreal terminal .....		.5
<hr/>		
Total .....		5

Grain has been carried at certain seasons of the year at even lower rates than the above.

## Capital Cost of Canals.

Up to March 31, 1910, the capital expenditure on canals was \$96,962,415.67. Of this \$77,273,255.21 was spent prior to 1900. The Welland Canal alone cost \$25,506,863.19, the bulk of which was expended prior to 1900. As the use of this canal with others is free to all (United States as well as Canada), it means that the country at large is contributing annually in the way of expenditures for renewals, staff, repairs and interest on investment an amount equal to the rate paid by the producer towards the cost of transporting every bushel of grain carried by these waterways from the head of the lakes to the seaboard; that is to say, the country at large contributes in the manner mentioned from 5 to 6 cents per bushel towards the cost of transporting our grain to the seaboard. These obligations were all undertaken with a view to building up Canadian trade routes within the Dominion.

## OUR CONTRIBUTIONS TO RAILWAYS.

AT the present time Canada is struggling to keep her traffic in Canadian channels. Enormous sums have been spent in building east and west lines of communication. In 1840 Canada had 16 miles of railway; in 1880, 7,194 miles; in 1910, 24,731 miles. Up to 1910 the Federal Government contributed to these lines in cash subsidies \$146,932,179.71. This includes \$10,000,000.00 loaned the Grand

Trunk Pacific Railway. The Provinces contributed in cash \$35,837,060.16, and the municipalities \$17,983,823.60 — total \$200,753,063.47. After the loan of \$10,000,000 to the Grand Trunk Pacific is deducted, there is left \$190,753,063.47, all cash contributions from these various sources.

Contributions in land grants have been as follows:—

	Acres.
By the Dominion .....	32,040,378
By the Province of Quebec .....	13,324,950
By the Province of British Columbia .....	8,119,221
By the Province of Nova Scotia .....	160,000
By the Province of New Brunswick .....	1,647,772
<hr/>	
Total .....	55,292,321

As indicating the value of land grants by the Dominion last year the Canadian Pacific Railway sold 975,030 acres of land at an average price of \$14.84 per acre. But this is not all. Within recent years a preference for aid in the form of guarantees as against cash or land subventions has arisen among the promoters of railway enterprises. The obligations thus undertaken in the form of guarantees are as follows:—

Dominion .....	\$52,439,865
Manitoba .....	20,899,660
Alberta .....	25,743,000
Saskatchewan .....	11,999,000
Ontario .....	7,860,000
Nova Scotia .....	5,022,000
British Columbia .....	2,196,832
New Brunswick .....	700,000
Quebec .....	476,000
<hr/>	
Total .....	\$127,336,357

Since the above the Dominion Government has guaranteed bonds to the extent of \$35,000,000 for the construction of a line from Port Arthur to Montreal.

This is not all. The expenditure on the Transcontinental Railway between Moncton and Winnipeg up to March 31, 1910, was \$71,918,843.88. On December 31st, 1910, the value of work done was \$94,580,500.00; total estimated cost of work \$145,339,700.00. These latter expenditures do not cover the cost of terminals, which are now being undertaken.

## COASTING LAWS.

ATTENTION is called to the discrimination in the application of the coasting laws on vessels plying on waters between the United States and Canada.

Section 955 of the Canada Shipping Act, Chapter 113, R.S.C., is as follows:—

"955. No goods or passengers shall be carried by water, from one port of Canada to another, except in British ships."

The corresponding law in the United States regarding the transportation of freight is as follows:—

"No merchandise shall be transported by water, under

penalty of forfeiture thereof, from one port of the United States to another port of the United States, *either directly or via a foreign port, or for any part of the voyage*, in any other vessel than a vessel of the United States. But this section shall not be construed to prohibit the sailing of any foreign vessel from one port to another port of the United States; provided, that no merchandise other than that imported in such vessel from some foreign port which shall not have been unladen shall be carried from one port or place in the United States to another."

The effect of the additional words underlined in the last quotation is to prevent a Canadian boat from taking grain from Duluth, Milwaukee, or Chicago, to a Canadian port if the grain is going thence into the United States; for instance, Springfield or Boston, Mass. On the other hand, our Department of Customs has ruled that grain may be carried under our laws from Fort William or Port Arthur to Port Huron, Mich., in United States vessels even if the ultimate destination is a point in Canada via Sarnia. This discrimination is unfair to Canadian boatmen. Its influence would be much greater in the event of the agreement going through and Canadian grain being stored at United States points at the head of the Lakes. Under such circumstances the grain would undoubtedly lose its identity and the United States authorities would insist upon it being transported thence in United States vessels if destined to a United States port for furtherance to points in the United States.

The United States authorities, recognizing the advantages which the above gives them, have introduced in Congress at Washington H.R. Bill 32442, the effect of which is to amend the law regarding the carriage of passengers in the same way; that is to say, this bill endeavors to apply to passenger trade the same restrictions as are in force regarding freight. It also defines the number of days that a passenger can stop over in Canada and be exempt from the law.

It provides a penalty on the passenger as well as the boat, and permits the proper officials to refuse clearance until fines are paid. It will thus be seen that recognizing the advantage which the United States boat owners have in respect to the carriage of freight they are desirous of applying it also to passenger traffic.

### Loss to Canadian Shipping.

The ultimate effect, especially if the agreement goes through, will be disastrous to Canadian shipping; in any event Canadian shipping is now at a disadvantage in respect to carriage of freight, and as the tonnage available for Cana-

dian shipping consists chiefly of grain east-bound, it will be seen that any arrangement which will permit of Canadian grain going into or through the United States without restrictions of any kind will tend materially to decrease the available tonnage. Canadian west-bound tonnage on the lakes is principally merchandise. A very large percentage of this is controlled by the boat lines operated in connection with the Grand Trunk and Canadian Pacific Railways. These lines do not carry grain to any extent east-bound. Their boats are built for passengers and package freight. Grain, which, as stated, forms the bulk of Canadian tonnage, is carried in tramp boats. These boats carry a certain amount of coal from Lake Erie ports to Fort William and Port Arthur. They

also carry miscellaneous cargo from St. Lawrence River ports. In addition to the above there are three lines with more or less regular sailings between Montreal and the head of the lakes, namely, Inland Lines, Limited; Merchants' Mutual Steamship Company and the Canadian Lake Line. These lines carry some package freight west-bound, and, as above stated, grain east-bound. The tramp service above referred to operates chiefly between the head of the lakes, Georgian Bay and Lake Huron ports, Port Colborne and Kingston.

### THE UNITED STATES ATTITUDE.

THERE is no doubt as to the attitude of United States transportation interests so far as the carrying of Canadian wheat for export is concerned. In the summer of 1903 the rate on wheat from Buffalo to New York was raised from four cents a bushel to five cents. This resulted in a considerable diversion to Montreal. Last year the export rate on United States wheat was 5.5 cents, while on Canadian wheat in bond for export it was 4 cents.

The New York Produce Exchange complained to the Interstate Commerce Commission that the higher rate on United States wheat was diverting it to Montreal, and asked that the rail lines, Buffalo to New York, be ordered to reduce the rate to four cents, the same as applied on Canadian wheat. In presenting their case it was stated that the exports of wheat grown in the United States were decreasing owing to the fact that the home consumption was steadily increasing. Upon the other hand the Canadian Northwest was developing an enormous wheat acreage which was increasing rapidly the quantity of wheat exported from Canada. It was urged that the location of this wheat was such that it should naturally move out through Montreal and not through an American port of export.

Tables were submitted showing exports of wheat grown



Locking Through Canal at Sault Ste. Marie

in the United States and also wheat grown in Canada, through the ports of New York and Montreal. These showed that although there was a considerable decrease in the amount of wheat grown in the United States shipped through the port of New York there was a substantial increase in the export of wheat grown in Canada via that port; in fact more than double any previous year back to 1906.

#### Disadvantages to be Overcome.

The New York Produce Exchange pointed out that in every respect, except the cost of carriage to the port of export, New York had the advantage of Montreal; that Montreal was a winter port, not available during several months of the year. At all times in the year the cost of insurance from that port was much higher than from New York, owing to the perils of navigation upon the River St. Lawrence. The shipping facilities of New York were much better than Montreal. New York reached many points of consumption to which there was no direct service from Montreal, and the rate of transportation itself was usually lower from New York.

It might here be stated that another reason why Canadian grain moves, everything being fairly equal, via New York is on account of the earlier movement in the spring and later in the fall and the large storage at both Buffalo and New York.

The Interstate Commerce Commission, commenting upon this application, said:—

"So far as the case of the complainant can be established by showing the necessity for the rate demanded the case of this complainant has been made out. We are impressed with the thought that New York cannot permanently retain its export grain business in anything like the same relative volume as in years gone by upon the present adjustment of rates. It asks that the carriers establish, during the period of navigation, a rate of 4 cents per bushel from Buffalo. Whether this rate would enable New York to hold its own as against Montreal is doubtful, but it would certainly be much preferable to the present rate of 5.5 cents."

Further,—

"We are inclined to think that, under all the circumstances, these carriers might well establish, during the period of navigation, a 4-cent ex-lake export rate upon wheat and corresponding rates upon other grain, but the rate itself is so low, the margin over and above the cost of operation is so narrow, that we do not feel warranted in making this requirement. Whether it shall be established is a matter of policy which must be left to the carriers themselves, and not a matter of right which may be demanded by the port of New York. When the improvements in progress upon the Erie Canal are completed that waterway will undoubtedly determine the rate at which grain shall be carried from Buffalo to tidewater."

Notwithstanding the fact that the Commission did not go further than to recommend to the interested carriers the putting into effect, as a matter of policy in order to meet Canadian competition, the same export rate on United States wheat as they had established on Canadian, namely 4 cents, the trunk lines voluntarily published the following: "On wheat and corn delivered by vessels at Lake Erie ports beginning April 27th, the rate to New York and Boston will be four cents per bushel and to Philadelphia and Baltimore 3.7 cents."

The Commission in making the above recommendation pointed out that it would determine whether United States wheat should flow through Canadian or American ports of export.

#### Movement of Wheat.

The following statistics taken from the last weekly report of the Department of Trade and Commerce, show to what extent Canadian wheat has apparently been influenced by the four cent rate, Buffalo to New York:—

From the opening of navigation until May 15, 1911, there were shipped from Fort William and Port Arthur to Buffalo 5,100,789 bushels of wheat;

From the same ports to the Canadian ports given below 5,535,513 bushels, distributed as follows:—

Canadian Ports.	Bushels.
Depot Harbour .....	318,019
Goderich .....	696,707
Kingston .....	1,215,434
Montreal .....	689,938
Meaford .....	105,000
Owen Sound .....	119,753
Port Colborne .....	790,515
Point Edward .....	180,630
Quebec .....	.....
Tiffin .....	1,213,640
Victoria Harbour .....	148,417
Walkerville .....	57,370
<b>Total .....</b>	<b>5,535,513</b>

It will be seen that fifty per cent. of the total movement from Fort William and Port Arthur has gone via United States ports, notwithstanding the fact that the through rate to the seaboard via Buffalo is higher than the through rate to Montreal, either all water or lake and rail.

The through rates via the different routes are:—

#### Head of the Lakes to New York—

Head of the Lakes to Buffalo .....	1.25c
Buffalo to New York .....	4.00c
New York terminal .....	.90c
<b>Total .....</b>	<b>6.15c</b>

#### Head of the Lakes to Montreal—

Boat .....	4.5c
Montreal terminal .....	.5c
<b>Total .....</b>	<b>5.00c</b>

The following statistics show to what extent these lines are now carrying Canadian traffic. The annual statistical report of the New York Produce Exchange for 1910 shows the quantities of Canadian breadstuffs in transit exported via the leading United States ports during 1910, as follows:—

	New York	Portland	Boston	Philadelphia	Baltimore	Total
Flour, barrels.....	706,339	163,103	236,709	58,440	2,144	1,166,735
Wheat, bushels.....	7,468,769	4,836,999	5,522,814	4,294,468	2,014,144	24,137,194
Other grains, bushels	2,212,707	146,797	274,364	130,437		2,764,305

The total shipment of wheat through these same ports for 1909 exceeded 24,000,000 bushels, and flour amounted to 802,081 barrels; in fact statistics show that notwithstanding the increase in our facilities there is a constant growth in the movement of Canadian breadstuffs via Eastern United States Atlantic ports.

As compared with the above there were shipped from the port of Montreal, according to the report of the Montreal Board of Trade, in 1910,—

Wheat, the produce of Canada .....	16,537,149 bushels
Wheat, foreign produce .....	3,882,885 bushels
Corn, the produce of Canada .....	1,474 bushels
Corn, foreign produce .....	2,834,474 bushels

### Traffic Through Welland Canal.

Going back to the Welland Canal, it is interesting to note to what extent this waterway is used by United States interests. In 1910 the total quantity of through freight which passed through the whole length of the Welland Canal was 2,281,519 tons. Of this quantity 1,557,283 tons were east-bound and 724,236 west-bound. Of the east-bound through freight Canadian vessels carried 1,146,457 tons, United States vessels 410,826 tons, and of the west-bound through freight Canadian vessels carried 357,019 tons and United States vessels 367,217 tons, or a total of 1,503,407 tons for Canadian and 778,043 tons for American vessels.

It will be observed that the west-bound United States tonnage exceeded that of the Canadian, all of which goes to show greater economy in the handling of traffic.

As regards Canada's position in respect to water transportation, Welding Ring, former President of the New York Produce Exchange, in an address on "Waterways and Waterborne Traffic," delivered before the Traffic Club of New York a year ago, said:—

"I have purposely left the waterways of the United States and Canada for our last consideration.

"Canada, that nation with a population less than the State of New York, has more clearly demonstrated to the world the value of water transportation and water borne traffic than any other nation."

Further,—

"It, therefore, behooves the United States, and particularly the great State of New York, to be unsparing in their efforts to furnish every facility for the transportation of merchandise, both rail and water, on the most favorable conditions and at the lowest rates.

"It is not a question whether the products of the West and Northwest shall go by way of the Erie or Barge Canal, or by rail from Buffalo or not at all, but whether transportation of these products shall be retained in American hands on American soil and reach an American port, or whether it will be surrendered to Canada."

The United States press has been active in suggesting schemes which would tend to divert Canadian traffic to United States ports. The *Utica Leader*, of December 2, 1909, commenting upon a recommendation to memorialize our Government and try and secure our co-operation in the plan for the construction of a cheap waterway from the upper lakes to Ontario, which was introduced at a meeting of the New York State Waterway Association, said:—

"Canada has paid and is paying a good deal of attention to its inland waterways and thereby is getting some trade that ought to come in our direction."

"The best interests of all concerned would be served if the Federal Government (U.S.) would build a ship canal, which should utilize this shorter route (Oswego to Albany) and bring the products of the Great Lakes, both American and Canadian, quickly to United States sea ports."

The Reciprocity Agreement is one of the means of turning back that trade to United States channels. Are Canadian expenditures on transportation facilities to be used for the purpose of building up foreign trade routes?

### PARTNERSHIP OPENING.

A good partnership opening for an expert accountant with business man, one who has first-class experience in factory costs preferred. When replying kindly state qualifications, etc. Box 100, INDUSTRIAL CANADA.

### A REVIEW OF CANADA'S TRADE.

A review of the trade of Canada by countries for the fiscal year 1910-11 shows the world-wide distribution of the increase achieved during that period. Canada's exchange of goods with almost every other nation was greater than during the previous year and in a great majority of cases the volume of trade was greater than in any previous twelve-months period. A few comparisons are interesting (the import figures are "imports for consumption").

Trade with all countries exhibits a net increase of \$82,000,000. Imports increased \$86,000,000, exports decreased \$4,000,000.

Trade with British Empire shows a net increase of over \$6,500,000. Canada consumed \$18,000,000 worth more of goods imported from other parts of the Empire than in any previous year, but the exports to British countries were less by \$11,000,000 than in the preceding year. However, as the year 1909-10 showed an unusually large volume of goods of foreign origin re-exported from Canada, and as half the decrease was in this class of exports, the decrease in Canadian goods exported is small—less than 4 per cent. Compared with any year prior to 1910, imports from, exports to, and total trade with the rest of the Empire show very large increase.

In trade with foreign countries there was a total increase of \$75,000,000, or over 18 per cent. Imports alone show an increase of \$68,000,000.

Trade with British Africa—Net decrease, \$330,000—about 9 per cent.—all in imports. Exports show a slight increase.

Trade with Australia—Increased over \$400,000, or 10 per cent., chiefly in exports. The greatest trade of any year.

Trade with New Zealand—Increased over \$200,000, or 15 per cent., nearly evenly divided between imports and exports. The greatest import, export, and total trade of any year.

Trade with British Guiana—Increased over \$900,000, or 25 per cent.—chiefly in imports.

Trade with British West Indies—Exports show an increase of nearly \$1,000,000, or 30 per cent.; imports gained \$600,000, making the total trade the greatest on record.

Trade with Newfoundland—Imports were greater than ever before, exports decreased slightly, the total trade showed an increase.

Trade with the United Kingdom—Imports of both dutiable and free goods from the United Kingdom exceeded any previous year, the total gain being over \$14,000,000. Exports of Canadian produce decreased \$7,000,000 and of foreign produce \$5,000,000, so that the net gain in trade was about \$2,000,000.

Trade with Belgium—Showed a steady gain. A small decrease in exports was more than counterbalanced by the increase in imports.

Trade with France—Increased \$1,600,000 and has doubled in ten years. The year's increase was chiefly in imports, though exports, which decreased in the previous year, once more showed a gain.

Trade with Germany—The increase of 40 per cent. in the previous year was followed by an increase in this year of 20 per cent. Both imports and exports show gains, that in imports being much larger—over \$2,000,000.

Trade with Italy—Has again declined, owing to the falling off in exports of foreign grain through Canada. Imports continued to gain, as did also exports of Canadian produce.

Trade with Japan—A decrease in exports was more than counterbalanced by a gain in imports, so that the total trade shows an increase.

Trade with United States—Passed the \$400,000,000 mark, showing an increase for the year of over \$67,000,000, or nearly 20 per cent. Of this increase \$61,000,000 was in imports. Exports of Canadian produce showed a trifling decrease.

# ANNUAL MEETING OF MONTREAL BRANCH

Large Attendance of Members Listened to Reports of Year's Business and Discussed Association Problems. New Officers Elected. Installation of Chairman.

THE innovation decided on by the Executive Committee of the Montreal Branch to hold its annual meeting in the evening instead of the regulation mid-afternoon, was tried out on June 20th and proved highly satisfactory. The most successful meeting that the manufacturers of Montreal have ever held is the opinion of those who attended. It was preceded by an informal dinner, which was a very enjoyable affair. Over one hundred members were present. Col. Robert Gardner, retiring chairman, presided, with Mr. W. H. Rowley, President of the Association, on his right, and Mr. N. Curry, Vice-President, on his left. Seated at the head table also were Mr. H. R. Poussette, the new Canadian Trade Commissioner to South America; Messrs. J. S. N. Dougall, Quebec Vice-President; C. C. Ballantyne and Hon. J. D. Roland, ex-presidents; J. J. McGill and S. W. Ewing, ex-chairmen of the branch; J. H. Sherrard, vice-chairman; Hon. A. Desjardins, C. A. Smart, L. H. Packard, John Baillie, Fred. Birks, W. J. Sadler, Geo. Esplin, Jos. Fortier and R. J. Younge, members of the executive committee of the branch; and H. D. Scully and H. T. Meldrum.

The dinner took place at Cooper's cafe, Notre Dame St. West, at 6.30 o'clock, and the business session opened at 8 o'clock. Mr. Poussette addressed the members briefly on the subject of export trade in the interval between dinner and business.

The chairman's valedictory address which opened the meeting was warmly applauded, and later referred to in eulogistic terms by Mr. Rowley and the other speakers of the evening. It was followed by the reading of the Executive Committee's report by Mr. H. T. Meldrum, Secretary, and which likewise came in for a meed of praise, detailing as it did not only a great deal of active work in the fields of provincial and municipal legislation, but also a watchful care over the general interests of the members of the branch.

The discussion on the report was keenly interesting, the speakers including Hon. A. Desjardins, C. C. Ballantyne, Col. C. A. Smart, R. J. Younge and J. Goldstein. Previous to this, however, Mr. Rowley, who had come from Ottawa to be present, and Mr. Curry, introduced by Col. Gardner as the next President of the Association, spoke on general matters of welfare to the Association.

## Mr. Rowley Discusses Association Questions.

The president congratulated the Branch Executive on the move it was making in reducing its Executive Committee in numbers by more than one-third, declaring this should be an example to be followed in connection with the Executive Council, which would be a more effective working body if reduced in numbers. He favored a Board of Directors, responsible to the members, rather than a huge irresponsible council. Continuing, Mr. Rowley declared that the Association should have its accredited representative at Ottawa ready to look after the business of any member, no matter how distant, with the Federal authorities. These changes would possibly be brought before the annual convention in September, and he hoped to see the attendance of a large number of Montreal members to support them. He also bespoke the assistance of the Montreal Branch to establish an Ottawa Valley Branch. Another matter on which he lay stress was the necessity of the Association having a large reserve fund which could be called on whenever any emergency arose. Mr. Rowley's address

covered a large number of other points of keen interest to the members.

Mr. Curry spoke more briefly. He endorsed Mr. Rowley's opinion that the fees in the Association were much below what they should be, and went on to speak of the place the Association held in Canada. He referred to the Reciprocity Agreement briefly, but in terms which drew loud applause.

## Dangers of Reciprocity.

The adoption of the report of the Executive Committee was moved by Hon. A. Desjardins, in an eloquent speech in French, and seconded by Col. Smart. Mr. Desjardins dealt



MR. J. H. SHERRARD

The Alaska Feather and Down Co. Chairman Montreal Branch, 1911-1912

chiefly with the tariff item in the report. He related the effect of the previous Reciprocity treaty with the United States, and urged the importance of very careful investigation before any change in the tariff schedules should be considered. Col. Smart endorsed Mr. Rowley's proposal for a Board of Directors to replace the present Executive Council, urging it as a business proposition, viewed from a business man's standpoint.

Mr. J. Goldstein discussed the several points raised by Mr. Desjardins in regard to Reciprocity, declaring that an endeavor should be made to bring about a better understanding between the manufacturers and the farmers, and he thought that money used for purposes of an educational campaign along these lines would be well spent.

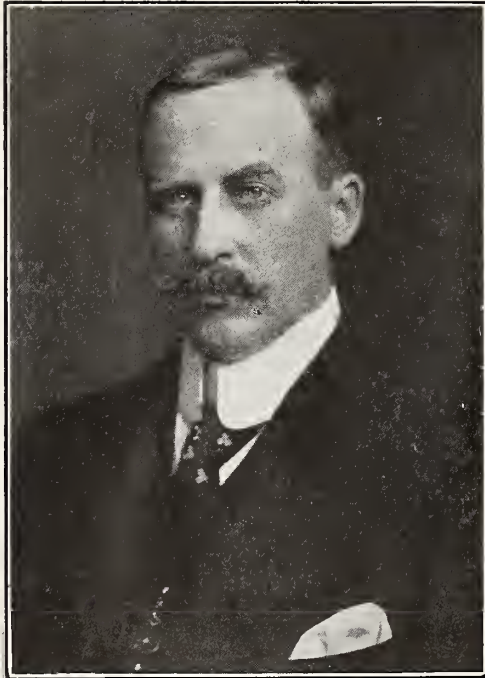
Loud applause greeted the next speaker, Mr. C. C. Ballantyne, who told the members of the visit of the Grain Growers to Ottawa and the manner in which they had received offers of hospitality from the eastern manufacturers. He strongly

deplored the fact that politicians regarded the tariff issue as one on which to build party capital, and asked the members to use every means to secure the appointment of a permanent Tariff Commission. He was followed by Mr. R. J. Younge, who dealt clearly and forcefully with the Reciprocity Agreement in its relations to the agriculturists of Canada especially.

A proposal to change the by-laws of the branch in such a way as to reduce the number of Executive Committee members from 33 to 18, to provide for four general meetings of the members during the year, and an increase in the number of standing committees was discussed and approved. The recommendations of the Executive Committee, as already outlined in previous issues of INDUSTRIAL CANADA, were fully approved, except that an amendment moved by Mr. S. Lichtenheim fixed the quorum for general meetings at twenty-five.

#### Election of Officers.

The report of the scrutineers showed the chairman and vice-chairman for the year to be Mr. J. H. Sherrard, of the



COL. CHAS. A. SMART

The Smart Bag Co. Vice-Chairman, Montreal Branch 1911-1912

Alaska Feather and Down Co., Limited, and Col. C. A. Smart, of the Smart Bag Co., Limited, respectively, both elected by acclamation.

The representatives of the affiliated towns were also returned by acclamation, in the persons of J. C. Casavant, of Casavant Freres, St. Hyacinthe, and D. J. Fraser, of the Singer Manufacturing Co., St. Johns.

Elections for city representatives on the Branch Executive resulted in the following members being returned:

Hon. A. Desjardins, Montreal Terra Cotta Lumber Co.; Geo. Esplin, G. & J. Esplin; Joseph Fortier, Manufacturing Stationer; Paul Galibert, Leather Manufacturer; J. R. Henderson, Brandram-Henderson, Limited; F. H. Hopkins, Dominion Wire Rope Co., Limited; T. P. Howard, Phoenix Bridge & Iron Works, Limited; E. Littler, Walter M. Lowney Co. of Canada, Limited; Howard Murray, Shawinigan Carbide Co., Limited; L. H. Packard, L. H. Packard & Co., Limited; T. E. Peck, Peck Rolling Mills, Limited; C. S. J. Phillips, Morton

Phillips & Co.; Carl Riordin, Riordin Paper Co., Limited; E. A. Robertson, Montreal Cotton Co.; Walter J. Sadler, Sadler & Haworth; Geo. A. Slater, Geo. A. Slater, Limited; Wm. Waugh, Boulter, Waugh & Co., Limited; R. J. Younge, the Canadian Rubber Co. of Montreal, Limited.

The proceedings were concluded with the installation of the new Chairman, Col. Gardner, welcoming his successor in office in a felicitous speech, and Mr. Sherrard responding in like vein. Mr. Sherrard also declared that a policy, which he would like to see the branch follow, would be a more aggressive work for good civic administration.

#### DEATH OF MR. WM. CAULDWELL.

A valued member has just been lost to the Association by death in the person of Mr. William Cauldwell, an ex-chairman of the Montreal Branch, and one of the most loyal and enthusiastic supporters of the Association. After some two months' illness, he passed away on June 18th. The funeral services were held at Montreal on June 21 and thence the remains were conveyed to Toronto for interment. Both at Montreal and Toronto a large number of the members of the Association were in the funeral cortege to pay a last tribute of respect to the deceased.

Mr. Cauldwell was one of the most popular members of the Association, first, when he was connected with the firm of Brown Brothers, of Toronto, and then in Montreal, where, in 1902, he became sales manager for the Canada Paper Co., Limited. In 1909 he formed the Wm. Cauldwell Paper Co., Limited.

A man of large ability, with a punctilious sense of business honor, and enthusiastic in everything with which he was connected, Mr. Cauldwell enjoyed a wide circle of warm friends. For four years he was a member of the Executive Committee of the Montreal Branch of the Canadian Manufacturers Association, and for the year 1909-10 he was Chairman of the Branch. In the work of that body he took an active interest even after retiring from the chairmanship. He was also a member of the General Council of the Association.

The unexpected death of Mr. Cauldwell cast a gloom over the proceedings of the annual meeting of the Montreal Branch, which was held on the following day. Before opening the regular business, Col. Gardner, who was presiding, vacated the chair for the moment; and moved a resolution, prefaced by the following remarks:

*Gentlemen*,—Before we proceed to the routine business of the meeting, I wish to bring before you a matter which has caused the greatest grief to all members of this Branch. To make the motion, I will ask Mr. Rowley to take the chair for a few moments.

You have doubtless all learned that last night we lost by death one of the most valued members of the Association, Mr. Wm. Cauldwell, one of the wisest counsellors of our Executive Committee, and one of the most worthy chairmen the Branch has ever had.

A year ago, at our last annual meeting, Mr. Cauldwell presided. For a year he had been chairman, acting with ability, enthusiasm and wisdom. His work as chairman was the culmination of five years' active and valuable service as a member of the committee. Rarely absent from his place, ready to give freely of his advice, based on a wide experience gained in an active business life, we regarded him as one of the best men on our Board. He was, moreover, a man of great tact, of a punctilious sense of honor, and of a most lovable and sympathetic nature.

His death came unexpectedly. Although ill for several weeks, a few days ago his condition showed improvement. Then came a relapse and last evening he passed away.

# REVIEW OF INDUSTRIAL CONDITIONS IN MONTREAL

By Col. Robert Gardner

Chairman Montreal Branch, C. M. A.

**Notable Increase in Membership During Years. Incorporated Companies Granted Right to Vote. Success of Present Form of Civic Government. Opposes Reciprocity. Loyal reference to the Coronation of the King.**

**P**RECEDENT decrees that before yielding up my office as Chairman I should deliver a valedictory address to the members of the Branch assembled for their annual meeting. I shall do so briefly, discussing some matters contained in the report of the Executive Committee and perhaps making some little excursions into other fields.

I am happy to see that the innovation which our Committee decided on for the Annual Meeting has proved successful in bringing out a good attendance of our members. Business men do not, as a rule, like mid-afternoon meetings, and it was thought that a change, with opportunity for social intercourse, and with plenty of leisure for the discussion of the reports, would be acceptable. During the coming year it is proposed to hold more of such gatherings, and I think they will prove not only interesting, but highly important in bringing our Montreal manufacturers into more frequent touch with one another.

## Value of Association.

The report of our Executive Committee for the year, although of a summary nature, will doubtless impress you with the value of the work which can be accomplished by a strong, live organization of business men, working in harmony. The latter point I should emphasize, that in the eighteen meetings of that large committee throughout the year, the utmost amity and good feeling prevailed. That report, too, covered only the operations of the Association within our own branch; it does not deal with the great and important work being carried on under the direction of the Executive Council of the Association and the special Departments of Transportation, Customs, Insurance, Legal and Commercial Intelligence, each one of which gives a direct service to members of the Association in all parts of Canada. This is properly dealt with in the reports submitted to the Annual Convention of the whole Association in September.

I should like to say a word in reference to membership. The report shows a net increase in the branch during the year of sixty-two, which is a remarkably good showing. Nearly all the manufacturers in good standing in the city are members of the Association; but there are still a few who are content to take advantage of the work which we are doing for all, and not accord us their support. I would like to see

our members take a personal interest in getting these people into line.

## The Right to Vote.

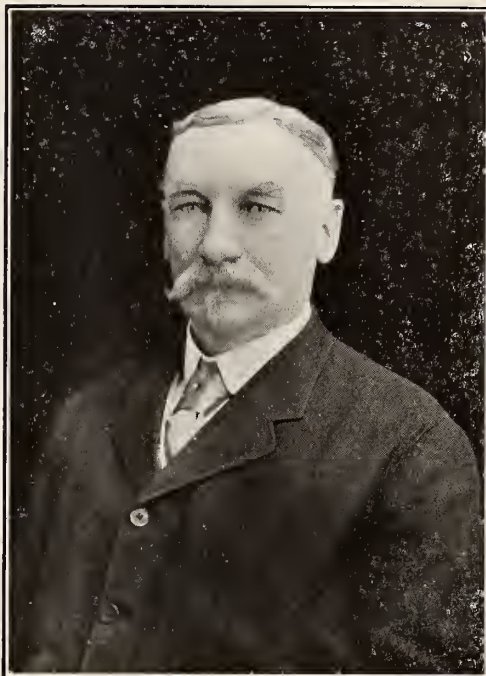
One of the triumphs of the past year was the securing of the right to vote for incorporated companies in municipal affairs in Montreal. In some wards of the city there has not been a representative vote polled for years past, as businesses have been turned more and more into joint stock companies.

Nevertheless the legislators at Quebec showed an evident disinclination to provide a remedy, largely, no doubt, through a lack of clear understanding of the situation. Through the efforts of our branch, however, the matter has been set right. It is hoped that before many years have passed the right to vote for companies will be extended to all municipalities in the Province.

It is to be regretted that the same happy results did not attend our representations to the Government that the Companies Act be amended in such a manner as to do away with the provisions which allow a class of professional informers to prey on companies, which through ignorance of the law have failed to register. Half the fine goes to the informer. The theory of the law seems to be that this means of enforcing the registration protects the public against fraud on the part of a company. In practice, the law seems to have operated solely for the remuneration of the informers. Upwards of 150 cases have been entered in the courts of Montreal during the past two and a half years, and of these, I venture to say, not more than

two or three have been based on bona fide complaints. It is only in recent years that the iniquitous nature of these provisions of law have developed. I would most strongly urge that their amendment be vigorously pushed at the next session of the Quebec Legislature.

There is still no success to report in connection with the proposed establishment of a Bureau of Industries for Montreal. Perhaps the title has too formidable a sound to secure the favor of the Controllers. I would impress this fact on them—that it is not at all to the credit of the city, that when a stranger comes to us seeking information which might determine whether to invest his capital here or to go further,



COL. ROBERT GARDNER

Robt. Gardner and Son. Chairman  
Montreal Branch 1910-1911

he cannot find a person in the City Hall who knows anything about Montreal—who can supply data, showing labor supply and rates, building sites, power supply and rates, taxes on business, and so on. Although the City Hall is the natural source for the supply of such facts, one will get but scant satisfaction from the civic officials, simply because none of them seem to think it incumbent on them to know those elementary facts about Montreal, or to dispense the knowledge if they have it.

### Civic Reform Movement.

When upon the subject of Civic Administration, I might recall to your minds the great reform movement of two years ago, and the feeling of gladness and relief which greeted the establishment of the Board of Control, the reduction in the number of Aldermen and the casting of the "Twenty-three" with their shameful record of scandals and patronage in the outer darkness of civic life.

It has been too often the history of reform movements, that a reaction has followed close on the winning of a battle for the right. Is there now such a reaction in Montreal?

In the City Council to-day are men who call themselves the champions of the liberties of their constituents, who claim to represent public opinion in their wards. They demand a return to the old committee system of administration, with its unlimited possibilities of patronage. By thwarting the plans of the Controllers they seek to discredit them, and to discredit the system of government.

### New System Successful.

Surely, the record of the civic administration of the years previous to 1910 is sufficiently fresh in the memories of all. Our taxpayers must surely recognize that the present administration is immeasurably more business-like, more careful of the public money and more judicious in its expenditures, than that which preceded it. It is then their bounden duty to see that the men whom they elect to Council next February are not Aldermen of the reactionary type—drags on the wheels of progress—but active, progressive men, who will aid and not obstruct the administration, who will keep a single eye to the interests of Montreal and her citizens, rather than spend the time squabbling over matters of language or nationality. The business men of Montreal want to see the men who are elected to Council show results, in the way of better kept streets, proper lighting and sewerage systems, efficient fire and police protection and more careful supervision of the public safety in general. Although the new administration has not done all that we had hoped from it, it is pretty clearly understood that the fault lies rather to the discredit of an obstructive Council.

### Opposes Reciprocity.

Now, for another topic, the one which is perhaps foremost in the minds of you all—Reciprocity with the United States. The present agreement has unfortunately been claimed at Ottawa and in certain sections of the Canadian Press as a party issue. This is most regrettable. Our fiscal policy is the one policy above all others which should be kept free from party politics.

By the maintenance of an adequate tariff for the past twenty-five years, Canada has grown into a great, strong and prosperous nation. All classes have benefited. Revenue has been secured to enable the undertakings of great public works, the construction of railways, canals and harbors. Large industrial centres have been built up, providing a great home

market for the producers of our foodstuffs, who with constantly improving transportation facilities are enabled to sell their products at prices which would once have been termed fabulous. Employment at good wages has been provided for hundreds of thousands of artisans, mechanics and laborers. Out of the numerical increase and prosperity of these classes, has come the means of livelihood for all the other classes of our citizens, professional men, wholesalers and retailers.

To continue the fiscal policy of that period will mean a continuance of a period of solid, substantial prosperity, such as few other nations have known.

Any change in our tariff should be made only after the most careful investigation as to the effect it would have on the producers and on the consumers of the articles affected. In the case of the Reciprocity Agreement, made by Hon. Messrs. Fielding and Paterson, on the one hand, and Messrs. Taft and Knox on the other, it has now become the duty of each individual elector of Canada to make that investigation for himself; and when he is called on to judge it at the polls, to regard it not from the viewpoint of a Conservative or of a Liberal, but from that of a citizen of Canada, morally pledged to work and to vote for what is in the best interests of his country.

The President of the United States has said, and his words have been repeated by other leading citizens of his country, "Canada is at the parting of the ways." I ask "Are we at the parting of the ways?" Are we not going to continue in the same path of progress and prosperity as in the past? Very, very few of our people will wish to turn into another path, to draw closer to the United States, the price to be a corresponding weakening in our relations to the Empire.

Our place in the world to-day is made additionally strong by the protective arm of the British Empire. And our high place in the Empire is fully recognized. Within a few short months we will have as our chief executive officer a Prince of the Royal blood, the brother of our late King, and uncle of our present King. Many years ago, in one of the few troubles that the Confederation has had to face, Prince Arthur of Connaught served with the Canadian Militia, and I, as an officer of the same brigade, had opportunity of intercourse with him. He was then a man of recognized ability, admired and respected by his brothers-in-arms; and his later career has fully borne out the brilliant promise of his youth. He comes to us an eminent and experienced statesman. All Canada will greet him with a great and whole-hearted welcome.

### The King's Coronation.

Now, just a few words more. We are almost on the eve of an event which will attract the attention of the whole world. Wherever there is intercourse between nations, people will know that a new Monarch has been crowned—King of Great Britain and Ireland and the Dominions beyond the Seas. Throughout the whole Empire will be festivity and rejoicing.

Though the feeling of grief and sadness at the untimely demise of our late King were deep and sincere in the hearts of all Canadians, and especially in those of the people of Montreal, where two races whose kinsmen in Great Britain and France were brought into relations of greater amity by his efforts—dwell in community and friendship as though they were one—yet in his son we recognize a man of high character and pre-eminent ability and carefully trained to the duties of the office to which he is about to be solemnly enthroned. We know him as a man among men, and who will prove himself a King among Kings. Let us drink to his health, wishing him a long life and a peaceful and prosperous reign."



# WHAT AN INDUSTRY EMPLOYING 1,000 HANDS MEANS TO A COMMUNITY

By. Mr. T. A. Russell

The Question of What Value Manufactures are to a Country is Here Answered by Examining What an Individual Factory Means to an Individual Town. Some Facts, Figures and Deductions.

**A** FAVORITE occupation of many newspapers and of some public men is to seek some notoriety and cheap applause by holding up the manufacturer to public gaze as a hard master, reaping where he has not sown, and fattening on the common people. Nothing can be more improper than the cultivation of such an attitude in the public mind where real cause for it does not exist. It has been this attitude of some public speakers and others that has suggested the following question to me:

What would it mean to any community without manufactures to secure an industry which would employ a thousand mechanics?

In answering this question I have in mind a little town of some two thousand inhabitants, about a hundred miles distant from Toronto, in the Northwestern part of Ontario, and it is my purpose to describe what effect such an industry would have upon that typical community. The statistical calculations must be only an approximation, but it is quite possible to gain an idea of the effect which would be caused by the location of a large manufacturing institution in a small town having no other resources than a favorable geographical position and a surrounding area of fertile lands.

Before the pulse beats of industrial life were felt in the little northern town which I have chosen as an ideal spot for manufacturing, there were fifty stores, two banks and twelve professional offices established to supply the various needs of the town itself and the tract of country extending round about it for a radius of ten miles. The town covered an area of fourteen hundred acres, on which were built four hundred and fifty-four dwelling houses, and the cost or value of the public utilities owned and operated by the municipality amounted to \$49,500. The assessed value of real and personal property was estimated at about \$900,000. Scattered irregularly over more than two square miles of property, the integral parts of this corporation could easily make room for the buildings, residences and additional population introduced by the establishment of an industry employing a thousand mechanics. Many towns in Ontario with seven and eight thousand of a population are confined to less than a thousand acres. What, then, would be some of the results of the establishment in this particular community of a manufacturing plant and the one thousand men required to operate it?

## Added 5,000 Consumers.

In the first place, the absolute physical needs of one thousand men and their families—their food, shelter and clothing—would mean much to the business interests of the town to which they come to live, and secondly, the social requirements of such a people must, of necessity, become a strong factor in the proper development of this new community. Hence, the two broad lines of investigation present themselves—the purely economic, which has to do with the one thousand mechanics and their families as a body of wage

earners and consumers, and the sociological aspect which concerns these people in their relation to the life of the municipality which they help to compose.

After the industry in question and its following of people had become settled in the town which used to have two thousand inhabitants, we find that its population has increased to seven thousand. This number does not take into consideration, however, the addition to the population that would result from the establishment of various extra stores and trades throughout the business section of the town. The seven thousand people would be made up of the original two thousand of the town's population and five thousand men, women and children who would be connected with the manufacturing industry. Census reports show that in industrial communities the average family numbers at least five persons. This would mean that our manufacturing industry is employing one thousand mechanics with families, making in all 5,000 more consumers in the town.

Filling in the waste places of the town's fourteen hundred acres would be a thousand extra dwelling houses, making in all over fourteen hundred homes. Many of these dwellings, of course, would be in the form of terraces and tenement rows, and would not cost as much, on the average, as the four hundred and fifty houses in the original town. Instead of fifty stores there are now over a hundred, and three banks are doing business compared with two before. As against twelve professional men in the old town, there are now twenty-six engaged in practice. The public utilities owned and operated by the municipality have increased in value from \$49,500 to \$140,000 and the assessed value of real and personal property now amounts to \$1,500,000, as compared with \$900,000 formerly.\* This remarkable expansion in every department of the community's organization may be traced to the earning power of one thousand employees at work in the factories.

## Great Body of Wage Earners.

Based on the manufacturer's census of 1905, an average of nine per cent. of the total number of men engaged in every manufacturing establishment are salaried employees. The remainder of the pay roll, or ninety-one per cent., is made up of wage earners.

The average salary in 1905 was estimated at \$842 per annum, while the average wage in that year amounted to \$377 per annum. Hence an industry employing one thousand men would pay out \$75,780 per year in salaries and \$343,070 per year in wages, making a total expenditure of \$419,850. In the six years since the last census, wages, however, have advanced at least one-third, so that the output of this industry in salaries and wages for one year would be fully \$559,800. A certain portion of this sum would be saved and the re-

\*A typical comparison of figures taken from the Ontario Gazetteer and Business Directory in the case of a town of 2,000 population without manufacturers and one of 7,000 population with numerous industries.

mainder would be spent, largely in the purchase of necessities from the different tradesmen of the town.

But before enumerating the costs of food and clothing required to sustain five thousand industrial people for a year, let us note the outlay in buildings which would be included in the initial expenditure connected with the establishment of the industry. Homes for one thousand families would mean one thousand residences, nine per cent. of which would belong to the employees earning the higher salaries. Ninety or a hundred houses, therefore, would be built at a cost befitting the salaries of the men who would live in them and over nine hundred dwelling-places would be erected at costs relative to the workman's ability to pay a certain rent. On the whole, the better houses would cost on an average of \$1,000 and the poorer places about \$500. The building of nine hundred and ten houses at \$500 each and of ninety houses at \$1,000 each would amount to \$545,000. Building operations would also include the factory buildings and the many additional places of private and public business that would be required, but it would be difficult to estimate the expenditure on any of these establishments, except the factories. The last report of the Bureau of Labor for Ontario gives the instance of one textile industry which employed 1,062 hands. The capital involved in that concern including the plant was \$1,500,000. Using this amount for our purpose, the industry employing one thousand hands would represent through its buildings and the houses of its employees at least \$2,000,000.

#### Expenditure in Food.

In determining the cost of certain staple articles of food which five thousand industrial people would consume one has recourse to the recent report of the Department of Labor on wholesale prices in Canada. Flour, meats, potatoes, sugar, eggs, and dairy produce (including only milk and butter) must in this case form the basis of any estimate of the total consumption of that new portion of the town's population. Flour is consumed more than any other commodity, and to find out how much of it five thousand people would eat in a year one must depend altogether on averages. It is estimated by American statisticians that wheat is consumed at the rate of 6 bushels per capita per annum, and a barrel of flour usually contains 4 bushels of wheat. Therefore, five thousand people would need 30,000 bushels of wheat or 7,500 barrels of flour in one year. The price of Manitoba first patents, the grade used nearly altogether for home-made baking, has been on an average of \$5 per barrel for the past ten years, so that the amount of money spent on flour amongst the stores of the town would be at least \$37,500 per year. Beef, pork and mutton would comprise the meats mostly consumed by these five thousand persons. Of course, the adult population would eat more meat than the children, and for this characteristic provision must be made in the average rate of consumption. For the working classes, domestic scientists prescribe the eating of at least a pound of meat per day, or its equivalent in proteids. This would mean 1,000 pounds of meat per day for the male heads of the families; one half that amount or 500 pounds for the female adults and one quarter of a pound per day for the children, three thousand of them in all, or 750 pounds. Here we have, then, under labor conditions, one thousand families consuming 2,250 pounds of meat every day. But amongst mechanics the rate of meat consumption is not so high as amongst the manual laborers, and therefore it would be necessary under ordinary conditions to make the total consumption of meat less than 2,250 pounds per day for a thousand factory men's families. A point arises, however, which possibly equalizes the computation we have made. The mechanic receives a higher remuneration for his work than the day laborer, and often he will

indulge in such delicacies as fowl, which in the end would cause an expenditure on meats equal to that of the laborer, although he does not as a rule partake so liberally of them.

Using the 2,250 pounds per day as the unit of meat consumption in this community of five thousand, to arrive at the cost one must give equal shares to beef, pork and mutton. Not allowing for the variety of cuts, but rather taking the article as a dressed carcass, the average price of beef at present in Ontario is about 9 cents per pound, so that 750 pounds of beef would cost \$67.50. In the same way 750 pounds of pork would cost, at 10 cents per pound, \$75.00, and 750 pounds of mutton would cost at 9 cents per pound, \$67.50. The total expenditure per day on meats would be \$210. In one year, allowing for three hundred days on which meat would be eaten, \$63,000 would be spent through the butcher shops of that town.

The very conservative nature of the estimates on meats may be understood when it is considered that bacon and ham as parts of the dressed pork range from 15c. to 20c. per pound, and that dressed lamb costs from 12c. to 13c. *Then be it understood that all these prices are being quoted from the wholesale markets and not as retail figures.*

Potatoes, amongst all classes, are considered as a food second only in importance to bread and equally as valuable as meat. Through inquiry from dealers and typical families the average consumption of potatoes by a family of five would be one bag per month for the community of 1,000 families. The average cost is 80 cents per bag, so that for one month the total expenditure would be \$800, and for one year, \$9,600 on potatoes.

The family of five it has also been ascertained would consume at least one barrel of sugar per year at a wholesale cost of \$5 per barrel. This would mean for 1,000 such families an output of \$5,000 per year for sugar. This amount is very much below the mark when the retail custom of selling 18 or 20 pounds for a dollar is taken into account.

#### Business for the Farmers.

Butter, eggs and milk are used abundantly and the per capita consumption is equally great in these articles with children and with adults. The rates of consumption of butter in the family of five is claimed to be at least one pound per day, and the average cost of the different grades used for baking and for the table is 18 cents per pound. Thus, 1,000 families would spend each day \$180 for butter or \$65,700 per year. Eggs are consumed by a family of five at the rate of ten dozen per month and they cost on an average 23 cents per dozen for an entire year. One thousand families would at this price spend \$2,300 per month or \$27,600 per year on eggs. The milk dealers say that a family of five would use on an average of one quart of milk per day, and this quantity at an average cost of five cents. So milk would cost our thousand families \$50 per day, or \$18,250 per year. Summing up, the dairy produce alone consumed by the industrial element in the town would represent an expenditure of \$111,550 per year.

One must pause at this juncture to consider the total amount of money paid by the people employed in the big factory for their food, every article of which, save sugar, might come from the farms bordering on the town. For flour, meats, potatoes, sugar, and dairy produce, the amount paid in one year would be \$226,600 or, excluding the sugar, \$221,600. This sum comprises the wholesale price for all the farm produce eaten by five thousand factory people. One of the reasons for giving the wholesale quotations, while they do not represent the exact amount spent by the consumers, was to show the close relation between the industry employing one thousand men and the farmers in the neighboring

country, because, there is very little difference in Ontario between the wholesale price and the producer's price.

Fully \$221,600 would go to the farmers in one year from the new town as a direct contribution from the industry employing one thousand mechanics. And just here one might appropriately draw attention to the relationship which 435,000 artisans, the estimated number employed in Canada to-day, must bear to the farmers of the Dominion. If one thousand employees contribute \$221,600 to the farmers of this country for a few of their principal products, 435,000 artisans would mean very much more than \$96,396,000, which is only 435 times the amount paid by one thousand families in a single year for *eight* consumable commodities produced on the farm.

**Money for Clothing.**

And now to complete the general thesis, what would the one thousand families spend upon clothing in one year? Again, one must deal exclusively with the necessities and arrive only at an approximate estimate. We shall give to the father and his two sons the following articles of wear for one year—2 suits of clothes; 2 pairs of boots; 2 suits of underclothes; 2 shirts and 3 pairs of hose. Based again on the average cost as found in the special report of the Dominion Department of Labor, two suits of men's clothing such as would be worn by the average mechanic would cost \$30; two pairs of men's boots would cost \$7; two suits of underclothes would cost \$3; two shirts would cost \$2 and three pairs of hose would cost 75c.; a total expenditure for the father of \$42.75. Similar articles of wear for the two sons would cost in all about \$61. The mother and her daughter would use in the year 2 dresses, 2 pairs of boots, 2 suits of underclothing and 3 pairs of hose. These would cost approximately \$65 for mother and child, valuing the adult's clothing as follows: Dress \$12; boots, per pair, \$3; underclothing, per suit, \$2, and hose, per pair, 50c. The expenses for clothing in one family would thus aggregate \$168.75 per year. For one thousand families wearing apparel would cost \$168,750.

Having now arrived at estimates of the costs of shelter, food and clothing for those one thousand mechanics and their families who came into the town as part of a great industry a resume may be given in the form of the following statement:

Buildings .....	\$2,000,000
Food .....	226,600
Clothing .....	168,750
<b>Total .....</b>	<b>\$2,395,350</b>

Economically speaking, the above total expresses the answer to the question made at the outset—"What would it mean to any community without manufactures to secure an industry which would employ a thousand mechanics?"

**The Sociological Influence.**

To express the sociological effects of the establishment of five thousand such additional inhabitants in the town in the same concrete way that the economic point of view has been shown, is a more difficult matter. The various widespread influences of such an industrial element in a town cannot be reckoned in dollars and cents. What we do know, is that mechanics as a class are regarded as amongst the nation's very best citizens.

In a town of seven thousand inhabitants, five thousand of whom are directly connected with some phase of mechanics, one would naturally look for a certain identifying inclination in the educational and social life of that town. Civic improvements are also associated with a smart, industrial class of

people, and the outward appearance of the community would bear evidence of the thrifty, intelligent population. The civic status can, in a way, be estimated by the amount of taxes the one thousand men and the industry itself would contribute each year to the town's exchequer. The assessed value of real and personal property in the town became \$1,500,000 with the acquisition of the industry employing one thousand mechanics. The rate of taxes became 22 mills on the dollar, so, the total revenue from this source would be \$33,000 a year.

With the annual payment of taxes added to the total expenditure on buildings, food and clothing, you have in all \$2,428,350 turned into the town in one year through the coming of one great industry. In conclusion one may again note the prodigious results which are effected by the presence in Canada of some 435,000 artisans. In round figures these men meant at least \$1,056,332,250 to the Dominion.

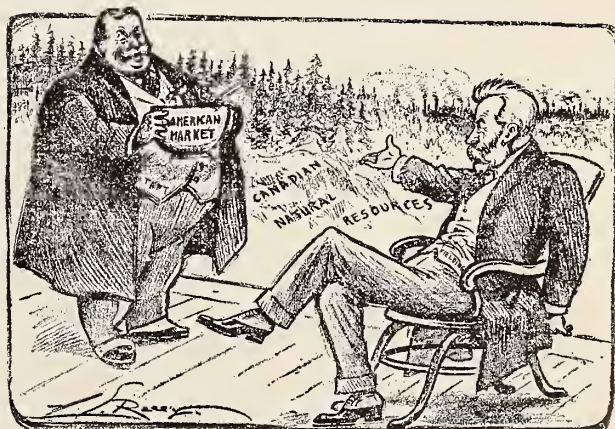
An industry employing 1,000 hands may be regarded as a large one, but the same percentage of results would follow in larger or smaller plants, so that one can easily begin to reckon for himself what any particular industry would mean to a town or city.

Broadly speaking it means that the purchase of \$1,000 of goods from your own town or your own country, instead of purchasing it outside, means the addition of one person to your town or your country instead of supporting him abroad.

Should not the knowledge of these facts add to a proper appreciation of the value of a manufacturing industry to a country or a particular town; and so replace the unreasoning antagonism to manufacturing activity with a spirit of hearty co-operation and support?

**GAS ENGINES IN MEXICO.**

A good opening is reported in Mexico for gas engines which are used for pumping, for ice manufacture, for small electrical installations, and in small factories, and are gradually replacing small steam engines. The economy of these engines is much appreciated in the district of San Luis Potosi, where fuel is very expensive and water is scarce. It is estimated that a 100 horse-power gas engine costing about £1,500 pays for itself in two years. The demand is mostly for installations from 25 to 500 horse-power; up to 200 horse-power simple machines are used, and above 200 horse-power separate units are preferred. It should be observed that in consequence of the altitude of the district, 6,000 feet, there is diminution in the power of the motor to the extent of 18 to 20 per cent. compared with the results obtained at sea level. These engines ought to be of strong construction; they should not weigh less than 18 tons per 100-horse-power, and all parts should be well adjusted. The selling agent should be allowed full liberty in the matter of credit, guarantee and price.—*Chamber of Commerce Journal.*



Selling Canada's Birthright for a Mess of Pottage.  
From The Montreal Star.

## FOREIGN TRADE OF ARGENTINA.

The appointment of a Canadian trade representative to South America makes of special interest a statement of the trade of the Argentine Republic for the year 1910. This has just been published by the *Bulletin* of the Pan-American Union. That this country is giving attention to the Argentine not a day too soon is shown by its foreign trade, figures of which we publish below. In the list of nations with which that country does business Canada is noticeable by its absence. It is to be hoped that with the appointment of a special commissioner Canada will join in the advantages which that growing market offers. The figures given below are for the Argentine gold peso, equivalent to \$0.965 of our money.

The following schedule gives the imports and exports by countries:

Countries.	Exports.	Imports.
Great Britain .....	\$80,793,485	\$109,377,394
Germany .....	45,054,817	61,128,888
France .....	37,761,712	33,650,640
Belgium .....	30,480,743	19,598,982
United States .....	25,323,561	48,418,892
Brazil .....	17,542,026	9,103,594
Italy .....	10,474,862	32,776,115
Netherlands .....	4,300,508	2,517,189
Spain .....	2,870,077	10,910,910
Chile .....	2,706,566	481,549
Austria-Hungary .....	1,867,703	3,466,115
Uruguay .....	1,533,957	2,262,394
Bolivia .....	578,478	138,335
Africa .....	337,254	64,396
Paraguay .....	143,250	1,554,777
Other countries .....	7,073,821	17,320,486
Other countries (orders) .....	103,783,235	.....
<b>Total .....</b>	<b>\$372,626,055</b>	<b>\$351,770,656</b>

## IMPORTS IN 1910 BY CLASSES OF PRODUCTS.

	Imports.
	(Argentine gold).
Textiles and manufactures thereof .....	\$68,365,167
Iron and manufactures thereof .....	43,119,488
Wagons, vehicles, etc. ....	35,095,183
Stone, earthen and glass ware .....	30,925,510
Building material .....	29,237,334
Agricultural products .....	18,921,823
Beverages .....	14,951,151
Fixed oils, mineral and medicinal waters, etc. ..	13,892,439
Other metals and their manufactures .....	12,870,455
Chemical and pharmaceutical products .....	12,289,907
Lumber and manufactures thereof .....	8,670,726
Cacao, coffee, tea, yerba maté, etc. ....	8,603,691
Paper and manufactures thereof .....	8,307,701
Tobacco and tobacco products .....	6,081,719
Electric apparatus and supplies .....	5,741,530
Spices, etc. ....	5,606,643
Animal food substances .....	5,046,871
Legumes and cereals .....	4,819,925
Leather and leather products .....	3,075,615
Paints and dyes .....	2,305,042
Vegetable food substances .....	1,914,448
Flour, starch, and like products .....	1,149,681
Live stock .....	964,442
Miscellaneous articles .....	9,814,165
<b>Total .....</b>	<b>\$351,770,656</b>

Such a market as is here indicated is worthy of close study and development. Mr. H. R. Pousette, who leaves shortly to take up his work as Canadian Commissioner at Buenos Ayres, has important work before him.

## AUSTRALIAN CUSTOMS REGULATIONS ON RUBBER FOOTWEAR.

As a considerable quantity of Canadian cotton and rubber footwear is exported to Australia, manufacturers should endeavor to comply promptly with the recent ruling of the Commonwealth customs in regard to the marking of such goods. Order 1399, issued on April 19, 1911, reads as follows:

## COMMERCE ACT.—MARKING ON SHOES OF COTTON AND RUBBER.

In the case of all boots made of rubber and cotton such as sand shoes, tennis shoes, etc., with cotton uppers and rubber soles, the required marking should be 'cotton, rubber soles' (or as the case may be) and country of origin, e.g., 'Canada.'

The marking need only be applied to one of each pair in a reasonably permanent manner, e.g., a label sewn to, or a brand on the inside of upper, or on the sole inside or outside.

In many instances the name and address of the maker is impressed on the outer portion of the rubber sole, and makers, if so desired, would simply need to add by impression to such address the words 'cotton, rubber soles,' or as the case may be.

Importers of each consignment arriving are to be informed of above, but reasonable time is to be allowed for compliance with requirements.

## LUNCHEON TO MR. POUSSETTE.

During his stay in Toronto, Mr. H. R. Pousette was tendered a luncheon by Mr. W. B. Tindall, Ontario Vice-President, and Mr. S. H. Chapman, Chairman of the Commercial Intelligence Committee of the Association. The members of that Committee were also guests. Mr. Pousette discussed in detail the commercial conditions obtaining in South Africa. His conclusions are given elsewhere in this issue, in a report of his meeting with a large number of manufacturers in the Association offices.

## DRY-DOCK FOR TORONTO.

Arrangements are practically complete for the erection of a large dry-dock in Toronto by the Polson Iron Works. The need for such a plant has long been felt and its construction fits in well with the general plan for harbor improvements, which is now in view. Shipping on Lake Ontario has been handicapped by the lack of proper dry-docking facilities. It is believed that the new dry-dock when built will accommodate any vessel which is likely to be launched on Lake Ontario for a long time to come. The Government engineer in Toronto has approved of the plans and they are now before the Public Works Department at Ottawa for final certification.

## THROUGH FREIGHT RATES TO POINTS ON THE DOMINION ATLANTIC RAILWAY.

The Canadian Pacific Railway announce that they have established a service and published through freight rates from Montreal and points east therefor to Halifax, Truro and other points on the Dominion Atlantic Railway, and Halifax and South-Western Railway via St. John, N.B., and Digby, N.S., and the Dominion Atlantic Railway. Rates from points west of Montreal for the present are made on the basis of rates to St. John, N.B., plus arbitraries from that point.

Their freight traffic officials are now engaged in preparing a tariff of through rates from all points west of Montreal the same as from Montreal and east thereof, and the same will be issued shortly.

# COMPENSATION TO WORKMEN FOR INJURIES

By Mr. F. W. Wegenast

Secretary of the Legal Department, C. M. A.

In View of the Imminence of New Legislation on this Subject in Various Provinces, it is Urged that a Special Committee be Appointed to Study it Carefully. A preliminary Survey of the English and German Systems. Some Recommendations.

IN pursuance of resolutions of the Annual Convention and of this Council I have during the past year given considerable time to the study of the subject of Workmen's compensation for injuries. I have also under the instructions of the Parliamentary Committee prepared a pamphlet giving a brief sketch of the situation in Canada, and the laws of some of the other countries. This pamphlet was sent to all the members of the Association with a circular letter asking for their views upon the subject.

It has occurred to me that it might facilitate the consideration of the subject if I presented to you a preliminary report based upon my own investigations and the answers to the circular letters as well as consultations with various members of the Association. This report will, perhaps, serve as a basis for further discussion by the Parliamentary Committee, who are naturally reluctant to report to the Council without thorough consideration. Any personal opinions expressed in this report should also be considered subject to qualification after further discussion. In the meantime they will serve to bring the matter up for consideration in concrete form.

## Legislation is Imminent.

The immediate occasion for action on the part of the Association arises out of the appointment of a Commissioner to investigate the subject with a view to drafting a new Act for the Province of Ontario. During the past two years the Association has also been called upon to assist in dealing with legislation upon the subject in two of the provinces, Quebec and Manitoba. As about 1,800 of the 2,700 members of the Association are in Ontario, the provincial aspect of the subject is sufficiently important to demand careful attention from the manufacturers' standpoint, but in view of the generally accepted notion that the laws in the other provinces are far from satisfactory and that there may be legislation by the Dominion Government upon the subject there appears to be every reason why the Association should carefully consider a broad, general policy upon the questions involved.

The necessity for action on the part of the Association was foreshadowed in the annual report of the Parliamentary Committee at the Vancouver meeting last September, a copy of which is appended to this report. I refer particularly to the first paragraph, which expresses the present situation in Ontario and to a certain extent throughout Canada.

The National Association of Manufacturers of the United States has also been grappling with the problem and the following quotation from an address by Mr. F. C. Schwedtman, which will be referred to hereafter, presents the situation in the United States and the attitude of the National Association:

"Much has been said and written in recent years about the preservation of natural resources of our country, about coal and timber lands, maintenance and improvement of national wealth, and efficiency in our duty to posterity.

## Prevention and Compensation.

"There is no phase of the subject of preservation that is more important and should appeal more strongly to all of us than the preservation of our country's best resources—the happiness, the self-respect, the lives and limbs of our wage workers. This sentiment is recognized generally now.

"Twelve state commissions, one federal commission and a number of organizations are at the present time actively engaged in reviewing our system of providing for the victims of occupational accidents and their dependents. Two States—New York and Ohio—have enacted new laws in the last year. A number of states are expected to propose new legislation in the present year, and within the next two years probably every state in the Union will consider new legislation.

"Employers' liability laws have perhaps been the most fruitful source of worry, dissatisfaction and friction to the employers and wage workers of the United States. It is frequently admitted, that, looking at the subject from the humane, economic and legal viewpoint our present system can and ought to be changed.

"Impressed with the continually increasing importance of this subject, its appeal to justice and humanity, as well as to commonsense, and its relation to national efficiency, the National Association of Manufacturers, under the leadership of Mr. John Kirby, Jr., its President, appointed a special committee to investigate the whole question from the viewpoint of the progressive employer. I have the honor of serving as chairman of this committee.

"After a thorough inquiry among twenty-five thousand employers of the United States, a report was placed before the annual meeting and resolutions adopted of which the following is a part:

"Be it resolved, That the present system of determining employers' liability is unsatisfactory, wasteful, slow in operation and antagonistic to harmonious relations between employers and wage-workers, that an equitable, mutually contributory indemnity system automatically providing relief for victims of industrial accidents and their dependents, is required to reduce waste, litigation and friction, and to meet the demands of an enlightened nation.

"Be it further resolved, That prevention of accidents is of even greater importance than equitable compensation to injured workers."

"The resolution conveys the attitude of ninety-nine out of one hundred employers and the remaining one ultra-conservative employer will find it good policy to work constructively with us, bearing in mind that unless this problem is settled in a commonsense, equitable and economic manner, the demagogue, the agitator and the socialist will settle it for us with a vengeance."

## Canada Has Adopted British System.

In considering the situation in Canada it is to be observed that while there has been legislation upon the subject in seven of the nine provinces within recent years, this legislation

has all been along the line of the English Act, by way of an extension of the personal liability of the employer—a system which is now almost universally condemned as wrong in principle and extremely unsatisfactory in practice. In Ontario and Prince Edward Island the ground is still clear for the adoption of a system which will be susceptible of extension along right lines.

In this connection it should be considered that there is no longer any occasion for experiment along some lines. Certain systems can now be reckoned with as producing certain results, and the experiments of many countries during the past thirty years have produced a vast amount of material which is available for the guidance of any further legislation. In Ontario there has been no legislation during this period, except the Act of 1884, which was copied from Mr. Chamberlain's Act of 1880; so that the field is clear for taking full advantage of the results of the experiments of other countries as well as the Mother Country.

The results of the experiments in other countries are available in a large amount of literature upon the subject of workmen's compensation and industrial accident insurance, which has appeared during the last ten years. Most of this literature, however, deals with the subject from either the labor standpoint or the purely academic standpoint. The want of reliable data from the manufacturers' and employers, standpoint led to the appointment, by the National Association of Manufacturers, of Mr. F. C. Schwedtman, an engineer, and Mr. J. A. Emery, general counsel for the National Association, to investigate the systems of European countries and to report to the Association. Messrs. Schwedtman and Emery spent four months in Europe and had the advantage of attending a number of large conventions of employers and experts which happened to coincide with their visit. Through the courtesy of the Governments of the different countries a large amount of information was placed at their disposal which has never before been embodied in the literature upon the subject. This information has been collected with admirable conciseness in a 500 page illustrated volume upon "Accident Prevention and Relief," which constitutes the report of the commissioners to the National Association. The presentation of this report, together with the recommendations of the committee associated with the commissioners in their work, was the chief feature of the annual meeting of the National Association in New York last month, which I had the honor of attending as the representative of the Canadian Manufacturers Association. A summary of the most important features of the report was given in a lecture by Mr. Schwedtman, illustrated by lime-light views. I suggested to Mr. Schwedtman the possibility of his being induced to give this lecture in Toronto under the auspices of this Association, and I have had some correspondence since with him upon the matter. He has expressed his entire willingness to come and I would suggest that the lecture might be made a feature of the programme of our annual meeting in September.

#### A Contributory System.

As to the general conclusions and recommendations of the report, I was somewhat gratified to find that they tally to a large extent with almost verbal accuracy with the results of my own investigations made, of course, entirely separately and on a more restricted scale. The outstanding feature of the report was the unanimous and emphatic indorsement of the so-called German method of dealing with the problem of workmen's compensation and the corresponding disapproval of the so-called English system, which has already been adopted by most of the Provinces of Canada, and has to some extent been adopted in the United States, and has received some countenance from the various state commissions engaged upon the problem, most of whom are considerably under the

influence of the labor interests. The basic difference between the two systems is that under the English system the burden of compensation for injuries is thrown upon the individual employer, and made a feature of his relationship with the employee. Under the German method the burden of compensation is thrown upon a fund jointly administered by employers and employees under government supervision, the contributions to which are so arranged that a portion, though not a large one, of the contributions to the fund comes from the employees. This arrangement induces, and, in fact, compels, a co-operation between the employer and the employee, which has been instrumental in producing very satisfactory results in the way of prevention of industrial accidents, with a corresponding reduction of the cost of compensation. It has also resulted in a remarkable reduction of the administrative expense of industrial accident insurance, statistics showing that in such countries as the United States, Great Britain and Canada not more than 30 per cent. of the money paid by employers in connection with accident insurance and workmen's compensation actually reaches the injured workman or his dependents; under the German system in 1908 of the total amount raised over 77 per cent. was applied in compensation, less than 23 per cent. being required for administrative purposes.

From a purely selfish standpoint there is a good deal to be gained by this Association in the way of prestige and influence by taking up the problem. It was said recently by a leading labor official in Toronto that any movement supported by the Canadian Manufacturers Association must be regarded by the labor interests with suspicion. There is no doubt that this feeling prejudices the Association in some of its other activities. The possibility of fostering a different sentiment is suggested by the following heading of an article in the *Boston Transcript*, reporting the annual meeting of the National Association of Manufacturers at New York last month:

#### EMPLOYERS TO GUARD EMPLOYEES.

##### The Energetic Campaign by the National Manufacturers Association.

Their convention in session this week in New York devoted itself primarily not to fighting labor unions, as its reputation is, but to study of a fair form of workmen's compensation—fruits of the labor of years of a committee which has sought in Europe for the most practical scheme—the German law regarded as the most successful, wherein employers are united in associations to provide automatic compensation for injuries—the work of prevention of accidents a vital feature—a summary of a remarkable movement.

#### A Business Proposal.

The practical aspect of the question, however, is indicated from the following quotation from the same article: "The manufacturers of America are now primarily moved to consider the welfare of their employees by humanitarian consideration. But they are beginning to realize that the best business, as well as the best economics, is for the business men of the country to take the initiative of the establishment of equitable insurance, which will insure right compensation to all injured wage workers, and on a basis that will work no improper hardship on employers."

Another practical element to be considered is the possibility of developing a greater degree of co-operation and mutual sympathy between employer and employee. A distinct defect in the English system is the want of anything to develop such co-operation in the matter of prevention of accidents or ameliorating their efforts. The effect of the

English Act has been to discourage the formation of workmen's benefit societies and to actually decrease their number, while the activities of labor organizations in other directions have greatly increased. Activities which might be directed into more useful channels are thus wasted in aggrandizing strife tending to still further eliminate the sympathies of employer and employee.

### A National Advantage.

On the broader economic features of the subject the following quotation from Dr. Paul Kaufman, President of the Imperial Insurance Department of Germany, is significant: "The workers' lives preserved mean maintenance and increase of our national resources, and therefore give splendid returns for the heavy financial burden which this insurance places upon our economic structure. It is not an accident that the unprecedented expansion of German commerce and industry and the wonderful improvement in the economic welfare of the nation during the last twenty years have happened concurrently with the thorough-going improvement in the condition of our workers. There is a close connection between the two events."

It is a combination of these considerations, no doubt, that has led the National Association to take up the problem. Last year \$20,000 was spent upon it, and the appended resolutions call for an extended campaign covering the whole United States in favor of the system there outlined.

So far as labor organizations in the United States have thus far formulated their ideas they consist in demands for stripping the employer of his "defences," namely the defence of "contributory negligence," and of "common employment." Liability for all injuries is then to be fastened upon individual employers without any contribution by the workman. Labor organizations in this country are largely influenced by the ideas of the United States bodies and similar demands may be anticipated here, too.

While everything appears to point to the desirability of working out a scheme of compensation along the lines of the German system the practical difficulties are very great, and it is probable that a large share of work would fall to the Association. There appear to be only two policies open to the Association. One is a policy of passive resistance to the agitation for a compensation system, which in default of active intervention by the Association, will, in all probability, take the form of the English system. The other is a policy of constructive effort, which, from all the indications, would take the form of such a development of the German system as might be thought adapted to this country. In either case I would suggest the appointment of a special committee to deal with the matter either by way of following the instructions of the council along one line of policy or by way of reporting to the council or to the annual meeting upon the line of policy to be pursued.

### Recommendation of Commission.

The following recommendations were made by the Commissioners:

*First*—All legislation must be for compensation. (Every kind of employers' liability legislation has proven a failure in every civilized nation.)

*Second*—Compensation legislation must cover every wage worker. (The man who, without his own fault, loses his hand in a farm machine, is as much entitled to compensation as the engineer who loses his hand in an engine gear.)

*Third*—Compensation must be assured. (It must be as certain as the interest on United States bonds. This can be accomplished through insurance, approved and preferably guaranteed by the State or National Government. However,

every safe method of such approved insurance should be permitted. State, mutual and stock insurance, as well as relief systems, covering individual shops, should be encouraged, and none of them must be barred.)

*Fourth*—Compensation must be sufficient. (Not less than 75 cents, and preferably 90 cents, out of every dollar paid into the insurance fund should be paid to injured workers or their dependents. To this end, legislation and solicitation expenses must be reduced to a minimum, and arbitration courts, or a simplified court procedure, are required for settlement of disputes.)

*Fifth*—Employer and employee are jointly responsible for all unpreventable accidents and should therefore jointly meet the compensation expenditure. (The employer covering approximately that part which is due to his fault and to the inherent hazard of the industry; the employee covering approximately that part which arises from his fault.)

*Sixth*—Every injury except those due to criminal carelessness or drunkenness on the part of the workers should be compensated.

*Seventh*—Humanity and efficiency demand that prevention of accidents be made of prime importance. Therefore, an efficient official inspection and statistical system which increases or decreases insurance rates in proportion to the *accident prevention* activities of each individual establishment is essential.

*Eighth*—To prevent unfair competition between employers in different localities, it is necessary that compensation laws of the various states be reasonably uniform.

*Ninth*—Since the progressive individual usually provides voluntarily for reasonable accident compensation, it is right that the reactionary or selfish individual be compelled to do likewise, through universal compulsory insurance.

*Tenth*—Single liability is essential for reasons of efficiency and equity.

*Resolved*—That we recommend to the incoming Board of Directors the appointment of a new Committee to take up the work of the past Committee on Industrial Indemnity Insurance.

*Resolved Further*—That this Committee, together with such department or departments as may be inaugurated under its supervision by the President, the Board of Directors or the Executive Committee carry on as efficiently as possible the following activities:

*First*—Continuous and close relations with state and federal legislatures, legislative committees or commissions engaged in the drafting of new liability or compensation bills.

*Second*—Close co-operation with all organizations, national, state or local, who are interested in voluntary or compulsory compensation for injured workers.

*Third*—Advice to members of our Association on voluntary relief systems, liability or accident insurance, accident prevention and accident legislation.

*Fourth*—A general education campaign among the public, the newspapers, the colleges, and among business and professional men in general, through the aid of addresses, illustrated talks, circulars and letters, all in the furtherance of our accepted principles for a sound compensation system.

*Fifth*—A vigorous general campaign for early adoption of a statistical system on work accidents, so that at the earliest possible moment we may secure facts, instead of guess work, to build upon.

*Sixth*—A special campaign among state factory inspectors, to the end of securing higher ability and efficiency and less political influence.

*Seventh*—The encouragement of mutual insurance and close co-operation with existing insurance concerns, with a view to securing rates for our members, in proportion to their individual accident prevention efforts.

# DANGERS FROM THE BEEF TRUST

The Meat Supply of the United States is in the Control of the Beef Trust. It Grinds the Producers and Consumers. Is Canada to be Added to its Spoils?

*Third Fisherman—"Master, I marvel how the fishes live in the sea."*

*First Fisherman—"Why, as men do a-land; the great ones eat up the little ones. \* \* \* Such whales have I heard on o' the land, who never leave gaping till they've swallowed the whole parish, church, steeple, bells and all."*

LIKE Shakespeare's whale, the monstrous Beef Trust of the United States will "never leave gaping" till it has "swallowed the whole parish," provided, of course, that Providence doesn't send a Jonah.

The Reciprocity Agreement, ex-Speaker "Joe" Cannon, of the United States Congress, says, is "a machination of the trusts." And when it is considered that this trade pact proposes to feed such huge octopuses as "the big six" meat-packing companies at Chicago, with "free" natural products from Canada, one is inclined to believe "Joe" Cannon is right. Having almost swallowed the American parish, this whale now gapes for the unexploited, fair districts of Canada. Shall Canadians be considered as "little ones" and be eaten up, or shall they throw the Reciprocity Jonah overboard and continue their national voyage to greatness on an untroubled sea?

The examples, to hand, of the way in which the Beef Trust has operated and is operating now, in the United States, should, alone, turn every citizen of Canada, and especially the Western farmer, against a tariff rearrangement which would tend to bring the country under the direct touch of this gigantic corporation.

## The Big Six.

The United States Beef Trust is made up of the following firms: Armour & Co., Swift & Co., Morris & Co., including the Fairbanks Canning Company, the National Packing Company, under the joint management of Armours, Swifts, and Morris; Swartzchild & Sulzberger and Cudahy & Co. The main interests, "the big six," as they are called, control seventy-two subsidiary companies, and these seventy-two tentacles stretch over the length and breadth of the United States, feeding themselves on the fat of the land and crushing out life wherever it is convenient.

In 1903 Judge Grosscup, at Chicago, granted an injunction against the Beef Trust, holding that it was an *illegal combination in the restraint of trade*. As usual, the case was appealed, and in the Supreme Court, in 1905, Attorney-General Moody sustained the decision of Judge Grosscup, showing that (1) members of the Trust had agreed not to bid against one another in the livestock markets of the various states; (2) temporary increases in prices were caused to induce shipping of cattle to the stock yards; (3) prices for meat were set through which shipments were controlled; (4) uniform rates of credit were adopted and black lists were maintained; (5) common and unfair cartage charges were made, and less than legal shipping rates were obtained from railroads, thereby restraining competition.

After Attorney-General Moody's disposal of the case, a special commission was appointed at Washington to investigate the findings of the Supreme Court against the Beef Trust. The Bureau of Corporations, as the Commission was called, finally made a report to Congress, and although the head Commissioner, Mr. Garfield, was afterwards severely criti-

cized for the shallowness of his report, it was shown amongst other things that the Beef Trust had enormous control of both the productive and distributive agencies in the Western and Eastern States. Evidence proved that 98 per cent. of all the cattle killed in leading Western centres were slaughtered by the Trust, which it was also shown controlled 75 per cent. of the trade in New York, 85 per cent. in Boston, 95 per cent. in Providence, and in a number of other important cities from 50 to 90 per cent.

## A Power in East and West.

In view of such indisputable evidence, it is not difficult to understand the depleted condition of the rural districts of the Eastern States. Note that 95 per cent. of the raw supply in the West is killed by the Trust, which also controls from 50 to 95 per cent. of the trade in the large eastern cities. The Beef Trust has thus robbed the Eastern farmer of his rightful heritage, the home market in the adjacent large industrial centres. The West and the East have been bound together in the tight grasp of two tentacles, which have been shot out greedily from the huge central body at Chicago. If but another tentacle could be extended Northward and coiled round the producing regions of Canada, what rich blood could be sucked into the heart of this massive creature, giving it renewed power to shoot out more tentacles so that the whole of America might be finally swallowed, "church, steeple, bells and all."

But it may be asked, how does the Beef Trust operate so as to gain such unlimited power, and how could it face our anti-combine law? In brief, such corporations as the Beef Trust know no law. The history of the United States law courts shows repeated injunctions against the Beef Trust. In the lower courts, the case is fought, and if defeated, the Trust appeals to the Supreme Court, as instanced above, when Attorney-General Moody, after two years, sustained Judge Grosscup. Years elapse before restitution is made in the courts, and all the while the Trust can sing merrily, "Laws may come and laws may go, but I go on forever." Even Supreme Court decisions have very little effect in controlling the power of the Trust. Adverse findings were given against the Beef Trust in 1905 by Attorney-General Moody, and yet in 1910, just last year, Judge Landis, at Chicago, instructed the Grand Jury to prepare the recommendations in its presentment against the "big six" meat packers who were arrested for the violation of the Sherman Anti-Trust Law, on the following findings: That members of the Beef Trust had (1) refrained from bidding against each other for livestock; (2) agreed on so-called "request cost" of meats sent to branch houses, where "request prices" were also agreed upon; (3) secured information each week through the National Packing Company, a joint interest of the Swift, Armour and Morris Companies, from various branches, whereby the prices for the following week might be determined.

Nothing has been done as yet to remedy these evils, and it is well known that the Sherman Anti-Trust Law is just as strong and as clearly defined as any Canadian anti-combine law. Has anyone heard of the Standard Oil Company paying its fine of twenty-nine millions levied by the courts of the United States for the violation of the Sherman Anti-Trust Law?



**Power of the Trust.**

The crux of the matter is that for years the Beef Trust was allowed to grow and was considered a wonderful boon, until one day a young man wrote a book called "The Jungle," which on the strength of personal investigation revealed phases of "the trade" that no one ever dreamed of. The public woke up, read "The Jungle," and were horrified. Government investigations ensued, opinion turned against the Trusts, people refused canned meats, prices for all kinds of meat foods went up and up and up; there came the pressure of the high costs of living, and the United States realized that the baby corporation, which it had nursed years before, and which had given such signs of being an economic blessing to all classes, producer and consumer alike, had developed into a giant, whose strength made it an economic curse on the land.

The Beef Trust, which had provided such a stable market at first, by its steady consumption of livestock, later only bought in quantities from time to time. The livestock farms of the States became depleted, until in 1909 there were only in the United States 49,379,000 beef cattle; in 1910 there were only 47,279,000 beef cattle. In this one year there was a decrease of 2,100,000 head. Why was it? Because for three years previous to 1905 prices to the producer were so low that the value of beef cattle declined \$163,000,000; beef raising was unprofitable, and farmers sold even their calves, as veal, rather than undergo the expense of feeding them. Fewer beef cattle are raised every year, yet the Beef Trust is said to have 17,000,000 whole beef carcasses in cold storage all the time. While prices may be high to the consumer it does not follow, where the intermediary is a trust, that prices are high to the producer. At the present time the Beef Trust is looking for additional supplies from Canada. With the duties down, our livestock, especially that from the west, would be taken for consumption at Chicago.

It is evident, then, that the Beef Trust has its eye on this country. Is it not better to give its buyers our cattle from our own markets for export, thus controlling our own position, than to have the livestock industry undermined and enslaved by allowing the same power that has smitten the United States to have free sway in Canada?

**Rapacity of Beef Trust.**

An instance of the methods of the Beef Trust might well be quoted from the evidence taken in the case of the cattlemen of the Western States against the railroads in 1905 before that efficient body, the Interstate Commerce Commission. The railroads had been charging smaller rates for the carrying of dressed beef than for live cattle, and the Western cattlemen could not stand the discrimination. It was shown that Armour & Company, the most powerful members of the Trust, had been getting a rate of 18½ cents per cwt. on dressed beef, while on livestock coming into his Chicago factories he was influential in exacting 23½ cents per cwt. The Commission said to the railroads, "You must not charge less for dressed beef than for live cattle." The case cost about \$35,000; there was no decision for months; and when the above verdict did come it was taken to the Supreme Court, where it was delayed for several years. All the time Armour & Company continued to enjoy the discrimination in rates. During the Supreme Court case, which resulted also in favor of the cattlemen, it was shown why the difference of 5 cents per cwt. in the rates existed. Beef, the high-priced product, was shipped West of Chicago (and note that 95 per cent. of all cattle killed in the West is slaughtered by the Trust) at 18½ cents per cwt., while cattle, the low-priced and much heavier product, was shipped in the same district at 23½ cents per cwt. Conditions were just the reverse east of Chicago, where there were fewer cattle and more consumers. The result was that the poor, scattered cattle ranchers in the West had no

chance to do what they wanted. The Chicago market, the best for export cattle, was closed to them because they could not afford to ship cattle at 23½ cents, when the Trust would ship products of the same cattle at 18½ cents, weighing only 60 to 70 per cent. of the live animal. Instead of shipping to Chicago, they were forced to ship to the Missouri River packing houses, at Kansas City and Omaha, where the Beef Trust had a complete monopoly, where it could choose or not to slaughter the cattle and charge whatever it liked.

In that case President Ripley, of the Santa Fe Railroad, testified that between Kansas City and Chicago rates were so low that every carload was hauled at a loss, and he presented the following statement of actual costs of carriage and the revenue secured:

Dressed meats, actual cost (per car) .....	\$82 19
Actual revenue from Beef Trust .....	42 19
Loss .....	\$40 00
Packing house products, actual cost (per car) .....	\$85 03
Revenue .....	56 00
Loss .....	\$29 03

Of course, this loss realized by the railway in carrying shipments for the Beef Trust was made up in the charges on the farmer for his products and on the general body of consumers.

**Too Powerful to Oppose.**

President Ripley, of the Santa Fe Railroad, in this same case explained the injustice of such discrimination in the following statement: "The packing-house business to-day is concentrated in so few hands, that this fact, together with the keen competition between railroads, practically makes it possible for them to dictate rates for dressed beef and packing-house products."

Such a statement from the head of a railroad can be understood to a measure when one knows that the Beef Trust each day ships out of Chicago 600 cars of packing-house products. With a traffic such as that railroads are literally forced into giving favors. Armours alone control over a dozen private freight car lines; they own over 14,000 refrigerator cars, representing an investment of \$14,000,000, and the owners of these cars, besides enjoying special rates, also draw a rental from the railroads for every one of these cars that run over their lines. The Bureau of Commerce and Labor, in a report issued in 1905, showed that an average of 17.25 per cent. net profits were realized by Armours from their cars alone.

An idea of the volume of business done by the Beef Trust may be gained from the annual report of the only member of the corporation that issues a statement of finances. Swift & Co., for the fiscal year ending January, 1909, did \$240,000,000 worth of business. The largest Canadian packing house does a business of about \$5,000,000 per year. Put both concerns on a free market; would it be a fair deal?

**Present Competition in Canada.**

Dressed meats and meat products of different kinds came into Canada from the United States last year, ending March, 1911, to the extent of over \$3,000,000. The great proportion of these imports came from the Beef Trust, and in face of the duties. Reduce the tariff on packing-house products, as reciprocity proposes to do, and give the Beef Trust free access to our natural products, and you simply perpetuate and aid a gross evil as well as imperil the best interests of Canada.

It was Oliver Cromwell, the Great Protector of England, who said, "If there be anyone that makes many poor to make a few rich, that suits not a commonwealth." "The Beef Trust" of the United States is such an one, and its mark on the Republic south of us is sufficient to show that any cession whatever to such a power would not suit the Commonwealth of Canada.

# CHANGES IN FREIGHT RATES DURING JUNE

List of Freight Schedules Filed with the Board of Railway Commissioners During month of June, 1911.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
<b>Canadian Pacific Railway.</b>							
Sup. 4 E. 2060	Sup. 4 E 1657	June 15, '11	Import commodities from Quebec Wharf to points in Canada.	Sup. 18 E. 1762	Sup. 18 E 1350	June 7, '11	Commodities from Eastern Canada to points in the Northwest, all rail.
Sup. 6 E. 2054	Sup. 6 E 1651	June 15, '11	Import merchandise from Montreal Wharf to points on C.P.R. and connecting lines.	Sup. 15 E. 1692	Sup. 15 E 1279	May 30, '11	Agricultural implements, traction engines and windmills, C.L. Smith's Falls to St. John and W., St. John 17½ cts. per 100 lbs., to Halifax, 18½ cts. per 100 lbs. for export.
Sup. 23 E. 1957	Sup. 23 E 1550	June 15, '11	Rice in packages, L.C.L., between stations east of Port Arthur, 4th class rates.	Sup. 4 E. 1688	Sup. 4 E 1275	June 28, '11	Commodities from C.P.R. stations to New York, Philadelphia and Baltimore for export.
Sup. 22 E. 1957	Sup. 22 E 1550	June 14, '11	Commodities between C.P.R. stations.	E. 2116	E 1712	June 2, '11	Iron and steel from Sault Ste. Marie, Ont., to points on C.P.R. and connecting lines.
E. 2126 cancels E. 2061	E 1722 cancels E 1722	July 13, '11	Equalization allowances at C.P.R. stations.	Sup. 3 E. 2068	Sup. 3 E 16665	June 2, '11	Lumber and forest products from points in Quebec to Montreal for export.
E. 2123 cancels E. 1005	E 1719 cancels E 593	June 27, '11	Class rates between C.P.R. and G.P. & H. stations and points on the Wabash R.R. in Canada.	Sup. 4 E. 2054	Sup. 4 E 1651	May 26, '11	Import Mdse. Montreal Wharf to stations on C.P.R.
Sup. 8 E. 1655	Sup. 8 E 1242	July 15, '11	Commodities from stations on the C.P.R. to Buffalo, Black Rock and Suspension Bridge, N.Y.	E. 2103 cancels	E 1700 cancels	May 26, '11	Salt C.L. Windsor to Fort William, Port Arthur and Westfort, 17½ cts. per 100 lbs.
Sup. 50 E. 1132	Sup. 50 E 714	June 20, '11	Commodities from C.P.R. stations to Montreal and Quebec for export.	Sup. 16 E. 2005	Sup. 16 E 1601	May 27, '11	Building material between C.P.R. points.
E. 2128	E 1724	June 20, '11	Malt C.L., Min. 40,000 lbs. from Montreal and Atwater to Winnipeg, 35 cents per 100 lbs.	Sup. 47 E. 1132	Sup. 47 E 714	May 29, '11	Export traffic from stations west of Montreal to Montreal and Quebec for export.
Sup. 8 E. 1786	Sup. 8 E 1374	June 24, '11	Reshipping Stop-over and special arrangements at C.P.R. stations.	Sup. 18 E. 1692	Sup. 18 E 1279	June 6, '11	Commodities from C.P.R. stations to St. John and W. St. John for export.
Sup. 18 E. 1538	Sup. 8 E 1123	June 21, '11	Local switching between N.Y.C. and G.T.R. at Jacques Cartier Jct.	Sup. 3 E. 2060	Sup. 3 E 1657	June 11, '11	Import commodities from Quebec Wharf to C.P.R. stations.
Sup. 14 E. 1593	Sup. 14 E 1180	July 15, '11	Paper C. L. from C.P.R. stations to points in the U.S.	Sup. 5 E. 2054	Sup. 5 E 1651	June 11, '11	Import merchandise from Montreal Wharf to C.P.R. stations.
Sup. 1 E. 2124	Sup. 1. E 1720	June 20, '11	Commodities between C.P.R. stations in Eastern Canada.	Sup. 6 E. 1858	Sup. 6 E 1448	June 10, '11	Class and commodity rates between Port Arthur, Fort William, Westfort, and stations in Ontario and Quebec.
Sup. 20 E. 1957	Sup. 20 E 1550	June 7, '11	Commodities between C.P.R. stations.	E. 2124 cancels E. 1562 1957	E 1720 cancels E 1147 1550	June 20, '11	Commodities between C.P.R. stations, also stations on connecting lines and points in the Maritime Provinces.
Sup. 17 E. 1538	Sup. 17 E 1123	June 5, '11	Local switching at Jacques Cartier Jct. from N.Y.C. & H.R. R.R. to G.T.R., and on grain to Harbor Commissioners Elevator.				
Sup. 13 E. 1791	Sup. 13 E 1381	June 7, '11	Commodities from Eastern Canada to points in the Northwest, all rail.				

C.R.C.	R.R. No.	Effective.	Description.
<b>Canadian Pacific Railway.</b>			
E. 2122	E 1718	July 11, '11	Classes from C. P. R. stations to points on the N.Y.C. & H.R. R.R. and West Shore R.R.
<b>Grand Trunk Railway.</b>			
Sup. 2 E. 2295	Sup. 2 C.Y. 17	May 26, '11	Commodities from Montreal to Quebec, Levis and Sorel, Que.
Sup. 34 E. 1240	Sup. 34 E 12	May 23, '11	Salt C.L. Sarnia and Windsor to Montreal for export, 15 cts. per 100 lbs.
Sup. 2 E. 2352	Sup. 2 C.Y. 20	June 20, '11	Fencing wire and wire netting, Hamilton to Edmonton and St. Hilaire, Que.
Sup. 9 E. 377	Sup. 9 G.B.Y. 8	July 20, '11	Iron commodities from Collingwood to G.T.R. stations.
Sup. 21 E. 2020	Sup. 21 C.P. 57	June 24, '11	Paper commodities from G.T.R. shipping stations to G.T.R. stations and connecting lines.
Sup. 3 E. 2305	Sup. 3 I. 108	June 15, '11	Import flax seed, Montreal harbor to Baden and Toronto, 8 cts. per 100 lbs.
Sup. 2 E. 2365	Sup. 2 C.U. 58	July 12, '11	Pig iron C.L. Buffalo, Black Rock and Suspension Bridge to S. Johns, Que., \$3.20 per gross ton.
Sup. 34 E. 2218	Sup. 34 C.Y. 16	June 15, '11	Rice in pkgs. L.C.L., between stations in Eastern Canada, 4th class rates.
E 2363	V. 22	Aug. 1, '11	Class rates between G.T.R. stations east of Dorval and south of Coteau Jct., Que.
Sup. 8 E. 2270	Sup. 8 C.U. 59	July 17, '11	Commodities from G.T.R. stations to points in the U.S.
Sup. 35 E. 1240	Sup. 35 E 12	June 29, '11	Class and commodity stations west of Montreal to Montreal for export.
Sup. 9 E. 1985	Sup. 9 E 37	July 25, '11	Class and commodity G.T.R. stations to Boston, Portland, Halifax and St. John for export.
Sup. 42 E. 499	Sup. 42 G.D. 60	July 25, '11	Class and commodity to New York, Philadelphia and Baltimore for export.
E. 2358 cancels E. 2354	C.M. 20 cancels C.I. 129	June 14, '11	Special summer commodity tariff from Montreal and Dominion to Sydney, North Sydney and Sydney Mines, C.B.
E. 2357 cancels E. 2353	C.M. 19 C.I. 128	June 14, '11	Special summer commodity tariff from Montreal and Dominion to Pictou, Summerside and Charlottetown.
Sup. 7 E. 1907	Sup. 7 B 14	July 12, '11	Class rates between Buffalo, Black Rock and Suspension Bridge and points on the T. & N.O. Ry.

C.R.C.	R.R. No.	Effective.	Description.
<b>Grand Trunk Railway.</b>			
Sup. 6 E. 1633	Sup. 6 A. 7	June 12, '11	Arbitrarities, class and commodity between Campbellton Wharf and ports of call on Baie des Chaleurs.
Sup. 33 E. 2218	Sup. 33 C.Y. 16	June 3, '11	Iron and steel cuttings from Morrisburg, Ont., to Belleville, Ont., 7 cts. per 100 lbs.
Sup. 33 E. 1658	Sup. 33 N. 15	June 7, '11	Matches and woodenware C.L. Ottawa to Regina, Sask., \$1.04 per 100 lbs.
E. 2348	C.I. 127	June 8, '11	Commodities from Montreal and Dominion to Sydney, N. Sydney and Sydney Mines.
E. 2349 cancels E. 2345	C.K. 182 cancels C.K. 181	June 29, '11	Grain and grain products from Port Arthur and Fort William to Boston, New York, Philadelphia, Baltimore and Portland, for export, lake and rail.
E. 2350 cancels E. 1999	C.K. 183 cancels C.K. 147	June 6, '11	Grain and grain products, Port Arthur and Fort William to Montreal, for export via lake and rail, 14½ cts. per 100 lbs.
E. 2355 cancels E. 2274	S. 84 cancels S. 83	July 10, '11	Terminal arrangements at Guelph, Ont.
E. 2353	C.I. 129	June 12, '11	Special summer commodity rates from Montreal and Dominion to Pictou, Summerside and Charlottetown, P.E.I.
E. 2354 cancels E. 2348	C.I. 129 cancels C.I. 127	June 12, '11	Special summer commodity rates from Montreal and Dominion to Sydney, North Sydney and Sydney Mines, C.B.
E. 2352 cancels E. 322 996 2045 2198 2199 2214 2218 2268	C.Y. 20 cancels C.L. 37 C.M. 15 C.M. 17 C.O. 67 C.S. 7 C.Y. 16 C.M. 16 G.A.P. 5		Commodities between G.T.R. stations, also from and to connecting line stations.
Sup. 8 E. 1880	Sup. 8 C.P. 53	July 8, '11	Paper C.L. from Ottawa, Kinsey and Windsor Mills to points in the U.S.
<b>Wabash Railroad.</b>			
Sup. 10 459	Sup. 11 A. 10698	July 1, '11	Commodities from Detroit, Mich., to points in Ontario.
<b>Erie Railroad.</b>			
Sup. 3 74	Sup. 3 A. 3889	July 6, '11	New iron and steel rails C.L. from Erie R. R. stations to Canadian points.

C.R.C.	R.R. No.	Effective.	Description.
<b>Chicago, Burlington &amp; Quincey Railroad.</b>			
273 cancels 232	1753 I. cancels 1753 F.	June 20, '11	Classes and commodities from C.B. & Q. stations to points in Canada.
<b>Buffalo, Rochester &amp; Pittsburg Railway.</b>			
Sup. 7 381	Sup. 7 3142	June 23, '11	Iron and steel articles from B.R. & P. stations to points in Canada.
447 cancels 442	3461 cancels 3425	June 26, '11	Pig iron C.L. Punxutawney and Dubois, Pa., to points in Canada.
<b>Detroit &amp; Toledo Shore Line.</b>			
Sup. 4 100	Sup. 4 308 B.	July 3, '11	Classes from D. & T.S.L. stations to points in Canada.
<b>Central Railroad of New Jersey.</b>			
478	—	July 1, '11	Classes C.R.R. of N. J. stations to points in Canada.
<b>Pere Marquette Railroad.</b>			
Sup. 9 1151	Sup. 9 2940	June 28, '11	Class and commodity from P.M. stations in the U.S. to points in Canada.
Sup. 11 1023	Sup. 11 2630	July 10, '11	Iron and steel from P.M. stations in the U.S. to points in Canada.
<b>Niagara, St. Catharines &amp; Toronto Ry.</b>			
638 cancels 33 commodity tariffs	637	June 19, '11	Commodities from N.C. St. C. & T. stations to points in Canada.
Sup. 17 1351	Sup. 17 7766	June 12, '11	Bridge and structural iron and steel C.L. shipyard, Ont., to points in Ontario.
1774 cancels 1590	8837 cancels 8361	July 10, '11	Commodities from M.C. stations to points in the U.S.
1779 cancels 1408	8848 cancels 7900	July 10, '11	Classes from M. C. stations in the U.S. to points in Canada.
1773 cancels 1408	8836 cancels 7900	July 10, '11	Class and commodity from M.C. stations in U.S. to eastern Canadian basing points.
Sup. 3 1751	Sup. 3 8764	June 27, '11	Commodities between Buffalo, Black Rock and Suspension Bridge and points in Canada.
Sup. 3 1767	Sup. 3 8803.	June 15, '11	Commodities between stations in Canada.
<b>Lake Shore &amp; Michigan Southern Railway.</b>			
Sup. 3 214	—	Aug. 1, '11	Iron and steel, L.S. & M.S. stations to points in Canada.
Sup. 17 1777	—	July 15, '11	New Iron and Steel rails, C.L., L.S. & M.S. stations to points in Canada.
Sup. 22 199	—	July 15, '11	Commodities from L.S. & M.S. stations to points in Canada.

C.R.C.	R.R. No.	Effective.	Description.
<b>Lake Shore &amp; Michigan Southern Railway.</b>			
Sup. 2 214	—	July 1, '11	Iron and steel from L.S. & M.S. stations to points in Canada.
Sup. 2 187	—	July 1, '11	Stone C.L. from L.S. & M.S. stations to points in Canada.
Sup. 38 188	—	July 1, '11	Commodities from L.S. & M.S. stations to points in Canada.
Sup. 16 177	—	June 25, '11	Iron and steel rails from L.S. & M.S. points to stations in Canada.
<b>Buffalo, Rochester Railway.</b>			
444 cancels 5	A. 824 cancels A. 118	July 7, '11	Classes, B.R. & P. stations to points in Canada.
<b>Wabash, Pittsburg Terminal Ry.</b>			
41 cancels 13 & 22	—	June 26, '11	Class and commodity Wab. Pitts. Term. stations to points in Canada.
<b>Pennsylvania Railroad.</b>			
Sup. 3 J. J. 27	—	July 15, '11	Iron and steel articles from P.R.R. stations to points in Canada.
Sup. 1 G. O. 300	—	July 15, '11	Classes P.R.R. stations to points on G.T.R.
Sup. 1 G. O. 298	—	July 15, '11	Classes from P.R.R. stations to points on the C.P.R.
Sup. 1 299	—	July 15, '11	Classes P.R.R. stations to points on the C.P.R.
Sup. 1 J. J. 32	—	June 25, '11	New iron and steel rails from P.R.R. stations to points in Canada.
Sup. 1 G. O. 301	—	July 1, '11	Commodities from P.R.R. stations to points in Canada on G. T. Ry.
Sup. 7 J. J. 30	—	July 5, '11	Iron and steel articles from P.R.R. stations to points in Canada.
<b>Chesapeake &amp; Ohio Railway.</b>			
Sup. 10 42	Sup. 10 2000	July 3, '11	Classes and commodities from C. & O. stations to points in Canada.
<b>Pennsylvania Company.</b>			
Sup. 22 F. 27	—	July 15, '11	Class and commodity P.R.R. stations west of Pittsburg to points in Canada.
<b>Raritan River Railroad.</b>			
96 cancels 93	—	July 20, '11	Commodities R.R. stations to points in Canada.
<b>Illinois Central Railroad.</b>			
A. 123 cancels A. 99	1769 D. cancels 1769 C.	July 15, '11	Commodities Ill. Cent. stations to points in Canada.
<b>Toronto, Hamilton &amp; Buffalo Ry.</b>			
773	223	July 18, '11	Commodities, Hamilton and Brantford to Vancouver, Victoria, Nanaimo and Westminster, B.C.

## TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.*

277. **Asbestos.**—A Cartagena firm wishes to be placed in communication with Canadian manufacturers of asbestos. Quotations should be F.O.B. New York.
278. **Asbestos Rope.**—A Scotch firm wish to get in touch with Canadian manufacturers of asbestos rope.
279. **Canned Goods.**—A Havana commission firm wish to secure agency for Canadian canned goods, particularly fruits.
280. **Canned Meat and Fish.**—A Russian firm wish to get into correspondence with Canadian exporters of these goods.
281. **Canned Salmon.**—A Hamburg, Germany, firm of importers desire to get in touch with Canadian exporters of salmon. The firm are well recommended.
282. **Charcoal Pig Iron.**—A Middlesborough, England, firm of iron merchants wish to get into touch with Canadian manufacturers of charcoal pig iron.
283. **Cotton Twines.**—A Christchurch, New Zealand, firm wish to get in touch with Canadian manufacturers of cotton twines. Good bank references are supplied.
284. **Labels.**—A Liverpool house asks for the addresses of Canadian manufacturers of wooden plant labels 3 inches to 12 inches. They state they are large buyers of these articles.
285. **Last Blocks.**—A Leicester, England, firm wish to get in touch with Canadian exporters of last blocks.
286. **Last Blocks.**—An English firm who are large purchasers of last blocks and bird's-eye maple lumber wish to get in touch with Canadian manufacturers of same.
287. **Lead.**—A Russian firm wish to get into correspondence with the Canadian exporters of pig lead.
288. **Lumber.**—An old established firm of exporters in Australia enquire for quotations on lumber including Oregon pine and other timbers. The firm have excellent references. Quotations should be F.O.B. Vancouver or C.I.F. Brisbane, Rockhampton or Townsville.
289. **Lumber.**—An Auckland, New Zealand, firm of manufacturers' agents wish to represent a Canadian lumber company in that country. References are given.
290. **Lumber.**—A Fort Wayne, Indiana, firm are in the market for elm staves, gum staves, hardwood heading and basswood heading. The firm are in a position to contract for large shipments during the coming year.
291. **Machine Oil.**—A Cartagena firm wishes to open correspondence with Canadian exporters of machine oil. Quotations should be F.O.B. New York.
292. **Maple Wood Blocks.**—A correspondent in the Midlands of England wishes to purchase 40,000 maple wood blocks 9 in. by 3 in. by 1 1-8 in., and would like to receive quotations from Canadian exporters.
293. **Molybdenite and Sheelite.**—A London, England, firm enquires for Canadian exporters of molybdenite and sheelite.

294. **Nickle.**—A firm in Russia wish to get into correspondence with Canadian exporters or nickle.
295. **Oil for Motors.**—A Cartagena firm wish to get into communication with Canadian exporters of oil for motors. Quotations should be F.O.B. New York.
296. **Oil Mineral and Vegetable.**—A Scotch firm wish to secure the agency for a Canadian mineral and vegetable oil.
297. **Red Copper in Sheets.**—A Cartagena firm wishes to be placed in communication with Canadian producers of red copper in sheets. Quotations should be F.O.B. New York.
298. **Rice Flour.**—A Glasgow firm of produce brokers desire to open correspondence with Canadian millers and exporters of rice flour.
299. **Sycamore Blocks.**—A Lancashire firm is in the market for sycamore blocks roughly trimmed with the adze.
300. **Textile Goods.**—A firm in Christchurch, New Zealand, seeks the agency for textile goods. The correspondent would prefer to work on commission.
301. **Wood Pulp Boards for Box Making.**—A South African firm of manufacturing confectioners are in the market for wood pulp boards for box making. Quotations should be C.I.F. Capetown, in five-ton lots.

### AGENCIES WANTED.

1. **Agency Wanted.**—A Christchurch, New Zealand, business man with experience as a salesman wishes to secure the agency for Canadian firms. References are supplied.
2. **Agency Wanted.**—A Quebec business man is about to open a manufacturers' agency in that city and is ready to represent Canadian manufacturers. The applicant's specialties are grocers' sundries, small wares and hardware specialties. Correspondence is invited.
3. **Agencies Wanted.**—A Newcastle-on-Tyne firm of manufacturers' agents are ready to accept the agency for Canadian manufacturers. The firm is well established.

## AMONG THE INDUSTRIES

The Colonial Whitewear Co. will build a \$20,000 factory in Guelph.

The Westport Foundry Co., Westport, Ont., will build a \$10,000 foundry.

The Chatham Tile and Concrete Co. are building a factory in Chatham, N.B.

The Granby Electric Web Mfg. Co., Granby, Que., are building a \$10,000 factory.

The Goderich Organ Company are erecting a new factory building in that town.

J. M. Fortier Co., Limited, has just opened a new tobacco factory at Farnham, Que.

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**THE Northern Electric**  
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Montreal, Toronto, Winnipeg, Regina, Calgary, Vancouver

The Canada Metal Co., Limited, have moved to their new factory in Fraser Ave., Toronto.

The National Hardware Co., Orillia, will enlarge their plant in that town.

The International Harvester Co. are building a five-story warehouse in Brandon, Man.

The Royal Loan and Savings Co., Brantford, Ont., will erect a \$30,000 office building in that city.

The John Morrow Screw, Limited, of Ingersoll, will erect a plant in that town at a cost of \$150,000.

Plans are being prepared for the factory of the Independent Tire Co., Guelph, Ont.

The New Brunswick Foundry Co., Fredericton, N.B., suffered a severe loss by fire recently.

The Rhodes-Curry Co., Amherst, N.S., will rebuild the part of their plant recently destroyed by fire.

The Imperial Manufacturing Co., Warren, Pa., have purchased a site for a factory in Welland, Ont.

The Port Arthur Wagon Works Co., Limited, of Port Arthur, Ont., are building a factory there.

The Hurndall Novelty Furniture Co., Orangeville, Ont., suffered a severe loss by fire recently.

T. S. Simm & Co., St. John, N.B., will build an addition to their brush factory in that city.

The American Pad & Textile Co., of Greenfield, O., have established a plant at Chatham, Ont.

The American Cyanide Co., Niagara Falls, Ont., are considering the erection of a building at a cost of \$90,000.

Plans are being prepared for the new Bank of Commerce building in Winnipeg. The building will cost \$750,000.

It is reported that the Gordon Nail Works, of St. John, N.B., will establish a plant at Lethbridge, Alta.

G. H. Cotrell, Vancouver, B.C., will build a warehouse, five-story, brick, mill, and reinforced concrete construction.

The Dominion Saw Mills and Lumber Co., of Revelstoke, B.C., lost their mills by fire recently, the loss approximating \$40,000.

The Kootenay Columbia Preserving Company, have taken over the Kootenay Jam Company's plant of Nelson, B.C., and will greatly enlarge the factory.

By-laws have been passed providing for the granting of certain privileges to the Elora Furniture Co. and the T. E. Bissel Co., by the ratepayers of Elora.

The Alberta Glass Co., with a capital of \$160,000, will erect a plant at Redcliff, Alta. A. E. Cross, of the Calgary Brewing Co., is a member of the company.

The Goodyear Tire & Rubber Co., Toronto, have opened a branch office at 2317 South Railway Street, Regina, Sask. Mr. W. W. Underwood is the manager.

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**METAL SHINGLE & SIDING CO., Limited**  
PRESTON, ONT., and MONTREAL, QUE.

The Railway Asbestos Packing Co. has started to manufacture a new form of packing in Sherbrooke, Que. The capital of the company is \$100,000.

English capitalists have taken over the plant and business of the Canadian Locomotive Works, Kingston, Ont. The new company will be capitalized at \$5,000,000 and the works will be doubled in capacity.

The Canadian Economic Lubricant Co., Limited, have built a new factory building on the corner of Durocher St. and Atlantic Avenue, Montreal, of which they will take possession about the first of July.

R. C. Wilkins Company, Limited, which has carried on the manufacture of overalls and other clothing in Montreal for many years, has secured a new factory property at Farnham, Que., and will occupy it in the near future.

The Dominion Architectural Ironworks, Limited, has been incorporated with a capital of \$100,000, and has taken over the businesses carried on at Montreal by the Dominion Architectural Iron Works Co., and the Dominion Machine and Brazing Co.

The statistical report issued by the Province of Quebec Free Employment office at Montreal for the Month of May, shows that during that period 622 employers had demanded workmen; of these 544 were residents of Montreal and 78 non-residents; the number of employees demanded was 1,775 men and 412 women. The number of positions filled were 1,181 men and 109 women and 162 boys and girls.

The Dominion Roofing Co. have acquired a site on the Lake Shore road, near Mimico, a few miles out of Toronto, and will begin work at once on the construction of a large factory building. The structure will be 250 by 120 feet, one-story in height, and it is expected that it will be completed and the plant in full operation by next spring. The output of the company will be largely increased.

The St. Lawrence Flour Mills Co., Limited, have just started their new mills at Montreal. These mills are among the largest in eastern Canada, and are advantageously situated immediately to the north of the Lachine Canal. Their power supply is derived from the new Canadian Light, Heat and Power Co.'s plant at St. Timothy. The latter company opened a terminal station at Cote St. Paul on June 6th, and

the thousand horse-power supplied to the flour mills marked the beginning of their operations in Montreal.

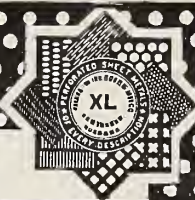
The Dominion Flour Mills, Limited, has been incorporated with a capital of \$1,500,000. This company will operate the plants of Wood Bros. and the Brant Milling Co. of Brantford, Ont. They will erect immediately also a 2,000 barrel flour mill on the Lachine Canal, near Montreal, where a site has already been purchased. Montreal will likely be the headquarters of the new concern, whose directors include Messrs. J. W. McConnell, N. Curry, W. W. Butler, Lorne C. Webster, Percy Cowans, of Montreal; W. B. Wood, of Brantford, and D. B. Wood, of Hamilton.

A new two-story brick factory, costing \$20,000, will be erected by the Colonial Whitewear Company at Guelph during the next few months. The new factory will be 120x100 feet, three stories of which will be built of brick and one of stone. The present premises occupied by the company have been too small for their increasing business for some time past, and their new building has been contemplated for months. The proprietors of the Colonial Whitewear Company state that the new factory will have accommodation for at least 100 hands and they hope to be able to employ that many by the first of January, 1913.

The Sherwin-Williams Company of America have sold out their large British and Canadian interests to a group of capitalists, chiefly Montrealers, who have become incorporated as the Sherwin-Williams Company of Canada, Limited. At the head of this group is Mr. Walter Cottingham, President of the Sherwin-Williams Co. of America, and Mr. C. C. Ballantyne, managing director of the same firm for Canada. It is intended to make this new company the largest paint and varnish manufacturing concern in the world. Among the British interests already acquired is the firm of Lewis Berger & Sons, of London, which occupies a foremost trade in the British Isles, and also has connections in Australia, India, France, China, and Japan. This company has been connected with the Sherwin-Williams Co. of America since 1905, and has been in business since 1760. The large plants of the Canada Paint Co., Limited, at St. Malo, Toronto, and Winnipeg, have also been purchased. Mr. Robert Munro, who has so successfully managed the Canada Paint Co. for twenty years past, will act in an advisory capacity to the Sherwin-Williams Co. of Canada, Limited, though ill-health has recently rendered it necessary for him to relinquish his business activities to some extent. The capital of the new company is \$8,000,000. Mr. Cottingham is to be president and Mr. C. C. Ballantyne vice-president and managing director.

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