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INDUSTRIAL CANADA

THERE BE THREE THINGS WHICH MAKE A NATION GREAT AND PROSPEROUS: A FERTILE SOIL; BUSY WORKSHOPS; AND EASY CONVEYANCE FOR MAN AND GOODS FROM PLACE TO PLACE. BACON



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MADE IN CANADA

Issued by
The Canadian Manufacturers' Association.

Vol III

TORONTO, AUGUST 1, 1902

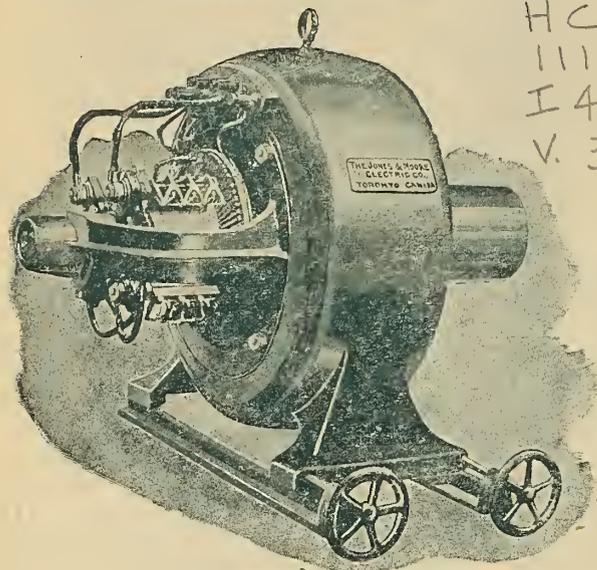
No 1

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— July 1902

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INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

"There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and easy conveyance for man and goods from place to place."—Bacon.

Vol. III.

TORONTO, AUGUST 1, 1902.

No. 1

THE CANADIAN MANUFACTURERS' ASSOCIATION

HEAD OFFICE: Board of Trade Building, Toronto.

BRANCHES: Temple Building, Montreal; Board of Trade Building, Winnipeg; 500 Granville Street, Vancouver, B.C.

AIMS—To promote the interests of Canadian manufacturers by:

ORGANIZATION—The Association has organized the Manufacturers of Canada into a strong representative body.

EDUCATION—An earnest endeavor is being made to urge upon the people of Canada a national pride in our own manufactures.

LEGISLATION—Though non-political, the Association is making a strenuous effort to urge upon the Federal and Provincial Governments a policy which will encourage manufacturing industries in Canada.

INDUSTRIAL CANADA—The official organ of the Manufacturers' Association is the widest expression of industrial opinion in Canada.

EXPORT TRADE—To encourage the export of Canadian goods the Association has special representatives in Great Britain, Europe, Australia, New Zealand, South Africa and the West Indies. Special trade enquiries forwarded to the members. Financial reports obtained at a special rate.

GENERAL WORK—The Association is careful to consider any matter, whether a public question or an individual grievance, involving the welfare of its members. The Head Office and the Branches are open to the members. Any information desired will be gladly furnished by the Secretary.

TERMS OF MEMBERSHIP—Individuals, firms and corporations actively engaged as manufacturers in Canada, may secure membership in the Association upon payment of the annual fee of \$10.

President: ROBERT MUNRO, Montreal.

Secretary: R. J. YOUNGE, Toronto.

Industrial Canada.

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

Industrial Canada circulates to

1. All Members of the Canadian Manufacturers' Association.
2. The British Consuls, the world over.
3. Chambers of Commerce in the United Kingdom.
4. Foreign and home exchanges.
5. Miscellaneous subscribers at home and abroad.

RECEIVED BY MEMBERS FREE. Subscription price to non-members \$1 per year.

Advertising rates on application.

Address all communications, subscriptions, advertisements, etc., to

Secretary,

Canadian Manufacturers' Association,
Head Office, Toronto, Canada.

reached a critical time in dealing with the great questions of transportation and tariff. These, with many other important problems, will, during two days, receive the attention of thoughtful, earnest business men, who have at heart the welfare of the nation, and whose opinions the Government at Ottawa cannot afford to disregard.

On such an occasion, it pays the manufacturer to lay aside the routine of the office and meet with his fellow business men. Everything points to a large attendance at the meeting. Every member should endeavor to be represented.

The Convention offers an excellent opportunity also for a holiday and a pleasure trip. Full information regarding transportation is given in another column. Fall in line! Let this Convention be "the best yet."

Fast Steamship Service

Canadians in every Province are waiting expectantly for some practical results from the Colonial Premiers' Conference. The most enthusiastic Imperialists scarcely hope for a preferential tariff which will embrace the various portions of the Empire. But it is safe to say that we all expect the visit of the Canadian Cabinet Ministers to London to be followed by the establishment of fast steamship ser-

vice from Canada to Great Britain, South Africa and Australia.

It is not necessary here to point out the needs for these various lines of service. During the past ten years the export trade of Canada has increased by \$100,000,000, and during all these years the bulk of this trade has passed through United States ports. We are important enough now to stand alone. Our export shipments, growing every year, demand the attention of the nation. What we require is a Canadian line of steamships sailing from our ports which can compete in speed with any other service, and which can always be relied upon by the Canadian shipper.

Above all we must have rates which can always compete with those from United States ports. These particulars guaranteed,

NOTICES

ANNUAL MEETING,
HALIFAX,
AUGUST 13 & 14

EVERY MEMBER
IS INVITED TO BE PRESENT

The Annual Meeting
All other events, so far as the Canadian Manufacturers' Association is concerned, are overshadowed this month by the Annual Meeting. On the 13th and 14th of August the members will meet in Convention at Halifax. This will be the most important meeting of the summer in Canada. The manufacturers have great interests at stake, and have always recognized the fact that their success and the success of the Dominion are mutually interdependent. Canada has

there is every reason to believe that the manufacturers and exporters of Canada will encourage in every possible way any effort made by the Dominion Government to provide the service which has so long been under consideration, and which the present conditions render absolutely necessary.

Technical Education. INDUSTRIAL CANADA this month contains the report of the Representatives of the Toronto Branch on the Toronto Technical School Board and the report of a Committee appointed by the Montreal Branch to report on the conditions of Technical Education in that city. Both reports are well worthy of attention. In Toronto a good start has been made but the management is hampered by lack of funds. The new principal has shown himself capable and the success of the school hinges largely on the support given to his recommendations. The Montreal report points to the necessity of more attention to Technical Education in that city, and the committee have been instructed to formulate plans to initiate a movement in that direction. The day for questioning the necessity of Technical Education has long since gone by. Modern competition demands the very highest specialization. Germany, England and the United States have all recognized the necessity for workmen with a practical technical mind, capable of directing industry towards the continual improvement of the product. The results have been to the advantage both of employer and employee and as a young manufacturing nation Canada should at once grasp the importance of this training. Our manufacturers are hampered for want of managers, superintendents and employees generally who have had a practical technical education. If such a man is necessary he has to be procured elsewhere at such expense that only absolute necessity will induce the manufacturer to send abroad for such person. Technical Education is one of the topics for discussion in Halifax, and will be of general interest. Let our manufacturers show their appreciation of this training by supporting the several endeavors that are being made to further it. The governments too should be shown the necessity for this branch of education and should see to it that it secures its share of financial support.

Has It Affected You? The expression "Made in Canada" has at last begun to mean something. Scarcely a day passes but we hear some encouraging report from our own members, and even from outside their ranks, that the question is asked in ordering goods, "Are these made in Canada?" A small question, it is true, but think how far-reach-

ing in its effects! It means something to the Canadian workingman to know that his position is secured, and that the goods he makes are appreciated by the people of Canada. It means something to the Canadian farmer to know that his home market, which is his best market, is growing in its demands. It means something to the manufacturer to see his products given the preference which they deserve at home. And it means a great deal to Canada that all her citizens should unite in practising the one principle which contains the secret of her success, viz., "Canada for the Canadians."

This is no longer "talk," some of our leading firms in various lines of manufacture have staked their reputation upon "Made in Canada," and they have won. The tide has begun to turn. Aside from the patriotism of the position, those who have ventured the enterprise are being rewarded with success. It is beginning to be true that a good article with "Canada" stamped upon it is preferred to the article made in another country, by foreign workmen who contribute nothing directly to the support of the people and institutions of our Dominion. It remains for our Association and every individual member to carry on this campaign. INDUSTRIAL CANADA and its supporters may be numbered among the "cranks," but we are confident that we shall at last be rewarded by seeing the various classes of our Dominion welded together in a common prosperity, promoted by patriotism and common sense.

INCREASED FACILITIES

Our Goods in London

Mr. Harrison Watson, of the Imperial Institute, London, S.W., writing under date of July 16th, 1902, speaks of the increased opportunities given to Canadian manufacturers by the Imperial Institute in London. Mr. Watson has been called on several times by Mr. P. W. Ellis, last year's president of the Canadian Manufacturers' Association, who is now in London, and who has made a careful study of the work of the Institute.

Mr. Watson, in his letter, says "In the meantime a city branch has been opened at 49 Eastcheap in the heart of the city, which is now available to Canadian shippers and manufacturers, and we hope that by the autumn many of your members will take advantage of it. There is ample room for the display of samples of any kind; the Canadian department of Agriculture has paid a contribution towards it, and as soon as the holiday season is over good work should be possible. Any firm coming over here for example with an introduction from your Association or any authentic body, can use the city branch for a short time, have his samples there, invite such people as he

wishes to see his goods, and we on the other hand will endeavor to place him in touch with likely buyers and give all possible publicity to the fact that his goods are on view there. When the manufacturer or shipper does not accompany the samples we would have them placed on view, the trade circularized, and if all details as to prices, terms, packages, etc., are available, we can undertake such preliminary work as is possible. I have every reason to think that the press here will co-operate with us, and commencing upon a small scale the work can gradually be developed as circumstances demand."

CANADA'S GOODS IN THE UNITED KINGDOM AND EUROPE.

We have been in communication with Mr. E. J. Howell, F. S. S., an Englishman at present visiting in the United States but who is coming to Canada to secure if possible the agency of some of our manufacturers desiring representation in the United Kingdom and Europe

Mr. Howell is a man with a wide commercial experience and who is interested in several important undertakings in England. He is the author of a work entitled "Mexico, its Progress and Commercial Possibilities" a copy of which he has forwarded for the library of the Association. He is a member of the London Chamber of Commerce.

Mr. Howell is referred to the Canadian Manufacturers' Association by Hon. Mr. Fielding, Minister of Finance, and any of our members desiring to meet or correspond with him may do so by making arrangements through the Associations' offices in Toronto.

AN INTERESTING INTERVIEW

In our next month's issue of INDUSTRIAL CANADA we hope to have the honor of publishing an interview with Mr. A. Wilkes, of F. C. Hirsh & Co., 228 St. James st., Montreal, dealing with the opportunities Canadian manufacturers have of doing trade in the Argentine Republic. Mr. Wilkes was for many years a resident of South America, and is well posted on the trade features of that continent.

Dissatisfied with the unstable form of government prevalent in South America, he has lately come to Canada and has opened up a store in Montreal, where he is doing a general merchant business, representing both English and Canadian manufactures, particularly in the metal lines. He has the agency for several world renowned English houses, and is willing to represent Canadian manufacturers both for home and export trade. Mr. Wilkes' knowledge of the South American markets ought to be invaluable to our exporters.

EXECUTIVE COUNCIL

Final Arrangements for Annual Meeting—The President's Closing Words

The regular meeting of the Executive Council was held in the Council Chamber, Board of Trade Building, Toronto, on Thursday, July 17th, at 2 p.m., and proved to be one of the most interesting and enthusiastic meetings held during the past year.

President Robert Munro presided, and the following other members of the Executive were present:—Messrs. R. B. Andrew, Cyrus A. Birge, Geo. Booth, C. N. Candee, R. J. Christie, Robt. Crean, Jno. F. Ellis, R. Y. Ellis, James Goldie, R. Hobson, J. H. Housser, W. K. McNaught, R. Millichamp, Jas. P. Murray, Frederic Nicholls, T. A. Russell, Wm. Stone, Arnold W. Thomas, J. O. Thorn.

The minutes of the last meeting were taken as read, the President adding the recommendation that the minutes should be written up a little more fully in *INDUSTRIAL CANADA* in order to acquaint the branches more clearly with the work being done by the Executive Council.

The following communications were then received:

1st. From C. R. H. Warnock, of Galt, and W. K. George, Toronto, regretting their inability to attend the meeting.

2nd. From Messrs. C. H. Carrier, of Levis, and Geo. E. Amyot, of Quebec, with reference to the organization of a branch in the City of Quebec. This matter was referred to the Reception and Membership Committee for further report.

The reports of officers and committee were then received as follows:

THE TREASURER'S REPORT

The Treasurer's report was presented by Mr. Geo. Booth, and showed a balance on hand for the last month of the year.

It was adopted on motion of Mr. Booth, seconded by Mr. Russell.

FINANCE

The report of the Finance Committee was presented by Mr. Booth in the absence of the chairman. It provided for the running expenses of the Association during the month, and recommended the appointment of auditors. This latter recommendation was referred back to the Finance Committee, and the report was adopted on motion of Mr. Booth, seconded by Mr. Thorn.

It was decided that a regular chartered accountant be employed to audit the books of the Association, and that the accounts from the branches should also be audited by the same authority.

RECEPTION AND MEMBERSHIP COMMITTEE

The report of the Reception and Membership Committee was read by the chairman, Mr. J. P. Murray. It referred briefly to the annual report which was under preparation.

It also recommended the acceptance of thirty-three applications for membership. With the exception of one of these, which was held over, the report was adopted.

PARLIAMENTARY

The Parliamentary Committee reported having held a meeting with special reference to the committee's annual report which had been prepared for the Annual Meeting.

The report was adopted on motion of Mr. Russell, seconded by Mr. Thorn.

COMMERCIAL INTELLIGENCE

The Commercial Intelligence Committee reported having completed arrangements according to instructions given at the last Executive meeting for the sending of a special representative to the Yukon to follow up the investigations made by Mr. Geo. H. Hees, and reported further that the Association's representative, Mr. S. M. Wickett, was leaving that day for the Yukon. More than fifty enquiries had been made regarding the Yukon trade by as many individual firms, and Mr. Wickett had set out to bring back as full a report as possible. The committee had also arranged that he should visit the Western branches and stir up the work of the Association generally in the West.

The report also recommended that the Association should consider at the Annual Meeting the question of sending a special trade representative to South Africa.

The report was adopted on motion by Mr. McNaught, seconded by Mr. Murray, with the exception of the last recommendation, which was referred back to the Commercial Intelligence Committee for further report. The Executive Council expressed at the same time its unanimous desire that it was in the interests of the Association to send a special representative to South Africa.

TORONTO BRANCH

The report of the Toronto Branch was read by Mr. Thorn. It embodied a report of the special meeting held to discuss the question of the removal of garbage by the city authorities and also a report of the annual meeting held on the 15th inst. to which was appended a lengthy report from the representatives of the Branch on the Technical School Board.

The report was adopted on motion of Mr. Thorn, seconded by Mr. McNaught, with the recommendation that it be published in the next issue of "*INDUSTRIAL CANADA*"

MONTREAL BRANCH

The report of the Montreal Branch was read by the Secretary. It reported the organization of the first trade section in connection with the branch, which had been

formed by the furniture manufacturers on the 7th inst.

It also reported that the Executive was bringing to the notice of the Quebec Provincial Government the need of a contribution towards the establishment of a Canadian building in London.

The report also embodied an account of the annual meeting of the branch, which was held on the 10th inst., with a special report on Technical Education. The report stated also that general interest was being manifested by the Montreal members in the annual meeting at Halifax, and that they would attend in large numbers.

BRITISH COLUMBIA BRANCH

A report was read from the British Columbia branch, giving the minutes of a meeting held by the branch on June 25th, and stated that arrangements had been made for representation at the annual meeting.

MR. TH. DE SCHRYVER

At this stage of the meeting the President rose to welcome Mr. Th. de Schryver, the New Zealand Correspondent Member of the Association, who had been invited to meet the Executive while in session.

Mr. de Schryver received a warm welcome and addressed the Executive, briefly explaining that Canada's exports to Australia, according to the last reports, were slightly on the decrease, while there was every good reason to expect them to be increased. He gave a brief account of his own work for the Association, and promised his best efforts in the future as in the past.

CONVENTION ARRANGEMENTS

The report of the Convention Arrangements Committee in the absence of the Chairman, was read by the Secretary. It stated that arrangements had just been completed for transportation, and reported the entertainment which was being arranged for the delegates both in Halifax and on side trips. It stated also that the Committee had under consideration the topics for discussion at the next meeting, and had accomplished its work of revising the Constitution.

ALL-CANADIAN EXHIBITION

Mr. J. O. Thorn reported verbally for the special Exhibition Committee, which was appointed at the annual meeting to deal especially with securing, if possible, an all-Canadian Exhibition. The Executive Council recommended that the Committee be continued in power and that an earnest effort be made to secure a Government grant for such an Exhibition in 1904.

PRESIDENT'S REMARKS

This being the last meeting of the Executive Council during his term of office, the

President took occasion to address the members of his Executive. In a few words he expressed his hearty thanks to the members personally and assured them that he appreciated the faithfulness with which the various officers and committees had supplemented his work during the past year. The work of the Association was expanding and he urged upon the incoming officers the importance of the work which would be thrown upon them.

A VOTE OF THANKS

Mr. C. N. Candee arose to move a vote of thanks to the President for the splendid leadership which he had given the Association. The work of the Association had been generally successful and much of that success was due to the faithfulness of the retiring President.

Mr. McNaught in seconding the motion expressed his appreciation of the privilege he had during the past year of working under the administration of Mr. Munro and his regret that his year had so quickly reached its close.

These remarks were supported by Mr. Geo. Booth, treasurer, and Mr. C. A. Birge, first vice-president, both of whom added splendid compliments to the work done by Mr. Munro during the past year:

THE SECRETARY'S REPORT

The secretary reported further arrangements for the annual meeting; also with regard to the meetings of the various committees and the publication of their reports. He also reported that the Educational Campaign Fund, through the efforts of Mr.

Green, was meeting with considerable success; the office had been pleased during the past month to welcome Mr. de Schryver to Canada, and to assist him in his very able representation of our members in New Zealand.

A letter was submitted from the Department of Trade and Commerce with regard to shipments of general cargo from Canada to South Africa, and stated that no immediate arrangements have been prepared and that there was no prospect of any arrangement until a new line of steamships could be put in operation.

The secretary was directed to communicate with the Government in the matter.

The meeting then adjourned.

MONTREAL BRANCH

Annual Report—Gratifying Progress—Year ending July 10, 1902.

YOUR committee was elected at the annual meeting of the Montreal Branch of the Canadian Manufacturers' Association which was held on October 18, 1901, so that there have been scarcely nine months in this year of office. Yet we are pleased to be able to report a season of marked progress.

The manufacturers of Montreal find themselves to-day with the strongest organization they have ever had. At our last annual meeting the membership of the Montreal branch was 130; to-day it is 216, an increase of 86, or a growth of 65 per cent. for the year. Our membership now represents somewhat over one-fifth of the total Canadian membership, which will give the Montreal manufacturers a strong voice in dealing with matters of either national or local importance.

As you know also the Association opened a permanent office in Montreal at the first of the year, with a secretary in charge devoting his whole time to the work of the Montreal branch.

These good results are partly attributable to the stimulus given by the annual meeting of the Association which was held in this city last November, and partly also to the fact that for the first time a Montreal manufacturer was this year President of the Canadian Manufacturers' Association.

During its period of office your Executive has been convened 18 times, an average of twice a month. Arrangements have been made to have regular meetings once a month, but special meetings have had to be called on different occasions. Some of these were to arrange for banquets, of which we have held three during the year, one at the annual meeting last November, one on February 27th and one May 22. These were uniformly successful, and they show a financial surplus of \$204.

EDUCATIONAL FUND

One of the first moves made by your Executive was to suggest that a special fund be raised by the Association to carry on a campaign throughout Canada in favor of a preference for Canadian goods in the private purchases of the Canadian public. We feel that there is much need of education along that line. We are glad to be able to report that the matter has been taken up energetically by the Executive Council. That the campaign will be made is pretty well assured.

EXHIBITIONS

It has been with the same laudable aim that your Executive interested itself in Exhibition matters. It decided to recommend that the all Canadian Exhibition which was being moved should be held in Toronto, as that city is best prepared in many ways to handle an affair of this description. Our attention was also drawn to the importance of Eastern manufacturers utilizing the Winnipeg Industrial Exhibition, as numbers of foreign settlers are going into Manitoba and the North West Territories and they have no adequate conception of Canadian industrialism. They are bringing with them a preference for foreign goods, and it is important that our manufacturers should show them that Canadian goods are the best to be had. One of the means that can be taken to do this is to make displays at the Winnipeg Industrial Exhibition, which was last year visited by 90,000 North West people. While the hint was thrown out rather late to be taken advantage of by our manufacturers, this season, we hope that there will be a large display from Montreal workshops next July.

A delegation from the Executive was appointed to wait on the City Council in regard to the machinery tax, but no tangible results were achieved, and the tax remains

on all machinery that may be taxed as real estate.

The attention of the Executive Council was drawn to labor bills that were before the Federal House of Commons, one of which had for its object the enforcement of compulsory arbitration. We are glad to say that when the probable effect of these measures was brought to the attention of the House, the bills were withdrawn.

SUGGESTIONS FOR THE COLONIAL PREMIERS' CONFERENCE

Realizing that the Colonial Premiers' Conference would be possible of much achievement your Executive thought it wise to pass a series of suggestions on matters affecting Canadian trade to be placed before Sir Wilfred Laurier. These suggestions touched on preferential tariffs within the Empire, Canada's contribution to the expenses of Imperial Defence, the direction of emigration of British capital and labor to the colonies, the establishment of an all British cable between the colonies, the adoption of a decimal currency and metric system, the establishment of lines of steamships between the colonies and the establishment of an inter-colonial consular service and Imperial postage.

PREFERENTIAL TARIFFS

The following resolution was passed at the meeting on May 13th, and was endorsed by the Executive Council.

"That a reciprocal preferential tariff be established within the Empire whereby at all British ports British goods will be admitted at a lower rate of duty than foreign goods. We suggest particularly that the British Government be memorialized to care for the interest of the Empire when instituting a tariff for South Africa by granting a preference to British goods."

Your committee did pass a resolution favoring Winnipeg as the place for the

annual meeting this year, but finally concurred with the central board in its decision to go to Halifax. It is to be hoped that Montreal manufacturers will attend this convention in goodly numbers.

Several subjects for discussion are to be brought up by Montreal members, among them the establishment of Association pavilions at the leading Canadian Exhibitions, and the opening in Montreal of a permanent Exhibition of Québec manufacturers, to advertise the province as a manufacturing district.

TRADE COMMISSIONER

In view of the fact that the Dominion Government decided to establish a Trade Commissioner's office in London, Eng., and that the Ontario Government has voted \$5,000 towards the expense of a special representative for the Province, your Executive has decided to urge upon the Quebec Government the necessity of following suit, and placing a special business representative there to look after the important interests of Quebec in that growing market.

EXPORT TRADE

It would not be well to close this report without some reference to exertions of the Montreal office to develop the export trade of the Montreal manufacturers. Although many of our members who are capable of doing an export trade have been too busy to give any attention to this important field, yet the secretary has been instrumental in arranging quite a number of connections between Montreal firms and foreign representatives. As many foreign business men call at our office we would urge our Montreal members to keep the Secretary posted on their export ambitions that he may render them any assistance in the Association's power. Within the last two months some ten or twelve firms have made arrangements through the mediation of our office to do an export trade.

TRADE SECTIONS

Another suggestion that the members may find pertinent. During the past week, the furniture and mattress manufacturers of the city and district have formed a section of the Association for the purpose of looking after the interests of their trade. Other trades may wish to follow the example.

FINANCIAL REPORT

By the constitution the branches are allowed 10 per cent. of the fees of the branch for office expenses. On account of the cost of office furnishings Montreal has overdrawn her account this year. There has been drawn from the Association \$375.70, of which \$151.50 went to the furnishing account leaving \$224.20 for office expenses. The receipts and 10 per cent. allowance on 216 members amounts to \$226. So that placing the furnishings to capital account we just come within our allowance.

All of which is respectfully submitted.

HON. J. D. ROLLAND, E. H. COOPER,
Chairman. Secretary.

TECHNICAL EDUCATION.

The report of the committee appointed to investigate the question of Technical Education in Montreal was presented at the annual meeting.

Your committee begs to report as follows:

At the April meeting of the Executive of the Montreal branch of the Canadian Manufacturers' Association, your committee was assigned the task of investigating the status of technical education in the city of Montreal. To the term "technical education" we have given a broad interpretation and include under it a practical as well as a theoretical industrial training. Our report will be divided into three sections:

1. The importance of technical education to Montreal manufacturers.
2. The efficiency of the different technical institutions in Montreal.
3. The need of a new institution.

After making some observations on our own account and hearing some expert evidence, we are soundly convinced that it would be difficult to overestimate the importance of technical education to manufacturers. The successful manufacturer of to-day cannot have too high skilled labor nor too much of it for his purpose.

The automatic work is now being performed by machinery, men are wanted to think as well as to do, and they cannot do if they do not think. The workman must be taught to use his brain as well as his hands; he must understand the science as well as the practice of his business. Consequently it is as necessary to our welfare that we have a supply of educated workmen as it is that we have a plenitude of capital. The questions then are: How can a man be educated in the science and practice of his trade, and are we employing the best method?

APPRENTICESHIP SYSTEM

The old method and one that has not yet fallen into disuse in many industries, is the apprenticeship system. It is intended to give both a scientific and practical training. The latter it does give as no school can, but in the imparting of a scientific knowledge it is quite deficient in comparison with a properly equipped technical or trade school. Moreover, on account of the limitations on the number of apprentices by the labor union, the apprenticeship system is becoming of less value to the manufacturers.

MR. T. C. SEARCH

Your committee had the pleasure of an interview with Mr. T. C. Search, ex-President of the National Association of Manufacturers, and founder of a celebrated textile school in Philadelphia. He told that he founded this institution when he entered the woollen and worsted trade twenty years ago, in the hope that the United States would be able to educate a supply of efficient textile workers who were then being imported

from England. His success has been remarkable. The school educates the students in all branches of cotton, woollen and silk industries, teaching weaving, dyeing and designing, and everything appertaining to the industry. It does all it can to enable a man to produce a marketable textile. As a consequence it has done much to build up the United States textile industries and to give them their distinctive features. The graduates, upon leaving the institution, earn from \$1,500 to \$2,500 a year, and are generally employed as superintendents of factories. Although there are about 800 students in the institution, as yet only captains of industry are being taught. The rank and file have scarcely been touched. In Germany, Mr. Search tells us, almost every hand in the factory has been educated in this way, and the consequence is, that there are no better finished fabrics in the world than the German fabrics.

Mr. Search spoke of only one industry, but his lesson applies to many. It indicates what competition Canadian manufacturers have to contend with, and what means they must adopt if they wish to compete in foreign markets, not to say hold their own. If we are ever to attain to the National industrial idea we have conceived, we must fortify ourselves with our own labor and that labor skilled; are we doing so?

THE WORK AT PRESENT.

In Montreal there are three institutions imparting technical information: (1) McGill College, in its Applied Science Faculty; (2) The Council of Arts and Manufactures; (3) Y.M.C.A.

McGILL

While McGill is doing grand work in its technical departments, and while 77 of its Bachelors of Science are employed in Montreal itself, only the highest officers of industry are being educated, and the rank and file is not reached. Indeed McGill educates what might be the teaching class for a technical school for the industrial classes.

Y. M. C. A.

The Y.M.C.A. and the Council of Arts and Manufactures provide night classes. The Y.M.C.A. gave instruction last year in twelve different subjects, with enrollment as follows:

French, 97; English, 65; German, 17; arithmetic, 57; penmanship, 41; municipal government, 40; book-keeping, 40; shorthand, 72; mechanical drawing, 33; physics, 13; commercial law, 19; mathematics, 12.

This year classes in chemistry and boot and shoe pattern making are being added. The course lasts from October 1st to April 1st.

It will be recognized that the Y.M.C.A. is as yet inexperienced in technical education work, the commercial subjects engaging most of their attention. The secretary, however, reports a continual demand on him

for instruction in technical subjects. The Association is this year making a beginning. However, to go into the work thoroughly, the institution must have more funds. Last year the enrolment in all the evening classes was 540, but only \$2,200 was spent on tuition fees, representing an outlay of \$2 22 on each pupil. Needless to say that proportion is not sufficient for technical education.

COUNCIL OF ARTS

In the Council of Arts and Manufactures, an institution supported by the Provincial Government, there are seven subjects taught that are of interest to manufacturers. The enrolment in the last year was as follows :

Plumbing, 44 ; carpentry, 23 ; pattern cutting, 14 ; mechanical drawing, 97 ; lithography, 18 ; modelling, 44 ; freehand drawing, 191.

Thus it is evident that the Council of Arts and Manufactures is doing more technical education work of interest to manufacturers than any of the institutions in the city. But no one in connection with the institution is satisfied with what is being done.

The trouble is that the Council has no building of its own; its equipment is valued only at \$2,000; the classes are too large for the number of teachers, and in every way it is hampered in its operations by want of funds. Last year pupils were turned away. There were 939 enrolled, and to teach these

\$2,200 was spent, representing an average of \$2.55 per pupil. In Mr. Search's institution in Philadelphia, \$55,000 is spent, in a properly equipped institution, to teach 800 pupils, representing an annual outlay of \$68 66 per pupil, or about 27 times as much as is spent by the Council of Arts and Manufactures.

The consequence is that while the money spent is well spent, the results are only what one must expect.

Your committee must, therefore, report that merely a beginning has been made in Montreal upon the technical education of our industrial classes.

A NECESSITY

We cannot urge too strongly upon our Montreal manufacturers the absolute need of technical facilities. The attendance at our existing institutions indicates in itself that schools where the fees would be reasonable would be appreciated by workmen and apprentices. The United States correspondence schools have a large number of pupils in Montreal. One alone boasts of 3,000 Montreal pupils and these pay upwards of \$100,000 tuition fees. This is work we should be doing ourselves, and from an economic standpoint it would seem advisable to save \$100,000 to our country. If a properly equipped technical school were established in this city, where pupil and teacher could be in personal contact, which

they are not by correspondence, there is no doubt a large proportion of this money would be retained.

DEMAND AND SUPPLY

There is plenty of work for skilled mechanics in this city. One manufacturer has told your committee that the manufacturers in his line in Canada could employ 1,000 more skilled workmen. They are hampered in their production to-day by this very fact and when they must have a man, he is brought from the United States at some expense. The demand for skilled labor is pressing, and will become more so. What with the growth of trade at home and the expansion of our export business, the staffs of skilled mechanics must needs be largely increased. We have the men to be taught, the desire to be taught, and the work for the men when taught—what is wanting is the facilities for teaching.

Your committee has confined itself to reporting conditions, and has refrained from making suggestions. On account of the importance of the matter, we would suggest that the report be referred to a committee to see what can be done.

All of which is respectfully submitted.

GEO. E. DRUMMOND,
ROBT. MUNRO,
J. W. HUGHES,
E. TOUGAS,
E. H. COOPER, Sec'y.

TORONTO BRANCH

Annual Meeting—Chairman's Report—Report of Technical School Representatives—Election of Officers.

THE annual meeting of the Toronto Branch of the Canadian Manufacturers' Association was held in the Association Rooms on Tuesday, July 15th, at 2.15 p.m.

The following members were present: Messrs. J. O. Thorn, W. K. George, W. K. McNaught, J. H. Housser, F. B. Featherstonhaugh, J. R. Shaur, Geo. H. Howell, W. B. Rogers, J. T. Sheridan, Robert Crean, C. N. Candee, R. Millichamp, W. P. Gundy, Mendelssohn Piano Co., Nordheimer Piano Co., Frank Stanley, D. Taylor McIntosh, R. J. Christie, G. P. Breckon, J. A. Wells, A. S. Rogers, W. G. Francis, G. P. Beal, O. Newcombe, L. Huffman, T. A. Russell, S. M. Wickett, Gerrard Heintzman, J. G. Ridout, L. S. Klotz and others. The chairman, Mr J. O. Thorn, presided.

The report of the representatives on the Technical School Board, which was prepared by Mr. Van der Linde, was presented and read by Mr. A. W. Thomas.

ANNUAL REPORT OF THE REPRESENTATIVES OF THE CANADIAN MANUFACTURERS' ASSOCIATION ON THE TORONTO TECHNICAL SCHOOL BOARD.

This current year is the first during which the Canadian Manufacturers' Association

has had the right to four representatives upon the Toronto Technical School Board. During the year, some changes of importance have been carried out, most of them being along the line of progress. The most notable event was the securing of Dr. W. Pakenham as Principal of the School. Dr. Pakenham possesses, we believe, the very highest qualifications for the post, and a considerable change for the better is already apparent. There has been some tendency to limit the Principal's power, unduly we think. Your representatives propose to support the policy of giving the Principal the freest possible hand, especially in the choosing of his staff; and to hold him responsible for the results.

CITY COUNCIL AND TECHNICAL EDUCATION.

The city council have thought fit to cut down the appropriation for the Technical School by about 25%, and this policy has been persisted in despite the representations which have been made repeatedly to the Board of Control and to the City Council as a whole; showing that the present revenue has been exceedingly small. Deputations representing the Technical School Board as a whole; and others representing the Canad-

ian Manufacturers' Association, the Board of Trade and the Trades and Labor Council as individual bodies; appeared before the City Fathers several times, and represented the claims of technical education in most forcible terms, with very small effect. When the estimates were presented by the Board of Control to the City Council, a majority of aldermen voted in favor of the estimates, practically as sent in; but a two-thirds majority was not obtained, and in consequence the cut of the Board of Control was sustained. We take it that the business of the Toronto Technical School Board and of the Canadian Manufacturers' Association is quite foreign to municipal politics, but it may not be out of place to mention that the Mayor, and Controllers Crane and Loudon were very outspoken in their opposition to a progressive policy on the part of the Technical School Board.

EXPANSION NECESSARY

It is the opinion of your representatives that the time for debate as to the necessity of technical education has long gone by. Whether the technical school should be mainly supported by the City, by the Province, or by the Dominion, is probably a

question which may be left open for the present. But the fact that the City has already absorbed the whole output of the school, and the further fact that the enrolled students have this year numbered 1,810, will demonstrate clearly that the maintenance and expansion of the school is of the greatest interest to Toronto as a city, and that a liberal expenditure is justified by the probability that the work of the Technical School may prove to be a considerable factor in Toronto's future progress and prosperity. Your representatives at present have at hand no *exact* date on the question, but in rough figures they understand that the city of Birmingham, England, with a population about three times as large as that of Toronto, expends on what may be looked on as the larger technical education, approximately twenty times the amount of money that we are spending here. As Canadians, we are, perhaps, somewhat inclined to plume ourselves on our progressiveness, and to look upon the Old Country as conservative and slow; but there would appear to be food for thought in the above comparison.

ADVERTISE THE SCHOOL

The most direct method of influencing public opinion in favor of an extension of technical education in Toronto appears to be that of judiciously advertising the school. It appears that probably 90 per cent. of the inhabitants of our city are ignorant of the fact that such a school exists in our midst. Most of the remaining 10 per cent. know it is there, but do not know what it is for. This should not be; and your representatives submit that the best way to obtain liberal support of the school is to endeavor to educate the public on the subject. As soon as a favorable estimate has been formed of the work done, no doubt liberal grants will be forthcoming in its support. As to the shape that this advertising should take, your representatives find it difficult to offer an opinion at present. Something may be done by exhibitions of pupil's work, and by other similar means; but this plan will necessarily attract the attention of only a very small section of the public, and will not touch the broader matter of directing public sentiment into the proper channel. Technical schools are required in Canada mainly for the purpose of training workers, in distinction to our High Schools, which apparently aid in the production of teachers. In the industrial warfare of the future, a warfare which threatens to be as severe in its effects as any military campaign, that army will be best able to hold its own in which the soldiers possess the most efficient technical knowledge; yet, even amongst the teachers of the public we find a general apathy on this most important subject. If anything can be done to educate the school teachers, the newspapers and perhaps the preachers of Toronto, as to the nature and

necessity of technical education, much will have been accomplished.

PRACTICAL HELP

The Toronto Branch of this Association can greatly help the school in its work by giving employment, wherever possible, to its pupils. This applies not only to manufacturers, but also to other commercial houses, as the School now possesses a well organized department of Commerce and Finance.

SPECIALIZATION

The Association has in the past supported the general policy that some degree of specialization should be introduced into the course of the technical education. This idea is also strongly advocated by the labor organizations, and by the metal workers. Nothing could emphasize more strongly the inadequacy of the funds and the present number of teachers of the School than has been done by the discussion of this subject. It seems impossible to make more than the most insignificant beginnings in this direction, in which the curricula of the School are absurdly elementary. The quality of the incoming student is largely responsible for this. In discussion with the Principal and teachers it has transpired that the majority of boys commencing have, for example, no working knowledge of vulgar fractions, and an absolute ignorance of the nature even of decimal fractions; that their spelling, punctuation and English composition are so inferior, that in the commercial course it is necessary to devote a considerable portion of the time to teaching these elementary subjects. No harsher criticism could be made on the Public School system for which we pay so much. When the fundamentals of education are thus neglected in a city like Toronto, the hopes of higher education are not bright. Whatever means may be adopted to prevent children from leaving the Public Schools before passing out of the Fourth Book, which policy would probably prove a very useful one, there is no doubt that the most urgent need exists of some action which will secure continuity of the different educational stages. At present there is no system of co-operation between the Public

and High Schools on the one hand, and the Technical School on the other. It appears to your representatives that a rational scheme for the amalgamation of the educational Boards of the City is worthy of your best consideration. It appears to be only an ordinary commonsense business proposition that the conduct of these three grades of schools by one Board instead of three, will not only conduce to continuity, which is a prime necessity in Education, but would also greatly increase the efficiency of the schools, regarded as working machines, and might also effect great economies, both in cash and energy.

LIBRARY HIGHLY DESIRABLE

It is to be regretted that the School possesses no library. It is the opinion of your representatives that the goal towards which the policy and conduct of the School should be directed is that of becoming the headquarters for technical information of all kinds. If this is borne steadily in mind, it will be possible in time for the manufacturer and artisan of Toronto, as well as for the chemist, the chemical engineer and the engineer or architect, to turn to the Technical School whenever information of a truly technical character is required, with the assurance that all that is known of a particular question would be found there. This need can be best met by supplementing the Laboratory, and general teaching facilities of the institution, by a somewhat specialized reference library. Your representatives have already made some enquiries on this subject and find that donations of books will probably be freely forthcoming. As soon as sufficient information has been collected on the subject, it is proposed to bring this proposition before the Technical School Board.

All of which is respectfully submitted, on behalf of your representatives.

HAROLD VAN DER LINDE.

On motion of Messrs. A. W. Thomas and W. K. McNaught, the report was adopted.

The chairman then submitted the report of the Executive Committee of the Toronto Branch for the last nine months.

ANNUAL REPORT

In presenting this, the second annual report of the Toronto Branch of the Canadian Manufacturers' Association, your chairman has much pleasure in being able to outline for you a very gratifying year's work, showing that your branch is doing valuable work in the interests of the manufacturers of Toronto.

MEMBERSHIP

It was not to be expected that the membership of the Toronto Branch would be increased during the past year in the same

proportion as the membership of the parent Association, but I am pleased to announce that we have held our own, and have now 272 members in good standing, and the recent census shows that the manufacturers of Toronto find employment for upwards of 40,000 persons.

LATE W. E. H. MASSEY

I very much regret having to remind you of the loss by death of one of the active members of our Branch and also of the general Association, and one whom we

could ill afford to lose. I refer to the late Mr. W. E. H. Massey, and on your behalf suitable resolutions of condolence were conveyed to the bereaved family.

GENERAL POLICY.

Your Executive has followed the policy laid down by the Branch last year of dealing only with questions affecting us as manufacturers and not with those things which interest us only as citizens.

MEETINGS.

Our tenure of office has been of but nine months' duration. During that time eight meetings of the Executive were held, and while not as well attended by some of the members as I would have desired, we were nevertheless able to transact much important business. The change in the number of the Executive from five to ten and the carrying on of the work of the Branch by the Executive rather than by calling general meetings have both worked out satisfactorily.

We might briefly review the work of the past nine months as follows:—

ROYAL ARCH.

The matter of a deficit in connection with the Manufacturers' Arch was brought before the Executive by the Secretary of the Toronto Manufacturers' Royal Reception Committee and it was decided to vote \$100.00 of the funds of the Branch to assist in defraying the liability, which action I believe will meet with your approval, particularly as the Royal Reception Committee carried out a programme which did much towards drawing the attention of the Empire to Toronto's manufacturers.

TECHNICAL SCHOOL BOARD

In view of the importance of technical education to the manufacturing welfare of the City, the representation by the Toronto Branch of only two members on the Toronto Technical School Board, which numbers twenty-one, was considered insufficient. The request that the number be increased was presented to and urged upon the City Council, with the result that your Branch obtained the privilege of naming four members for that Board.

WEST END POSTAL SERVICE

The West End manufacturers having grievances regarding the delivery and collection of mails, addressed the Postmaster General, asking that more satisfactory arrangements be made. This action was approved by your executive, and the Postmaster General and others were notified that the action of the West End manufacturers had the support of the Branch. In addition, a deputation waited on the Postmaster General, pointing out these grievances and suggesting a remedy. I am pleased to announce that a new schedule for the delivery and collection of mails has now gone into effect, which is an improvement, but even yet there is unnecessary delay in

the delivery of the Eastern mail. I am pleased to note that a Branch Post Office is being erected in the West End, which when completed, will, I hope, give facilities for handling the mails more efficiently.

ELEVATOR TAX

In view of the proposed action of the civic authorities to appoint an elevator inspector at the expense of the manufacturers and others, a deputation waited on the civic committee and pointed out that many elevators in manufacturing establishments were already regularly inspected by a responsible inspector on behalf of the Insurance Companies who have assumed full responsibility for their safety; and further that elevators in factories are inspected by the Provincial factory inspectors and we therefore requested that the production of a certificate of inspection by a recognized Insurance Co. should be accepted by the civic inspector and no extra charge made by him; and your Executive was successful in this application.

TORONTO EXHIBITION

The City Council having decided to submit a by-law to the ratepayers for the purpose of raising the sum of \$133,500.00 to provide new and up-to-date buildings for the Industrial Exhibition, your Executive appointed a sub-committee who took active steps towards securing the united support of our members in favor of the by-law, and the policy of your Executive in this matter appears to have met with general approval.

I view with regret however the dilatory and unbusinesslike action of the authorities having the matter in charge in delaying the letting and completion of the contracts for carrying on the work, the result of which will be that the new manufacturers' building will not be completed in time for this year's Exhibition.

BEAUTIFICATION OF THE CITY

The question of beautification of the city came before your Executive on different occasions, but it was decided that the general work of beautifying the city lay outside the province of the Toronto Branch.

RE TAX EXEMPTION

What is known as the Bell By-law which provided for certain exemption from taxation to manufacturers expired this year and owing to changes in the Municipal Act the City Council had not the power to renew the same.

In view of the application of the civic authorities to the Provincial Legislature for power to pass a by-law to continue the exemption being likely to meet with opposition, it was suggested to the Mayor and Council that they should invite other municipalities to co-operate with them as we felt that it would be a mistake to ask for special legislation solely for the benefit of the manufacturers of this city.

A memorial was prepared by your Execu-

tive asking the Provincial Government on behalf of the manufacturers to restore the power of exemption to the jurisdiction of Municipal Councils throughout the Province.

A letter was also addressed to the Mayors and Councils of the cities and manufacturing towns of the Province, placing the matter before them in its true light and asking their support. In addition, a member of the Association in each Municipality was asked to give this matter personal attention.

A copy of the memorial was also sent to the Toronto Board of Trade inviting their assistance, and your Executive desires to acknowledge the valuable co-operation of the Board of Trade in this matter.

All manufacturers in the city whether members of the Association or not, were asked to join the deputation which presented the memorial to the Premier and members of the Cabinet, and afterwards to the Legislative Committee, and I am glad to be able to report that it was decided that the exemption should be continued until December, 1903, and this, of course, applies to all Municipalities in the Province, but after the expiration of the date named, Municipal Councils will have no power to grant exemptions except by a two-thirds vote of the ratepayers entitled to vote on such questions. The result of this will be clearly to make the granting of exemptions feasible in small municipalities, while absolutely impossible in larger ones.

This is a matter that will come before your incoming Executive, and I take the liberty of impressing upon you its importance and the necessity for action in good time.

NIAGARA POWER

Your Executive expressed their approval of the action of the Mayor and Council in taking steps to secure the transmission of electric power from Niagara to Toronto, and addressed a letter to the Premier of the Province urging the advisability of limiting or prohibiting the export of electric energy.

No practical information regarding the cost of transmission, distribution, etc., being placed before your Executive by the city authorities further action was not deemed advisable, so that you will observe we only endorsed the principle of the Municipality having authority to transmit and distribute electric energy. Since then a private company has secured a Dominion charter for transmitting electric energy from Niagara to Toronto, and I am informed that work will be commenced on the undertaking at an early date.

TEMISCAMING AND NORTHERN RAILWAY

A resolution approving the action of the Ontario Government in regard to the construction and operation of this railway was passed and presented to the Premier.

ROADWAYS

The action of the city council in appointing a Committee to consider the question of repair to city streets was approved. It is the opinion of your Executive that when permanent roadways are once put down at the expense of the property owners, that it should then be the duty of the city to keep them in proper repair out of the general taxes, and it is hoped that your incoming Executive will take steps to push this matter to a satisfactory conclusion.

TECHNICAL SCHOOL MAINTENANCE

Your Executive view with approval the general progress that has been made by the Toronto Technical School. The attendance has materially increased, and the general plan of teaching put on a more practical and beneficial basis. The sum asked for by the Technical School Board for maintenance for the present year, was considered reasonable by your Executive, and resolutions were passed protesting against the action of the Board of Control in reducing the estimate by \$2,000.00, in assuming there would be a Government grant of \$4,000.00, and in calculating upon an increase of fees over the receipts estimated by the Technical School Board.

In this matter your Executive acted with the Board of Trade and the Trades and Labor Council and appeared before the Board of Control and the City Council.

We regret to report that the City Council accepted the recommendation of the Board of Control and we desire to disapprove of this action as it must necessarily hamper the efficiency of the Technical School.

REMOVAL OF GARBAGE AND REFUSE

It has been proposed by the Committee on Works of the City Council to change the system of garbage collection and instead of paying for the same out of the general taxation, to charge the manufacturers for its removal.

Your Executive has taken the opinion of the manufacturers of the city in this connection and have recommended to your incoming Executive that this proposed charge be opposed.

FINANCES

The receipts for the last nine months, being 10 per cent. of the fees of the members, to which we are entitled, amount to \$204.00, and after paying sundry expenses of the Branch and including the grant previously mentioned to the Royal Reception Committee, leaves us a balance on hand of \$50.00 which is in the hands of the General Treasurer of the Association.

In submitting this our report for the last nine months I cannot but feel that your Executive has carried on a useful and successful year's work.

As you will note, many and varied subjects came before your Executive which were acted upon to the best of our ability. We

have been successful in all our undertakings with the exception of the grant to the Technical School, which is generally regretted.

Our tenure of office has been short, but the work, although taking considerable time, has been carefully attended to with considerable satisfaction to your Executive, and we thank the members of the Toronto branch for their confidence and support.

J. O. THORN,
Chairman.

It was moved by Mr. McNaught, seconded by R. J. Christie, that the Chairman's report as read be adopted.

The election of officers was then proceeded with and Mr. Thorn was asked to again accept the position of Chairman, but he insisted on not standing for the position as he believed it to be in the interests of the branch that the Chairmanship should be held from year to year by different parties. The elections resulted as follows:—Chairman, W. P. Gundy, W. J. Gage & Co.; Vice-Chairman, C. N. Candee, Gutta Percha & Rubber Company. Executive Committee—R. J. Christie, Christie, Brown & Company; J. H. Paterson, Toronto Hardware Manufacturing Company; J. T. Sheridan, Pease Furnace Co.; D. T. McIntosh, McIntosh Granite & Marble Company; Robt. Crean, Robert Crean & Company; F. B. Fetherstonhaugh, F. B. Fetherstonhaugh & Co; J. P. Murray, Toronto Carpet Manufacturing Co.; William Stone, Toronto Lithographing Co; J. H. Housser, Massey-Harris Co.; A. W. Thomas, Copp, Clark Co.

For Technical School representatives Messrs. Harold Van der Linde, Gerhard

Heintzman, A. W. Thomas and F. J. Smale were unanimously elected.

The nominations for the Executive Council, which nominations are to be voted on at the annual meeting in Halifax, were as follows: Messrs. J. P. Murray, Wm. Stone, J. O. Thorn, R. J. Christie, J. H. Housser, T. A. Russell, C. N. Candee, Thos. Roden, J. H. Paterson, A. W. Thomas, Geo. H. Hees, P. H. Burton, F. A. Ritchie R. Millichamp, Gerhard Heintzman.

The nominations for representatives on the Exhibition Association, twelve in number, were:

Messrs. W. K. McNaught, W. K. George, Geo. Booth, J. O. Thorn, H. G. Nicholls; J. R. Shaw and W. B. Rodgers, Furniture; T. L. Moffatt, and J. T. Sheridan, Stoves; T. A. Russell, Transportation; R. B. Andrew and F. Stanley, Music.

EDUCATIONAL CAMPAIGN FUND

Mr. Thorn introduced the subject of the Educational Campaign Fund and explained its objects, dwelling upon the necessity of the people of Canada being induced to ask for Canadian goods and to bring the importance of our manufacturing establishments before the country in general. Mr. W. K. George and Mr. T. A. Russell also addressed the meeting in this connection, both of these gentlemen dealing with the attitude of the West, and referred to the mistaken idea they have there with regard to the aims of the manufacturers.

They all urged the members to support the fund, which promises to do so much to change the attitude of Canadians towards Canadian-made goods and the Canadian tariff.

Arrangements for the Annual Meeting

Halifax, August 13th and 14th, 1902

TO OUR MEMBERS:—Notice is hereby given to the Members of the Canadian Manufacturers' Association that the Annual Meeting of this Association will be held in the City of Halifax on Wednesday and Thursday, August 13th and 14th, 1902.

Your attention is directed specially to the regulations given below which govern nomination and changes in the Constitution.

NOMINATIONS

Are required for President, First Vice President, Vice Presidents for each Province; also for the following Committees: Executive, Railway and Transportation, Parliamentary, Tariff, Commercial Intelligence, Reception and Membership, INDUSTRIAL CANADA and Industrial Exhibition.

Nominations for Officers and Committees must be sent to the Secretary not more than four weeks and not less than one week before the Annual meeting, but no member shall be nominated unless his consent has been obtained. Members will kindly take note of this and send in nominations not later than August 6th.

AMENDMENTS TO THE CONSTITUTION

Members have been forwarded a copy of the Revised Constitution, due notice concerning which has been given by a special committee appointed by the Executive Council. It embodies many changes which have been suggested, and members are asked to peruse it carefully that they may discuss any part of it when it is presented for adoption at the annual meeting.

TRANSPORTATION ARRANGEMENTS

Single fare for the round trip, good for two weeks! Members attending the annual meeting should purchase single fare tickets to Halifax, and receive at the same time a Standard Convention Certificate. This certificate on being countersigned by the Secretary of the Association at the meeting in Halifax will permit the holder to a return

ticket free. (Members may obtain same rate for their wives). The trip may be made over any railway in Canada (or by the Richelieu and Ontario Navigation Company between Toronto and Montreal). Members desiring to go by one route and return by another, may do so upon payment of \$5 00 extra.

The route chosen by the committee is *via* Montreal and Quebec, spending Monday, August 11th, in the city of Quebec. Special train starts from Montreal.

TICKETS (GOOD TO STOP OVER) MAY BE PURCHASED

On or after August 8th, and returning are good to reach destination on or before August 21st.

Special rate from Montreal over I. C. R., \$13.50. Special arrangements are made for members west of Fort William.

HOTEL ACCOMMODATION

May be obtained in advance at from \$1.50 to \$3 50 per day. Should you desire this please let the Secretary know at once.

SIDE TRIPS

Are being arranged as follows :

To Sydney and return \$2.50.

To St. John via Annapolis Valley and Bay of Fundy.

From Pictou to Charlottetown and Summerside, P. E. I. and return, \$2 75.

Convention tickets are good to return from either Halifax or St. John.

PROGRAMME

TUESDAY, AUG. 12th

8.00 p.m. Open Meeting.

WEDNESDAY, AUG. 13th

Open Business Session. Afternoon Session. 8 p.m. Evening Meeting.

THURSDAY, AUG. 14th

Morning Session. Concluding Business Session. 8 p.m. Banquet, (Addressed by leading Public Men)

The Woollen Section and the Implement Section are expected to meet. It is also expected that a section will be organized by the Stove Manufacturers.

TOPICS FOR DISCUSSION

Among the subjects for discussion referred to in the reports of the various committees are the following :

TRANSPORTATION

Steamship communication between Canada and Great Britain, British West Indies, South Africa, Australia, Japan and New Zealand.

Railway Commission.

Improvement of Canadian Harbors and Shipbuilding in Canada.

LEGISLATION

Improvement of the Act respecting Trade Marks, Designs and Patterns.

Importation of Skilled Alien Labor.

Postal Legislation Re Catalogues, Postal Insurance and Yukon Rates.

TARIFF

Policy of the Association during the coming year.

EXPORT TRADE

The sending of a Special Trade Representative to South Africa.

The Appointment of Representatives Abroad by the Government, Recommendations Re West Indies Trade. Canadian Building in London.

OTHER MATTERS

Educational Campaign Fund.

Technical Education.

All Canadian Exhibition.

New Canadian Trade Index.

Revision of the Constitution of the Association.

Election of Officers and Committees for the coming year.

The Annual Meeting will be the greatest event of the summer in Canada. The Excursion—the finest offered.

Please write the Secretary just as soon as possible as to whether you can attend or not, also giving the names of any friends who shall accompany you. Any further information will be gladly furnished on application.

Yours truly,

CANADIAN MANUFACTURERS' ASSOCIATION

ROBERT MUNRO,
President.

R. J. YOUNGE,
Secretary.

NEW MEMBERS, JULY, 1902.

American Dressing Co., Montreal, manufacturers of shoe polishes and blackings.

Auer Incandescent Light Manufacturing Co., Limited, Montreal, incandescent gas mantles, burners, glassware and gasolene lamps.

Beaver Oil Co., Montreal, lubricating and leather oils.

Christie, A., Woodworking Co., St. John, N.B., doors, sash, show cases, etc.

Daoust, Lalonde & Co., Montreal, leather and boots and shoes.

E. D. Davidson & Sons, Limited, Bridgewater, N.S., lumber, laths, shingles, etc.

Alfred Dickie, Lower Stewiacke, N.S., lumber.

Eclipse Office Furniture Co., Limited, Ottawa, office files and binding cases; metal vault fittings, steel snow shovels, etc.

Elliott Mfg. Co., Limited, Toronto, paper specialties and corrugated paper.

Emerson & Fisher, St. John, N.B., manufacturers of tinware.

Gananoque Harness Works, Gananoque, harness, collars, saddles, halters, blankets, fronts, winkers, box loops, saddlery, hardware.

W. J. Gibson, Gananoque, Ont., harness,

buggy cover irons, rivets, lace leather, gloves and mitts, and saddlery hardware.

Granda-Hermanos & Co., Montreal, Havana cigars.

The Wm. Gray & Sons Co., Limited, Chatham, Ont., fine carriages and sleighs.

Grosse, Walter, Montreal, lanterns, electric lamps, etc.

Gunn, Jno. A., (Dominion Furniture Mfg. Co., furniture and mattresses.

Jones, Simeon, Limited, St. John, N. B., Brewers, etc.

Lay Whip Co., Rock Island, Que., whips and lashes.

J. J. McGill, Montreal.

McLaren Belting Co., The J. C., Montreal, leather belting.

Maritime Casket and Wood Working Co., St. John, N.B., caskets and coffins and store fixtures.

Modern Printing Co., Montreal, job printing and binding.

Mortimer Company, Limited, Ottawa, printers and publishers.

Oil Well Supply Company, Petrolia, Ont., well boring tools, machinery and supplies.

Ontario Farmers' Cordage Co., Limited, Brantford Ont., binder twine.

Peters, Sons, C. H., St. John, N.B., manufacturers of carriages and upper leathers, larrigans and shoe packs.

Ransford, R. & J., Clinton, Ont., salt, lumber, staves, hoops, heading, etc.

A. W. Robinson, Montreal, dredge and steam shovels.

E. S. Stephenson & Co., St. John, N.B., pulverizer machinery, hoisting machinery. Engineers and machinists.

Sun Manufacturing Co., Montreal, manufacturers of sleigh bells.

Surprise Spring Bed Co., Montreal, surprise spring beds.

Watson Co., The Robert, Toronto, confectionery and chocolate.

ABOUT HALIFAX

The Tourist Association of Nova Scotia has forwarded to the office of the Canadian Manufacturers' Association a number of neat booklets containing a map and careful description of "The Garrison City by the Sea." One may be secured by request at the office, Board of Trade Building.

THE TRANSVAAL

Some time ago we requested our members desiring a share of the South African trade to send catalogues and general information to Moffat, Hutchins & Co., Cape Town. It is also highly desirable that catalogues, &c., be sent to Mr. J. W. Taylor, Exploration Buildings, Johannesburg. Mr. Taylor has been appointed correspondent member of the Association, and has written to this effect and any catalogues and information sent to him shall receive proper attention.

CANADIAN COMMERCIAL AGENTS

Reports from Jamaica, Australasia and Trinidad

(Copied from Monthly Reports, Department of Trade and Commerce)

JAMAICA

REPORT OF COMMERCIAL AGENT—MR. G.
EUSTACE BURKE

KINGSTON, JAMAICA,

The Honorable, April 30, 1902.

The Minister of Trade and Commerce,
Ottawa, Canada.

SIR,—In my report dated October 15 last, on enclosing an unpublished comparative return of the trade exchange between this Colony and the Dominion for the years 1900 and 1901, respectively, I stated that as soon as the figures were available, I should also forward you particulars of the Island's trade generally for similar periods.

I received a communication from the Canadian Manufacturers Association of Toronto informing me of the early arrival in this Island of the President of the Association and also its Secretary, and requesting me to compile for their convenience and guide, similar returns, and other information, which I readily did, as you will observe by a copy of the document enclosed, which I handed to Mr. J. F. M. Stewart, the Assistant Secretary of the Association (this document referred to was published in June "Industrial Canada").

My object in alluding to this, is to point out that the present enclosure will supply the information promised in my previous report, and it is also forwarded with the object of affording your department other information contained therein, and with a view to give the usual official publicity to such of its contents as you may think fit.

THE DELEGATES

The members of the Jamaica Society of Agriculture and Commerce, and Merchants Exchange, and others interested in the commerce of the Island, met Mr. Robert Munro, the President, and Mr. Stewart, the Assistant Secretary of the Association alluded to, at the rooms of the Jamaica Society on the 8th instant. Both gentlemen delivered very practical and interesting addresses pointing out the possibilities of Canada as a source of supply and "take."

The statements of Mr. A. W. Farquharson, (Crown Solicitor) one of the delegates who negotiated the pending Reciprocity Treaty with the United States and who also visited Canada (under instructions of the Secretary of State for the Colonies) with a view of stimulating trade relations between the two sister Colonies, were an unqualified endorsement of all the conditions I have persistently impressed regarding steamship service, quotations, packing, &c., &c., as necessary, if Canada is to obtain an appreciable portion of this Island's trading capa-

city. I am satisfied both delegates present were impressed with the remarks made and advice given, and will not fail in their report to their Association to give prominence to what they plainly must have noticed was the feeling and conviction of the meeting.

The committee which was appointed at the meeting met Messrs. Munro and Stewart, and it served a very useful purpose in the exchange of ideas and the arriving at of conclusions.

Prior to the meeting at the Chamber of Commerce, alluded to above, I had interviews with both representatives of the Canadian Institution, and while I pointed out to them the unquestionable lack of "up-to-date" steamship facilities necessary for the development of the desired trade, and expressing an undivided opinion that a subsidy alone, attendant with its penalties, and drawn up on lines to compete in every particular with the various services between this and the United States would adequately fulfil the desired end, I was particular to impress that steamships alone would do little without hearty co-operation of merchants, manufacturers and agriculturalists at both ends; and as the United States had already been pretty well "set" here, it behooved Canadian producers to be "up and doing," paying attention to every detail of the requirements of the trade, nothing being too insignificant to merit the proverbial "can't bother with that." It would be as correct to say that improved steamships by themselves could achieve the desired consummation, as to aver, that the arrangements of tariffs can by itself bring prosperity to any particular manufacture or industry.

Transportation facilities and commercial agencies can do a good deal, but I candidly confess it has been disheartening up-hill work for the agency in the past. Apart from representations made in my official reports from time to time, I have both through the Canadian Press and by private correspondence, endeavored to point out the defects of the Canadian methods of trading with this Islands as compared with their American cousins and English brothers, and the requirements and attention to minor details necessary to make a firm footing. But I am sorry to say little attention has been paid to my representations in the past. My only consolation—if consolation it could be—was from time to time recognizing from the reports of Mr. J. S. Larke (himself a Canadian) the Commercial Agent in Australia, that I was not exactly singular; nor was I satisfied for it to be supposed that it was the insignificant importance of this market, but

rather, I attributed it to the fact that, all these many years Canada catered rather for home consumption, and has but comparatively recently made a serious bid for export business on any appreciable scale, and had to be educated, so to speak, in the necessary successful methods.

With my conversation however with the gentlemen alluded to, and the candid acknowledgments, plain speaking, and explanatory addresses made by them at the meeting, I shall be much disappointed if a satisfactory era of trade relations between Jamaica and Canada is not only possible and probable, but imminent.

CANADA-JAMAICA STEAMSHIP COMPANY

With the advent of the above company, a couple of months ago, came the consummation of what I have always advocated as being a valuable contribution to the development of trade relations, viz., a direct service between this and St. John, N.B. Of course it is far from being all that could be desired regarding speed, freight and passenger accommodation, punctuality in itinerary, &c. the latter of which conditions is indispensable in the developing of the fruit trade. However, considering the line is in its infancy and is operating independently of a subsidy, much credit must be given to the pluck and energy of the promoters, and taking all drawbacks in consideration, the line promises well for the future, and I am satisfied will fully warrant not only its existence but additions to the present service.

Already over 12,000 bunches of bananas, besides coffee, cocoa, cocoanuts, oranges, &c., have been shipped for various points in Canada by this route, and the Island's statistical returns for the past and current quarter will be a record one as to direct trading with the Dominion.

FLOUR

I am pleased to be able to report that among the cargo brought down by the line, are various brands of flour, including "Five Roses," a high grade Manitoba brand of the well-known Lake of the Woods Milling Co.

Of course, as with all new articles being introduced in a market, it will take some time to get "set," but it has been practically demonstrated to be a first-class baker's flour, with a good yield, and as to keeping qualities, there can be no doubt on the matter. The low grade flours in time will also take an appreciable place on the market, and I hope in my next report to be able to report much progress. I keep samples in my office, in order to demonstrate at least, the keeping qualities.

COAL

Having in view the vast quantity of coal imported into this Island, and noticing recently that several cargoes were received from United States centres, I communicated with the Dominion Coal Co. of Cape Breton, N.S., advising them to forward me samples and other particulars, as it might be likely I could be successful in opening up a trade for them. After some little delay (perhaps unavoidable), I received the samples, and am now endeavoring to direct importers' attention "Canadianwards." I have reason to believe my efforts will not be altogether unsuccessful.

INSURANCE COMPANIES

It is a healthy sign of closer business relations to notice that within the last couple of months two Canadian companies have extended their business operations in this Island, viz: the Confederation Life and the Western Fire and Marine, which together with the Imperial and Sun Co.'s. and the Manufacturers Life, total five Canadian companies doing business here. There are several of the foremost English companies (both Fire and Life) besides German, United States and French doing a remunerative business in the Island for some years, and I see no reason why the Canadian companies should not receive a fair share of the volume of underwriting done.

TOURISTS

The season was a record one, both from Europe, the United States and Canada, the majority of visitors from the Dominion, coming from Montreal, Cape Breton and Toronto, via Boston and New York. This I submit is hardly as it should be, yet it is well that they do come; the circumstance has many possibilities. I am glad to say that all who I have had the pleasure of meeting, and they were many, expressed their unqualified delight and satisfaction with their visit, in many instances promising to return next season.

CONSTANT SPRING HOTEL

Operated by the Elder Dempster Co as also the Titchfield Hotel at Port Antonio, owned by the United Fruit Co., are both to be enlarged; the former I understand by the addition of some 200 rooms.

PERMANENT COMMERCIAL MUSEUM AND INFORMATION BUREAU

In a previous report I suggested as a method of familiarizing Canadian manufacturers and other products it would be well if a permanent Canadian Commercial Museum were established in Kingston. Having recently been reading in American Consular reports, as also that of the German and Belgian commercial agents, of the marked success which has attended similar institutions which have been established in other commercial centres of activity, I am strengthened in the opinion of the developing effect such a museum would have on the trade exchange between the two colonies.

Of course, an establishment of the kind would take money to inaugurate and maintain, but then I am satisfied it would be a most remunerative investment. It is not for me to suggest whether the idea should be taken up by the government, the respective boards of trade, or the merchants and manufacturers of Canada themselves; but of this I entertain no misgivings, namely, that it will give ample returns to its promoters both directly and indirectly. It could hardly be called a "speculation" seeing what similar commercial museums have done for the products and manufactures of their respective countries in foreign lands.

The museum could occupy a stand at the various commercial and agricultural shows held throughout the Island yearly, vulgarizing information of Canada's competing capacity through the length and breadth of the Island, in almost every line of manufacture, especially that appertaining to agriculture.

I indulge in the hope that the idea will be seriously taken up and I shall be only too glad to afford every assistance and information to further its promotion and altogether take a lively and active interest in its operations.

VISIT OF SIR ALFRED JONES

Sir Alfred Jones, the principal of the well-known shipping firm of Elder Dempster & Co., the proprietors of the Jamaica-Bristol direct line of subsidized steamers, and whose name is popularly associated with developing closer commercial relations between the Dominion of Canada and the Mother Country, paid this Island a flying visit on the 2nd ultimo.

In acknowledgment of the interest he is taking in the development of the resources of the Island generally, and his painstaking and influential endeavor to regenerate the country and divert to the Mother Country the balance of trade exchange which has been slowly but surely drifting to the United States, a right gracious reception was given him.

Apart from several other recognitions of high appreciations, the Mayor of Kingston on behalf of the citizens and the mercantile and agricultural community, presented Sir Alfred Jones with an address at the town hall on the Monday following his arrival, and on which occasion the building was filled with a most representative assembly.

This brings me now to

THE SUGAR INDUSTRY

which is my excuse for referring to the above incident, for now that Canada is seriously canvassing for some appreciable portion of the Island's trading, it goes that she must naturally be interested in the Island's industries and prospects, therefore, I have ventured to think the subject is well within the scope of this report.

Sir Alfred spoke very plainly but forcibly. While admitting that the banana business

did not yet attain a paying basis, yet there was every encouragement and hope for future remuneration. He never anticipated the undertaking would commence to pay under three years. Sugar cultivation was, however, what he desired to impress on the Colony, as he was convinced it was the only industry capable of bringing back prosperity to the Island.

This statement is fully endorsed in an excellent essay which has just appeared in the city papers, and which was prepared for the Agricultural Conference at Barbados of representatives of the various West Indian Islands, from the pen of Mr. H. H. Cousins, the agricultural chemist of this Island. Mr. Cousins is sanguine that "there is a bright future for sugar in Jamaica," and concludes an able thoughtful document as follows:—

"We can tell the world of capital that we can produce a ton of cane in Jamaica at a price that no other Island of the West Indies can approach. Our agricultural position in the matter is unimpeachable. Faith, perseverance and work are alone needed to lift the sugar industry of Jamaica into the very foremost rank of the Island's industries and sources of wealth."

BOUNTIES

It is recognized, as the abolition of the Continental Sugar Bounties will not take effect until September, 1903, the sugar industry in the West Indies cannot live out the period intervening without some outside assistance. The Jamaica planters, therefore, although conditions will not permit all of them taking advantage of the offer, and again, with all, the American market may still be more advantageous, are grateful to the Elder-Dempster Co. for having offered to take their sugars free of freight to Bristol. And with the grant in aid which the Chancellor of the British Exchequer has mentioned in Parliament, it will survive the interval of the continuance of the obnoxious bounty system. In the meantime it is expected that capital will be forthcoming for the erection of "up-to-date" central factories, and it is freely asserted that Sir Alfred Jones, and Mr. Chamberlain, the Secretary of State for the Colonies, are formulating a scheme for the betterment and advancement of the colony.

On the 23rd inst., a Central Factory Bill was introduced in the Legislative Council of the colony making provisions for the Government guaranteeing interests on invested capital in central factories for "the manufacture, preparation or curing of any of the agricultural products of the Island." Rate of such interest not to exceed 3½ per cent.

As I previously mentioned, in view of the expected improved relations between this island and Canada, I have thought it advisable to afford some information of present industrial conditions and the outlook for the future. Besides which, it may be of some

service, or guide, if it be contemplated to formulate some method of inducing appreciable shipments of sugar to the Dominion market, if not at present, perhaps at least in the near future, which will be significant of the Island's custom being increased proportionately.

EXPORTS AND IMPORTS

Both the imports and exports of the colony have recently been showing a marked improvement in value as compared with similar periods last year.

THE RAILWAY

Earnings have also considerably increased. These circumstances are regarded by the Government as a healthy turn.

RECIPROCITY

By the latest accounts it would appear that the convention drawn up with the United States and this Colony to be ratified by Congress, is all but dead. Taking all things into consideration, I doubt if the Island has lost anything by the result. Individually, I never saw its advantages for what was being surrendered. What effect the 20 per cent. preferential treatment which Cuba has been granted will have on the situation, remains to be seen.

THE BANK OF NOVA SCOTIA

The above institution continues to do a lively business and has proved a most formidable rival to the old Colonial Bank which for many years enjoyed the banking monopoly of the Island, there being no other like corporation in the Colony to share the business.

The health of the Island continues excellent and all that could be desired, while as a result of the high prices ruling for bananas an impetus has been given in an increased circulation of money. In consequence of very seasonable rains and other favorable conditions, full crops are anticipated for all of the Island's agricultural products.

Indulging in the hope that the visit of such distinguished ambassadors of Canadian manufacture and commerce, as the President and Asst. Secretary of the Canadian Manufacturers' Association will tend to strengthen the bonds of friendship and commerce between the two neighboring branches of the Empire,

I have the honor to be sir,

Your obedient servant,

G. EUSTACE BURKE.

AUSTRALASIA

**REPORT OF COMMERCIAL AGENT—
MR. J. S. LARKE**

SYDNEY, N S W., May 19, 1902.

The Honourable
The Minister of Trade and Commerce,
Ottawa, Canada.

SIR,—The unsettled tariff and the increasing drought are still the serious obstacles to business. The tariff has passed its second reading in Senate and is now in Committee,

from which it is not likely to come for some time if the amendments of which notice has been given are to be considered at any length.

The drought has almost absorbed interest in the tariff. It is increasing in its disastrous consequences, as the rainless days increase in number. Where good showers fell a month ago little good has followed as no succeeding rains have come to continue the growth which they started. There is scarcely a district in New South Wales where sheep are not being fed with forage, obtained now only at a high figure. In most districts rain, if it came, would be of little value, as it has become too cold for growth. The pastoral districts of Queensland are in a worse plight than even those of New South Wales. For the first time in its history the mail coaches have stopped running, as the Company, which has done this work for nearly half a century, have found it impossible to carry on the work. Parts of Victoria, South Australia, and Western Australia are also suffering. Tasmania and New Zealand are in much better circumstances.

There is a decrease of business both wholesale and retail, and payments of accounts are poorer as the natural consequence. There have been no large failures so far and the decline in trade is not so great as the situation might lead one to expect. The reasons for this are that prices of wool and produce are good, the output of gold is increasing and the coal trade of New South Wales, owing to low rates of freight obtainable, is brisk. The Governments of Australia are giving as much employment as possible on Public Works though there are loud complaints of lack of employment. The worst effect of the drought is yet to be felt, but as there has not been much overtrading and values of real estates and stock have not been made abnormally high by speculation, it is to be hoped that anything like a panic will be averted. With every effort and the use of the wisest precaution there must be heavy loss and suffering before the winter is over and the hoped for rains of another season bring back more prosperous times. The loss of stock and of wool will not be fully felt for nearly a twelvemonth, though it will immediately lessen the orders given abroad for goods.

TRADE OF NEW SOUTH WALES

A summary of the trade of New South Wales for last year has been issued. The figures for the last two years are :—

IMPORTS.	
	£
1900	
Coin and Gold bullion	4,679,103
Merchandise	22,881,968
Total	27,561,071
1901	
Coin and Gold bullion	4,044,791
Merchandise	22,883,427
Total	26,928,218

The value of the imports of merchandise, amounting to £22,883,427, exceeded by £1,459 the amount in 1900; but, the imports retained for home consumption amounted to £19,425,404, against £18,173,401 in 1900. The exports of domestic products amounted to £19,534,829, an increase of £1,995,531. The exports of gold from the State, in 1901, amounted to £381,055 only, as compared with £1,334,190 in 1900. The imports and exports of merchandise from the State for several years past are shown as follows :—

TOTAL IMPORTS.	EXPORTS.		
	Domestic.	Other.	Total.
1896. .20,561,510	16,742,691	6,267,658	23,010,349
1897. .21,744,350	17,057,543	6,693,529	23,751,072
1898. .24,453,500	17,727,067	9,921,050	27,648,117
1899. .25,594,315	19,221,854	9,223,612	28,445,466
1900. .27,561,071	18,873,488	9,291,028	28,164,516
1901. .26,928,218	19,915,884	7,435,240	27,351,124

The imports have not declined to the extent that it was anticipated they would have done, and the exports are better than it was feared they might be, due to a part of the wool of 1900 being held over until last year and the better price obtained. The wool of 1901 is credited as being worth nearly a million and a half more than that shipped in 1900.

Some figures have been published comparing the trade of this State for two periods of three years each which are interesting :—

	Imports for Home Consumption	Exports of Domestic Produce	Trans-shipment Trade Expts
1892	16,511,381	17,707,102	4,265,145
1893	12,280,025	17,094,213	5,827,010
1894	11,129,229	15,904,961	4,672,712
3 years..	39,920,635	50,706,276	14,764,867
1899	16,370,703	19,221,854	9,223,612
1900	18,270,043	18,873,488	9,291,028
1901	19,425,404	19,915,884	7,435,240
3 years..	54,066,150	58,011,226	25,949,880

A little study of these figures in memory of the occurrence of the decade shows some interesting facts from the industrial and financial points of view. In the first three years of the decade, when the company and banking crisis was in full operation, the import trade rapidly fell off, and the people of the State took less than £40,000,000 of foreign produce to supply their requirements, whereas they required £54,066,000 in the last three years. It must be remembered that the last three years were years by no means of plenty or of high prices, except for wool in 1899. Partial drought prevailed which reduced the flocks seriously. The

EXPORTS.		
Domestic Produce or Manufacture	Other Produce or Manufacture	Total
£	£	£
1,334,190	4,582,461	5,916,651
17,539,298	4,708,567	22,247,865
18,873,488	9,291,028	28,164,516
381,055	3,977,217	4,358,272
19,534,829	3,458,023	22,992,852
19,915,884	7,435,240	27,351,124

value of the figures lies in the evidence they afford of how rapidly the country can recover from its disasters, financial or climatic.

The trade with Canada for the last two years was :

	Imports	Exports
1900	£114,321	£66,403
1901	143,569	35,712

The decrease in exports was due to the large falling off in sugar. A comparison of the imports for the last two years is suggestive.

	1900	1901
From other Australian colonies	£10,164,080	£9,368,011
New Zealand	1,348,605	953,284
United Kingdom	9,923,117	10,102,941
Other British Possessions	1,005,154	1,057,419
United States	2,557,961	2,803,641
Other foreign co'ntries	2,562,154	2,642,922

Apparently the federation of the colonies did not increase the inter-federation trade, but there was no improvement in the conditions until the last half of the year, and even then the customs regulations necessitated by the circumstances of the union very much hamper the free exchange. The increased imports from the other British possessions were largely from Canada. From the first the actual increase of imports from the United States was considerably larger than the increase from the United Kingdom. The imports from other foreign countries have not shown a large increase.

THE TRADE OF FIJI

The imports and exports of Fiji for 1901 are given as :—

Imports	£351,182
Exports ..	548,804

I have not the returns of 1899 or 1900, but those for 1898 were :—

Imports	£234,849
Exports	534,105

This shows a considerable increase in imports which have grown but slowly in volume for a number of years preceding. I have no details of the trade of last year, but it is probable that it is very similar to that of preceding years. The Canadian imports in 1898 were £3,656, which last year should have considerably increased. The Canadian-Australian steamers now calling at Suva and the drought in Australia are conditions that favor direct trade with Canada. In 1898 the following articles were imported :—

Bacon and ham.....	£1,200
Bicycles	439
Boots, and shoes	3,008
Breadstuffs.....	16,605
Butter.....	3,403
Cartridges	634
Cheese.....	312
Doors and sashes	407
Drapery	27,403
Fruits, dried and pressed	783
Furniture	1,188
Gutta percha and India rubber.....	305
Hardware	14,775
Leatherware	1,707
Machinery, agricultural	1,585
Musical instruments	417
Oatmeal	253
Paints	1,482
Paper	504

Pickles	£935
Sewing machines	591
Shingles ..	113
Timber, dressed	2,579
“ rough	2,401
“ case.....	280
Vegetables and green fruit.....	3,880

In these lines, especially under present circumstances, Canada should do a good trade. Nearly all the purchases are made from this city. I am endeavoring to get the firms who do this trade interested in Canadian goods with some success, but the difficulty in the way is that these firms simply fill the orders sent from the islands and the dealers there know little of Canadian trade. It may be advisable to make a trip to the islands to examine into the conditions of trade. The volume of apparent trade for Canada would seem to warrant the expense.

PENNY POSTAGE

In consideration of the Government of New Zealand having acceded to certain cable arrangements, the Government of Australia has agreed to deliver letters from New Zealand having only a penny stamp without the surcharge. I communicated with The Honorable The Postmaster General asking for a like concession for Canadian letters. I have received the following reply :—

POSTMASTER GENERAL DEPARTMENT,
MELBOURNE, May 10, 1902.

SIR,—In acknowledging the receipt of your letter of the 24th ultimo, regarding the decision of the Federal Government to accept letters from England and New Zealand prepaid only at the penny rate of postage, and asking that a similar privilege be extended to Canada, I have the honor, by direction, to inform you that the decision of the Government was to receive, subject to approval of the country of origin, letters prepaid at one penny from all parts of the British Empire where that rate obtains, as fully prepaid. This was wired to the Imperial Postmaster General for communication to all countries concerned, but it has been objected to by the Imperial authorities as interfering with the postal revenue of Great Britain.

I have the honor to be, sir,

Your obedient servant,

ROBERT T. SCOTT,
Secretary.

J. S. LARKE, Esq.,
Commercial Agent for the Government of
Canada, The Exchange, Sydney.

There seems to be good reason to believe that the Government of Canada can secure this privilege by negotiating with the Commonwealth and Imperial Governments. If so it would relieve business with Canada from one of the annoyances it now suffers. Nearly one-half the letters from Canada bear a two cent. stamp only and the recipients are required to pay threepence additional before obtaining them.

THE PACIFIC CABLE

The Eastern Extension Company has been persistent in its efforts to secure an

agreement from the Commonwealth Government. The terms it asks have not been made public, but it is presumed that they are much on the line of those obtained from the Government of this state last year. No agreement has been arrived at, but it is understood that negotiations will be continued by the Premier while in London. It is but reasonable to suppose that any terms the Company may desire to secure will be adverse to the interests of the Pacific Cable, and Canada as a party to the Pacific Cable should be apprised of the terms before any further concession is made.

The Pacific Cable is now working successfully to New Zealand, Norfolk Island and Fiji. No figures of the work so far done are available, but I am informed that it is getting a fair share of the New Zealand work, and a considerable local telegraphing has already developed with Fiji.

CANADIAN TRADE

The circumstances of the time being considered, the orders sent to Canada are very good. In some lines they are much in advance of the same period of last year. It is probable that for the remainder of the year they will not be so good.

A number of Australian business men who have gone to England this year have arranged to return through Canada. Some of them are cash buyers and others are commission agents of a specially good class and there is every possibility that practical results must follow from their interviews with Canadian firms.

It is a very pleasant thing in visiting Australian importing houses to be told of the satisfaction given by Canadian business methods as by the character of the goods shipped. There is a steady increase in the number of Canadian firms who are thus complimented. Still there is much improvement yet to be made on the part of many shippers. Three instances have recently been brought to my attention. The first impresses the necessity of looking closely after the freight to New York on less than car lots, and most orders are for very much less than car loads. The competition is so keen that the relative rates of inland carriage frequently decides as to where the business goes. In most instances Canada is at a marked disadvantage as compared with the United States. Some arrangement should be arrived at for collecting smalls in the cities of Canada and thus getting close rates to the port of shipment.

Another impresses the importance of prompt attention to correspondence. This is as necessary where an order is declined as when it is accepted. Orders are often sent which cannot be accepted, but the receivers do not advise the order promptly of it. He naturally expects the goods in due time, does not order elsewhere, and the goods failing to come, he is unable to supply his customers. He probably determines to do

no more business with that Canadian exporter and perhaps advises others of his treatment. A recurrence of this neglect has proved a serious obstacle to extending the direct trade between the Canadian manufacturer and Australian wholesale houses and thus avoid the expense of an intermediary in New York. There are a number of firms who cannot be induced to send orders direct owing to some disappointments they have experienced when they did so. The use of a New York agent adds at least five per cent. to the cost of the goods, and in the end it all comes out of the pocket of the Canadian manufacturer. The Australian does not complain if a conditional order is not accepted, but he has a right to complain if he is not promptly advised, and it is better to do it by cable if his order has been refused.

Another emphasizes the importance of examining goods before shipment when they have been cased for some time. A shipment of excellent goods, save one line, a considerable portion of which had from some cause so decayed as to be useless has recently arrived. The rest of the goods gave great satisfaction, but the faulty line gave a bad reputation to the brand which will make it difficult to introduce it into the market. The loss on the freight, duty and other charges on the useless portion involves a considerable loss.

I beg to enclose a copy of a circular letter which I have mailed to Boards of Trade interested in the hope of securing a trade for Canadian firms which at present seems likely to be controlled from the United States.

I have the honor to be,
Your obedient servant,
J. S. LARKE.

OFFICE OF THE COMMERCIAL AGENCY OF
THE GOVERNMENT OF CANADA
THE EXCHANGE, Sydney, N S.W.
May 29, 1902.

The Secretary, Board of Trade

DEAR SIR,—New South Wales and Queensland are suffering from unprecedented drought. For seven years there has been a partial drought which has affected the interior, but this year it has spread to the eastern coastal districts. It is still spreading and has reached portions of Victoria and South Australia. It is said that forty millions of sheep are slowly starving, and the best flocks are being preserved only by expensive hand feeding. The surplus of breadstuffs were early shipped out of the Commonwealth in the anticipation that the harvest would yield many million more bushels than it did. As a consequence, prices have advanced to figures that make importation of some articles possible, even under the tariff, and if the drought continues will create a demand for almost all lines of foodstuffs that will bear transportation. The prices to the trade and duties of leading articles this day in the Sydney market are :

Articles.	Price.	Duty.
Flour, local	£ 9 0 0 to £ 9 10 0 per ton	£2 10 0 per ton.
" Manitoba	12 0 0 "	2 10 0 "
Wheat, local	0 4 7 "	0 1 6 per cental.
Barley, feed	0 4 2 "	0 1 6 "
Oats	0 3 4 "	0 1 6 "
Potatoes	5 0 0 "	1 0 0 per ton.
Onions.....	7 0 0 "	1 0 0 "
Peas grey	0 4 6 "	0 0 0 per bushel
" blue	0 6 9 "	0 7 0 "
Bacon	0 0 7 "	0 0 3 per pound.
Ham.....	0 0 9 "	0 0 3 "
Butter	0 1 3 "	0 0 3 "
Cheese	0 0 8 3/4 "	0 0 3 "
Eggs, store	0 1 4 "	0 1 6 per dozen

The duties are yet under consideration in Parliament. They may be reduced, but it is not probable that there will be any change.

In articles where the duties prohibit importation at present, there is a very considerable re-export to the islands which the duties do not affect.

The Fiji trade, particularly now that the Canadian-Australian steamers make Suva a port of call, should be open to Canadian exports.

I should be glad to obtain the names of firms who are prepared to export to this market with quotations delivered at Suva, Brisbane and Sydney. It will be necessary to get through freight rates from the point of production to destination. The quotations will, of course, be subject to fluctuations of the market but will be valuable in furnishing a fair idea when trade is possible. In making quotations it must be remembered that the Australian standard weight of a bushel of oats is forty and barley fifty-two pounds. It would be well to mail small samples of

grain. The butter would have to be shipped in cold and the meats and cheese in cool storage and freight estimates must cover charges for same. Cable addresses should always be given as the business will be done by cable. Terms will be cash, either by letter of credit or on presentation of documents here. In the latter case provision must be made in price to cover exchange.

Hitherto, except in the case of flour, attempts to get produce from Canada have not been very successful. It is alleged that the prices quoted, when enquiries have been made, have been those of local markets plus freight here, and in consequence the business has gone to United States firms which are thoroughly organized and secure best rates direct from the producer to their agents in Australia. It is in the hope of securing some of this trade for Canadian exporters I ask the attention of your board to this circular letter.

Very truly yours,
J. S. LARKE.

TRINIDAD.

Extracts from the Report of Commercial Agent, Mr. Edgar Tripp.

PORT-OF-SPAIN, June 6, 1902.

The Honorable
The Minister of Trade and Commerce,
Ottawa.

SIR,—Owing to the fiscal year of the colony ending for the first time on March 31 instead of at December 31 as in former years, comparison with annual trade previously, must, in this instance, be more or less approximate. I am glad, however, to report that, on the whole, notwithstanding the dark shadow which has hung over its main industry, the colony has maintained its reputation for steady progress.

What the future, the immediate future, may have in store, will altogether depend either upon the action of the Home Government with regard to the sorely oppressed sugar planters, or upon the chance of long suffering capitalists being willing or able once more to finance the next crop in the hope of the good time which has been so long in coming.

The marvellous thing is that, in spite of all, the colony on the whole keeps loyal to the core and keenly resents the very natural suggestions of some who think and say that

protection under the flag of the United States would be preferable to impending ruin with the Union Jack. However, let us hope that both these eventualities will be averted by the somewhat lately arrested wisdom of our rulers.

IMPORTS

	1899	1900	1901
Total value..	£2 535,965	£2,500,258	£2,651,600
Less, Bullion and Specie	252,984	125,288	93,461
	£2,282,981	£2,374,970	£2,558,139

Of these we received :—

From U. K..	£ 949,685	£ 881,894	£ 920,509
British Colonies ..	229,680	169,344	213,689
Foreign Countries ..	1,356,600	1,449,020	1,517,402

Showing how the protected foreigner finds happy market in this British Isle.

But Canada, in grateful response, I trust from us to her generous preferential treatment of British Colonial products, looms larger in our import figures also ; thus :—

	Canada	U. S.
1899	£62,629	£628,324
1900	66,255	605,405
1901-0	98,958	674,147

VIA NEW YORK

The above represents the direct imports, but according to a Custom House Return, commodities from Canada have also been imported via New York of value as follows, viz.:

Flour	£ 3,920
Potatoes.....	360
Fish	3,960
Timber	9,605
Oats	13,020
Peas	8,850

making a sum of £39,715 to be deducted from the United States total, and added to that of the Dominion.

SOME INCREASES

But taking direct imports only, the increased value on many articles is marked *e.g.*

	1900	1901-2
Flour	£ 2,490	£12,726
Potatoes.....	8,410	8,721
Fish	39,245	52,035
Timber, &c	8,650	9,165

	1900	1901-2
Oats	2,305	4,728
Peas	250	612
Bread.....	70	1,082
Butter.....	860	1,721
Cheese	625	1,044
Live Stock.....	60	704
Oils and paints.....	190	485
Wine		175
Cordage and twine	240	1,151
Boots and shoes		132
Musical instruments		204
Carriages		373

MANUFACTURES

Now that your foodstuffs appear to be gaining ground, it is to be hoped that similar improvement will speedily be shown with manufactures. No better step could have been taken towards this end than the recent visit of enquiry and inspection of the President and Secretary of the Canadian Manufacturers' Association. These gentlemen seemed eminently fitted for the important commission entrusted to them, and went

about their work with an energy and thoroughness which cannot fail to have good results.

CANADA AS A MARKET

Canada continues steadily to improve on our export list—not so fast as might be, but still with a steady progress that is encouraging, thus:—

1896	£ 8,045
1897	13,726
1898	21,645
1899	25,534
1900	29,380
1901-2.....	47,098

Notwithstanding fall in prices the value of our sugar taken by Canada rose from £15,990 to £31,340, and molasses from £1,790 to £3,500 Asphalt increased from £245 to £4,045, and hides from £25 to £1,040.

Correspondent Members of the Association

Letters from Melbourne and Curacao

AUSTRALIA

MELBOURNE, June 16th, 1902.

The Canadian Manufacturers' Assn.

Toronto.

GENTLEMEN.—I have read with the greatest interest the lucid and interesting address by Hon Dr. Montague, delivered at Hamilton on Jan. 23rd, and reported in the Feb. issue of INDUSTRIAL CANADA. I do not think a clearer statement of the business position in the Commonwealth, when Mr. Montague was here, could possibly have been contained in any essay of similar brevity. The speaker was singularly happy in his selection of illustrative figures, comparisons and observations, and his deductions therefrom are, in my opinion, sound and judiciously stated. My own experience in seeking to introduce Canadian manufactures in the various states during the past twelve months enables me to endorse Dr. Montague's conclusion that a considerable interchange of commodities between Canada and Australia can take place to mutual advantage, and is even now limited mainly by the want of direct steam communication between your Atlantic ports and our ports, say Adelaide, Melbourne and Sydney.

I could have wished to have been present to applaud Dr. Montague when he said:—"I hope the time is near when our fast Atlantic steamship line will be an accomplished fact, and that the highway of travel between the Motherland and Australia may be the Canadian route," and "How shall the trade between Australia and Canada be increased? In my judgment the first essential is that we shall put on a steamship line from the Eastern ports of Canada via South Africa to Australia. This would carry agricultural products from Canada as well as

manufactures. This, in my judgment, should be done at once." In these forcible sentences I think Dr. Montague sounded the keynote that should vibrate in the ear and understanding of every manufacturer in Canada who seeks customers outside the home markets. Once regular direct steamship communication is established between your Eastern ports and Australia, certain Canadian manufactures and products can compete on equal terms with any oversea competitors for Australian markets. The same disadvantage, of course, prevents the introduction of Australian products that Canada requires into your markets. I gather that Messrs. Alfred H. Post & Co., of New York, are officially recognized as shipping agents in N. Y. for Canadian exporters and I venture to express the opinion that such an agency is most desirable, as tending to a reduction in transport charges and to expedition in the despatch of goods, matters of much consequence to manufacturers in Canada, whose goods are obtaining a footing in our Commonwealth.

Our tariff is now under the consideration of our Senate and its final adoption will be delayed for some months, the Senate modifying chiefly all articles rated above 15% by the House of Representatives. If the latter does not accept the reductions proposed, a deadlock may ensue, or there may be a conference of the two Houses which produces finality. Meanwhile business is retarded.

Yours faithfully,

WILLIAM MCLEAN.

CURACOA

Mr. Jacob Jesurun of Curaçoa, who has recently been appointed correspondent member of the Canadian Manufacturers'

Association for that island, writes under date of June 30th as follows: "In answer to your letter by which I am informed that the Executive of the Canadian Manufacturers' Association have been pleased to ratify my appointment as Correspondent Member of the Association in Curaçoa, I beg leave to request that you will please convey my thanks to the Executive for the honor conferred on me in that appointment. I sincerely hope that my energies in fulfilling the situation will meet with the entire satisfaction of the Executive, as it shall be my earnest endeavor to carry out the mission entrusted to me, acting in accordance with the instructions addressed to me."

Mr. Jesurun, who had very kindly invited Mr. Munro and Mr. Stewart to visit Curaçoa, regrets that they could not make satisfactory arrangements to do so while in the other West India Islands.

Extracts from another of Mr. Jesurun's letters are of interest.

"I beg to acknowledge the receipt of your letter and complimentary copy of the Canadian Trade Index, for which please accept my thanks. Not only because I consider Canadian interests to be identical with those of Great Britain do I gladly respond to your request for assistance in bringing the usefulness of the book to the notice of all who may be interested in the information it contains, but also because I feel a personal and commercial interest in the matter."

"Please request manufacturers of all sorts of furniture, pianos, wall papers, carriages, electric lamps and fixtures to send their catalogues and price lists with discounts to this Consulate."

Two Interesting Letters

Trinidad and South Africa.

PORT-OF-SPAIN, Trinidad,

June 14th, 1902.

J. F. M. Stewart, Esq., Assistant Secretary,
Canadian Manufacturers' Association.

DEAR SIR,—Your favor of 20th inst. is to hand, and to-day I have pleasure in mailing to your address copies of two year books published in this island, and ask your acceptance of this with my compliments.

I note you will be publishing a special number of INDUSTRIAL CANADA for distribution in the West Indies, and will be very happy to distribute to best advantage copies that you send me.

Business with Canada is steadily and surely increasing, and I am getting my full share of the increase, and am well satisfied that making a specialty of Canadian goods is a venture of the right sort, and every day I am more and more convinced that business cannot be carried on in a one-sided manner; it must be a mutual exchange of products.

With a view to getting our sugar into your centres, I am consigning to-day 5 lots of different quality of sugar to separate consignees, and hope the quality will suit and result in further orders.

The Union Bank is now open and in full swing, and it will be a great factor in devel-

oping trade between the Island and Canada. With our staple sugar being produced at a loss of £2 upwards per ton, things are in a bad way here, and Mr. McRae, the manager of the Union Bank, will have all he can do to keep clear of bad papers; for there will always be some who would like to unload on him.

The following will give you an idea of increases of imports from Canada for year ending April, 1902, over that of 1901:

Butter, 2,368 lbs.; oats, 17,338 bushels; bread, 936 brls.; soap, 16,003 lbs.; furniture, £898; paints, £200; peas, £361; cheese, 2,368 lbs.

If I can be of service to you in any way do not think you are bothering me, but write away, and I will consider it a pleasure to be of use. We both wish for closer trade relations between the big colony in the North and the little ones in the South. With kind regards, yours faithfully,

(Signed) T. GEDDES GRANT.

CAPE TOWN, June 11th, 1902

Canadian Manufacturers' Association,
Toronto, Canada.

DEAR SIR:—We beg to acknowledge receipt of your favor of the 5th ulto. We

may state that we have decided to make a speciality of Canadian products of all classes, and we shall be pleased if you can introduce us to any of the large manufacturers and merchants in Canada. We are prepared to receive consignments on joint account and such would have our most careful attention.

Now that terms of Peace have been signed we are pushing forward in every possible way this business with your country, and see no reason why most of the products and manufactures presently imported from the United States could not come from Canada. If you can put us in touch with some of the large Agricultural Implement Manufacturers and Hardware Merchants, in addition to Flour Millers and Produce Exporters, we shall be obliged. We believe we could do a considerable business in Canadian Timber, so perhaps you would give us some assistance in this direction. We have lately come into contact with Mr. Wolff, one of your representatives here; also with Mr. J. G. Jardine, and have discussed trade prospects generally at considerable length with them.

Awaiting the favor of your reply,

We are, dear Sirs,

Yours faithfully,

(Signed) MITCHELL, COTTS & CO.

A TRIP TO HALIFAX

A Delightful Holiday.

THE Canadian Manufacturers' Association had a record convention in Montreal last year. This year will be just as successful. The good derived from such gatherings cannot be over-estimated. Comprising, as the Canadian Manufacturers' Association does, a membership of considerably over a thousand, extending from the Atlantic to the Pacific, it is probably doing more to-day than any other force to emphasize the oneness of Canada.

It is well for the manufacturers to become better acquainted with each other. It will necessarily result in more friendly trade competition. The exchange of ideas in different lines of business, discussions on general trade conditions and tendencies, and the many points that will come up in Convention and conversation are all valuable to to-day's progressive manufacturer.

THE OUTING

But away with business. The trip to Halifax is going to be the outing of the year. Members with their wives and daughters and friends, are coming from every quarter, not to spend all their time in working out transportation problems and

discussing tariffs, but to enjoy the company, the scenery and the outing, and a good time is assured.

THE ROUTE

The trip holds out great inducements. The expenses are small, single fare for the round trip from any point in Canada is cheap enough, and Montreal has a still cheaper rate.

From Toronto many will take advantage of the trip to Montreal by boat. The Kingston, one of the beautiful steamers of the R. & O. Navigation Co., will leave Toronto at 4 o'clock, Saturday, August 9th.

THE BOAT

The boat is beautifully finished and furnished in every respect, there are one hundred and fifty state rooms, large bath rooms, four parlors, cosy smoking rooms, a large deck, and a sleeping capacity for four hundred passengers, the dining room has a seating capacity for over a hundred persons.

ST. LAWRENCE

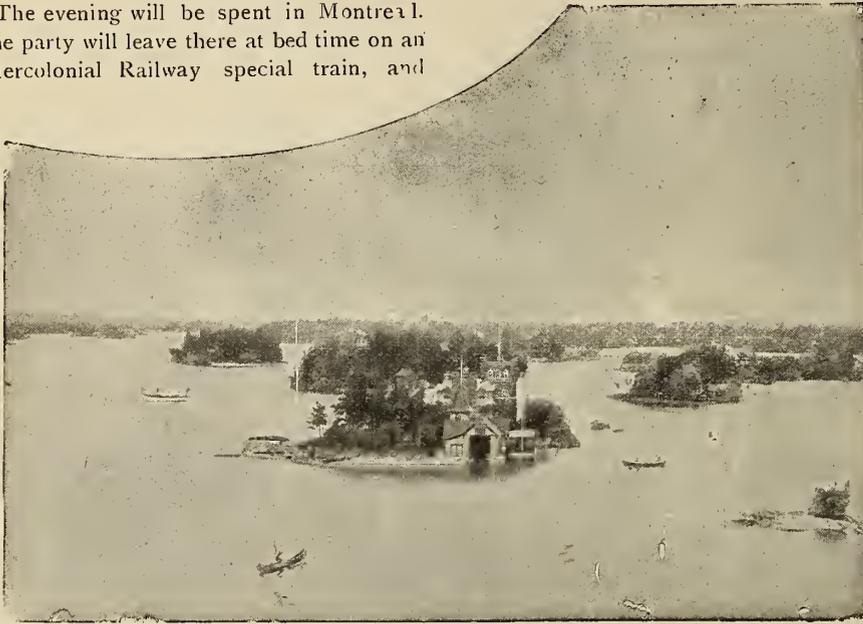
The party leaving Toronto Saturday afternoon will visit Charlotte, the port of

Rochester, the same night. The next morning at daylight Kingston with its many interesting features will be sighted, and by breakfast time they will be sailing among the Thousand Islands of the St. Lawrence. The scenery there cannot be described, but we can tell you the course will lie between Howe and Wolfe Islands, past Grindstone Island, stopping first at Clayton, New York, then along the United States Channel to the fairest gem in the cluster, Round Island. Right across from Round Island is Murray Isle with its summer attractions, and a few miles further on you pass the Thousand Island Park on Wellesley Island. From here you pass hundreds of small islands till you emerge into Alexandria Bay, a most popular and fashionable watering place, and a little further on the town of Brockville, called after the hero of Queenston Heights. Prescott is visited and after a short stay there you run into the troubled waters of the St. Lawrence, glide through the Galops, shoot the du Plat and approach the surging snow crested waters of the Long Sault which provides safe but exciting pleasure that will be long remembered.

Then you pass St. Regis, Cornwall, Coteau, run the Coteau Cedar Cascade and Lachine rapids, and anchor in Montreal in time for dinner Sunday evening.

IN QUEBEC

The evening will be spent in Montreal. The party will leave there at bed time on an Intercolonial Railway special train, and



AMONG THE THOUSAND ISLANDS, ST. LAWRENCE RIVER.

wake up in the Gibraltar of Canada. Here a whole day is spent and the quaint old city of Quebec will provide a most interesting day's sight-seeing. But in Quebec the party has been invited by the manufacturers of that city to partake of entertainment. This will consist of an excursion, leaving Quebec about noon, out to the famous Montmorency Falls, where luncheon will be served, and our Quebec hosts have thus outlined one of the most pleasing happenings of the trip.

Continuing eastward, the special train will leave Levis in the evening, and travel through a most interesting part of our country. You touch Riviere du Loup, Rimouski, and Little Metis. The valley of the Metapedia, and the joining of the waters of the Restigouche and Metapedia gives you scenery that cannot be excelled.

AT HALIFAX

Other interesting places and stretches of country are traversed before arriving at Halifax Tuesday afternoon. Then Halifax will practically be on its holidays. It looks as if business would be delegated to the time that is left, as a civic reception, a garden party, a sail on the harbor, and a banquet, are already arranged for. Social events must give way to sight-seeing for at least an hour or two, as Halifax in the summer is a beautiful city. Its gardens and parks are second to none, and its drives and the boating on the North West Arm can never be appreciated if neglected.

SIDE TRIPS

Other excursions are arranged for. One to Sydney, Cape Breton. There a city has

sprung up in a night, and there the price of steel for the world's markets will soon be settled. To get there you must run through a beautiful country, cross the Straits of

shore for a couple of hours the interesting harbor and city of St. John comes into view.

AT ST. JOHN

You arrive at St. John Saturday afternoon and will be well repaid for spending the next day there, and will receive a warm welcome from the prosperous manufacturers of that ambitious city. Then from St. John home your tickets are good the same as from Halifax.

Arrangements have also been made for those desiring to visit Prince Edward Island, "The Garden of the Gulf." For those visiting Sydney, the trip from Stellarton, across the Straits of Northumberland from Pictou to Charlottetown, from Charlottetown down the centre of the Island to Summerside, and rejoining the mainland at Painssee Junction, may be all enjoyed for \$2.75. For those not visiting Sydney, the trip may be taken from Truro for \$4.50.

It is a business man's convention, but it is the business man who can take his family and his friends with him on such an outing and enjoy the holiday to the full.

COME WITH US.

PALM OIL

Messrs. Macandrew, Moreland & Co. of Liverpool have forwarded to the Association samples of bleached palm oil suitable for soap makers.

This firm have also been trying to introduce into Canada what is known as shea butter, but its use in Canada is prevented by the duty, although palm oil, a similar article, comes in duty free. Shea butter is in no



IN LACHINE RAPIDS

which has been made famous as the "Land of Evangeline." You leave the train at Digby and cross over the Bay of Fundy to St. John. This sail is between forty and fifty miles, and just losing sight of the Digby

sense of an edible nature. It is produced from the shea nut tree, and is used in the making of soap and candles. On the continent of Europe it is in the same class as palm oil for customs purposes.

A Manufacturer's Impression of Dawson City, Yukon Territory

By Geo. H. Hees, Toronto

DAWSON has a population of 5,000, and is beautifully situated at the base of Dome Mountain, which is 2,000 feet above the city. The city is about two miles long and one mile wide. It slopes gently from the base of the mountain to the river and its streets are straight and regular. It is at the junction of the Klondyke Creek and the Yukon River. I shall not attempt to give a detailed description of my visit as the Canadian Manufacturers' Association has sent Dr. Wickett, and the Dominion Government has despatched Mr. George Anderson, to write up the country. I shall only try to give "touches" of what I saw, and learned during a brief visit on business and investigation.

CLIMATE

The climate of Dawson in the summer months is warm and genial. In June it is between 60 and 70. They are very proud of their lettuce and radishes, which are ready for the table the early part of June, but beyond these salads few vegetables can ripen before the frost comes. Their wild flowers are beautiful but void of fragrance. As the air is very dry in the winter months, the inhabitants do not mind the thermometer going down to 40 or 50 below zero.

BUSINESS PROSPECT

Those wishing to know the prospect of doing business with the merchants of Dawson should consult Bradstreet; in the January issue he reports 105 business houses, large and small, and in the July issue that number is reduced to 67, 55 of which have credit rating only, and 37 have both credit and capital rating; 12 of the 67 are branch houses with headquarters in Vancouver, Victoria, Seattle, San Francisco, etc., etc., where the buying is usually done for the Dawson branches. The jobbers of Vancouver, Victoria and Seattle send their travellers to Dawson for orders. The 67 include several quite large transportation and trading companies which own their steamships and steamboats. They carry their freight to St. Michaels and then transfer to the steamboats which carry their goods up the Yukon to Dawson, thus saving the exceedingly high freight rates that the smaller dealer is obliged to pay when he gets his supplies via Skagway, Alaska, thence over the "White Pass and Yukon railroad" and thence down the Yukon to Dawson. These trading companies are department stores and sell almost everything required by the people. Their buyers make semi-annual or annual trips to the East and buy a whole season's supply of goods and have them ready to ship up the Yukon on opening of navigation. The Yukon opens the latter part of May and closes early in October, being open only about 4½ months

of the year. With the close of navigation little else but the mail is brought in over the ice from White Horse—a haul of 450 miles.

THE BUILDINGS OF DAWSON

The buildings of Dawson are constructed of light wooden frames; the insides covered with building paper, then with cheese cloth, and finished with wall paper; they rest on stone or blocks of wood. Few, if any, buildings in the city are plastered, and being massed together are mostly considered too hazardous for Fire Insurance Companies to take risks on. They have recently inaugurated a paid Fire Brigade and now some of the shops are insured. In such cases, I am told, the yearly premium is ten per cent, and on private dwellings five per cent. The Trading Companies buildings are covered with galvanized iron and are therefore insurable.

IMPROVED TRANSPORTATION

In 1897, when gold was discovered in the Klondyke, almost anything could be sold at fabulous prices, as the long haul by pack trains over the White Pass or Chilcoot Pass, and thence down the river in scows—which often upset and lost their cargoes—made merchandise very scarce and of course very expensive. But that has been greatly overcome since the completion of the White Pass Railroad and the steamboats which now ply up and down the Yukon from St. Michaels to White Horse. Many of the prices in Dawson even now seem to the Easterner unnecessarily high.

COST OF LIVING

Governor Ross told me that but a year or so ago a dollar in the East would buy as much as six dollars in Dawson, but lately checking over bills he found the difference now is about one to four and a half. No coin less than 25 cents is used in the Klondyke. The three daily papers—smaller than our one cent papers—sell at 25 cents each, \$4 a month, \$40 per year in advance. All drinks, hard or soft, 25 cents, but all mixed liquors 50 cents, poor cigars 25 cents, or three fair ones for \$1. A leading barrister told me he thought he had passed the period of being surprised at Dawson prices, but that morning when he was charged 25 cents for a pair of common shoe laces he thought the price rather steep. Rents are very high. An office that rents in Toronto for \$30 per month would bring \$130 in Dawson. Small shops rent from \$10 to \$20 a day in advance. Dining room girls get \$100 per month and house servants from \$75 to \$125 per month. Hotel charges are more reasonable. A small room \$2.50 per day, breakfast or lunch 75 cents and dinner \$1; the meals are better than you would expect under the circumstances. Sample rooms from \$5 to \$10 per day; hauling baggage \$1 per piece.

CHURCHES, SCHOOLS, ETC.

The Government has shown its faith in the future of Dawson by erecting several large, substantial and handsome buildings. Its four churches and several school houses are well built and well attended. A large space on the edge of the city encloses the barracks, hospital and jail. The barracks are large and commodious and have accommodation for over five hundred of that splendid body of peace promoters, the Mounted Police. Dawson has two banks charging interest at the rate of 18 per cent per annum. There are 48 lawyers and 44 doctors. Two theatres and numerous dance halls furnish varied kinds of amusement for its people. Open gambling was lately suppressed, and "Faro" tables have been converted into tables for the innocent game of "Ping Pong." Dawson's "Zero Club" is nicely fitted up and well conducted and would be of credit to any Eastern city.

MR. WADE CORRECTED

I quoted to Governor Ross the remarks recently made in Toronto by Mr. Wade in a lecture before the Canadian Club, which was afterwards published in pamphlet form and scattered broadcast throughout Canada. He said, "When I tell you that only fifty miles have been worked, and that there are seven thousand miles of creeks in the Yukon, almost all of which are unprospected, you can have some idea of the future which lies before that country." Governor Ross said "that statement is misleading and should not have been made." Since 1897 hundreds and thousands of prospectors have been exploring and prospecting every creek and mountain in that country and no new discovery of importance has been made for more than a year.

GOLD OUTPUT DIMINISHING

I have permission from Mr. Senkler, Canadian Assistant Gold Commissioner, to use his name as saying, "The output of gold in the Klondyke last year was over 24,000,000 dollars. The production of the coming year, according to the Government's estimates, will not exceed 14,000,000 dollars, a falling off of nearly one-half. The reason for this very large decline is that the old creeks or 'finds' are being worked up, and no new discoveries have been made for more than a year." The hope of the Klondyke now is the discovery of gold-bearing quartz of sufficient richness to pay to work. So far no such quartz has been discovered.

OUTLOOK NOT PROMISING

I had exceptional facilities for seeing the gold fields as Mr. "Joe" Barrett, the "Klondyke Gold King" with his new pair of California high steppers gave us a 40 mile drive up to Grand Forks and Eldorado creek

We had with us Mr. Newlands, the Government's Secretary, and Mr. H. E. Ridley, the leading mining lawyer of the Klondyke. These gentlemen being familiar with every foot of the gold fields can take one to the most important and most representative mines. Many of the mines on the creeks are being worked to their full capacity. Many are being half worked. Many are working over their seconds or "tailings," and many of the mines have been worked out and are abandoned. It will take many years—some say 10 to 20 years—to work out the mines already discovered. The mines are now in the hands of those who have capital to work them, and they are being worked for all they are worth. It only follows, unless new fields are discovered, that the yield will grow smaller and smaller year by year.

GOVERNOR ROSS

The most popular man in the Klondyke is Governor Ross. He is universally liked, and when his wife and children were lost by the sinking of the illfated steamer *Islander* last year, a gloom settled over the community of the whole Territory. He entertains most generously and is a kind and genial host.

DAWSON SOCIALLY

Dawson is so favorably situated, and being the headquarters of the Government and Mounted Police for the Territory, whether the mines increase or decline, it must always be a city of importance.

A more orderly and law abiding city than Dawson cannot be found. Considering the nomadic people that flock to mining towns Dawson is comparatively free from vice and crime.

The social life of Dawson is one of its leading features. It has its social "400" and those admitted to its exclusive circle will find many charming and hospitable people.

MIDNIGHT SPORTS

One of the events of the year in Dawson occurs on its longest day, June 21st, when the people make a pilgrimage to Dome Mountain, back of the city, to see "the midnight sun." Dawson lacks a little more than one degree of being in the Arctic circle. In midsummer there is little difference in light between noon and midnight and it is a common sight to see its people playing outdoor games—Lawn Tennis, Cricket, Baseball and Lacrosse—after midnight. Saloons, restaurants, fruit shops, &c. keep open all night. On June 21st our party sent a pack horse laden with picnic eatables and drinkables to the top of the Mountain, where we saw the sun go down in the west at 10.35 p.m. and rise in the northwest at 1.30 a.m.; only two and a half points in the compass from where it descended. The twilight of the setting and rising sun made the light as bright as noon-day

and at midnight photographers took groups of visitors. The pictures, which I have seen, show a noon-day atmosphere. In winter all is reversed and during the shortest days the sun is visible only a little while about noon-day. There are many Toronto people in Dawson and all seem happy and enthusiastic over the glories of the "Golden North"

LABOR CONDITIONS

There is now in Dawson a great surplus of laborers, who are ready and eager to go to work. I am told there are ten applicants for every job available and yet boat load after boat load of adventurers are arriving almost daily to swell the crowd of idlers. Knowing these conditions and seeing in almost every issue of the *Seattle*, *San Francisco* and other papers the glowing accounts of the Klondyke one cannot help feeling that the transportation companies are responsible for those alluring stories. Dawson is about 4,500 miles from Toronto. From St. Michaels to Vancouver is about 2,800 miles and from St. Michaels up the Yukon to Dawson about 1,400 miles. The Yukon is navigable for light draught boats 1,760 miles. The cost of a two months' trip would be between \$500 and \$600 dollars.

THE LAND OF GOLD AND MIDNIGHT SUN.

No more beautiful or instructive trip can be taken on this or any other continent

than the one to the "Land of Gold." The ride from Vancouver up the inland sea; the hundreds of spouting whales; the awe-inspiring mountains; the beautiful water-falls that tumble down precipices thousands of feet high; the mountains and peaks covered with perpetual snow; the immense glaciers that sparkle in the sun like brilliant emeralds; the dangerous icebergs; our cousins' national bird, the golden eagle, that soars so majestically over crag and peak; the native Indians of this, up to a short time ago, almost unknown country; the hundreds of dolphins that playfully sport amid the spray of the steamer's prow; the queer places where the boat stops; the salmon canneries; the largest quartz mines on the continent, the Treadwell, at Douglas city, Alaska, with its thousand stamp mills; the rugged mountains at Skagway; the ride over that wonderful piece of engineering skill, the White Pass and Yukon Railroad, which ascends and ascends until it reaches the dizzy heights of one of the highest mountains in Alaska; the trip of 450 miles down the Yukon to Dawson; all this scenery for magnificent and rugged grandeur is unsurpassed, even unapproachable, and makes an impression upon the memory that time cannot efface. When this wonderful scenic country is better known tourists will turn their attention to this never-to-be-forgotten "Land of the Midnight Sun."

THE OSAKA EXHIBITION

THE fact that a great world's exhibition is to be held in Osaka, Japan, in the near future, has attracted considerable attention to that part of the Orient. This exhibition has been undertaken by the Japanese in order that they may profit by the display made there by foreigners, and as they are quick to adopt Western manners and methods, no doubt the commercial and industrial life of Japan will receive considerable impetus.

But from the standpoint of the foreigner the exhibition will be of great value. Not only will it introduce the wares of Western civilization to Japan, but the nearness of the exhibition to China and Hong Kong will

also serve as a valuable advertisement to those countries.

The Canadian Government is arranging for space for an exhibit of Canada's goods. It is reported that sufficient space in the exhibition buildings cannot be obtained and that it will be necessary to build a Canadian building. This will meet with the approval of exhibitors generally, but it is time to be on the move and any building erected there should be erected with Canadian building materials.

Canada's trade for the last three years with Japan, China and Hong Kong is shown by the following figures:

	JAPAN.		CHINA.		HONG KONG.	
	Imports from Japan.	Exports to Japan.	Imports from China.	Exports to China.	Imports from Hong Kong.	Exports to Hong Kong.
1899.....	\$2,018,107	\$135,269	\$751,392	\$290,085	\$ 10,145	\$19,589
1900.....	1,751,415	110,753	629,729	254,814	117,619	9,117
1901.....	1,619,105	187,933	839,917	505,194	42,181	42,349

Japan commercially is a new nation, but she has a sober industrious people who are willing to learn and who appreciate the indomitable industry that will be necessary to manufacture and occupy a place in modern competition. The Japanese Empire has greater variations in climate than Canada. The Southern part of its 4,000 islands enjoying continual summer while

northern part tastes the Siberian winter. The area is about 47,000 square miles, only about one-fifth being under cultivation. Railroads traverse all parts of the country, while modern telegraph systems, electric cars and telephone systems are used in all its large cities. The population of Japan is about the same as that of the United Kingdom, and has the prevalent

tendency to drift into her cities, among the more important of which is Osaka, the Manchester of Japan.

Osaka contains about half a million people and is the second largest city in Japan. It is a great manufacturing centre with thousands of employees, and its tall chimneys remind one of much older manufacturing

centres. A harbor is now being built at a cost of about \$1,000,000, which will undoubtedly make Osaka the shipping capital of the Empire.

It is very desirable that the Canadian pavilion should be well filled with the manufactured products of Canada. Many members of the Canadian Manufacturers'

Association have profited considerably by exhibiting at foreign exhibitions and these will make arrangements for Osaka in good time. To the others the Orient offers a valuable field and the Osaka exhibition a valuable medium through which to enter.

United States and the Canadian West

W. Sanford Evans

UPON the people of Eastern Canada two facts about the Canadian West cannot be too strongly impressed. The first is that the West is entering upon a period of unexampled development; and the second is that the United States is to be a chief factor in this development. From the United States has come during the past year, for the first time, a greater number of immigrants than from the United Kingdom or from Europe. The figures for Canada are, from the United Kingdom, 17,000; from Europe, 23,535; from the United States, 24,099; and it is a practical certainty that year by year the number coming into the Canadian West from the United States will so increase that the combined immigration from all other countries will prove but a fraction of it. In a paper read before the Minnesota State Bankers' Association in June, the prediction was confidently made that within a very few years the number leaving the United States for Manitoba and the Territories would be 200,000 a year.

NATURAL MOVEMENTS

About this prediction there is nothing improbable. Two movements go on among an agricultural population; one is toward the cities and another is toward new farming land. In thickly settled districts the farmers' sons who intend to follow farming must either buy out some neighbor or move to other districts. Those who sell out must, of course, move; and so it happens that there is a constant migration from thickly settled farming districts to those less thickly settled. Unless the United States undertakes irrigation on a gigantic scale it has not enough good unoccupied land left to meet much longer the demands of this migrating farming population. Of course the United States will support a vastly greater farming population than it now has, but it is not at present a question of support but of getting rich. The farmers who move want to make money, and there are no longer vacant lands in the United States that are attractive to ambitious farmers when compared with the prairie lands of the Dominion.

FINANCIAL CONSIDERATIONS

The movement of farming population from the United States to Canada is, therefore, natural and indeed inevitable. During the

past year hundreds of thousands have moved up from the south and east into the North-western States. Those accustomed to mixed farming would sooner purchase improved lands than do pioneer work and so, in most instances, they buy out farmers in the newer districts, who, in their turn, seek the vacant lands. It is these latter who are coming to Canada. They sell out at from \$25 to \$75 an acre and find in Canada at least as good land as they left at one-fifth or perhaps one-tenth of that price. It is a profitable exchange. Sentiment cannot long stand in the way of such a splendid business proposition.

DIRECTING SETTLEMENT

As a source of population which is all the Canadian West needs, the United States is, therefore, certain to be a great factor in its development. But there is another aspect to the case which should not be overlooked. United States capitalists are interested. There is money to be made out of directing the moving population of the United States to the vacant lands of Canada. It is worth a pretty good commission to direct the farmer from the East and South to the kind of land he wants in the North-Western States and it is worth another commission to direct to Canada the man displaced in the North-Western States. This commission is earned by buying and reselling the lands. It is possible for the same man or company to earn both commissions. For the past twenty-five years this exploiting of immigration has been a profitable business in the North-Western States. From years of experience men have learned how to carry it on successfully. Such men are now turning their attention to Canada. The immigration from the United States is not blind and haphazard, but it is being skilfully directed by men who understand the business. As is well known, one company recently purchased 1,100,000 acres in the Territories and already it claims to have turned over almost one-half of that great estate. Other companies are operating on smaller, though still extensive scales.

COLONIZATION COMPANIES

American capitalists are going to make money out of the settlement of the Canadian West. Canadians can hardly compete with them in this line of operations, because they

are not in so good a position to direct the tide of immigration from the United States. Canadian land companies and local real estate men are making money out of the same movement, but the American capitalists make their profits by performing a function Canadians are not in as good a position to perform. There is no reason why the same thing might not be done in the directing of population from the Eastern Provinces, and to some extent it is done, but few in Canada understand the business and no Canadian capitalists are in the field with anything like the same resources at their backs or the same enterprise in their methods. The poor success of the early colonization companies has not encouraged this kind of investment, and for some years the profits to be made out of it are likely to go to the United States.

INDUSTRIAL DEVELOPMENT

But there are other and perhaps more important developments likely to follow. The United States capitalists now exploiting immigration are either themselves engaged in other lines of business also, or are closely in touch with men who are. Grain dealers, elevator owners, millers, linseed oil manufacturers, men who deal in live stock or dressed meats, makers of agricultural implements—in short, the men who, on the other side of the line, handle the products of the West, or supply the greater needs of the West, have direct or indirect connection with the new movement towards Canada. There is not an important business interest in the Western States that is not now "sizing up" the prospects of Western Canada. The agricultural machinery men have made up their minds already, and the American-Abell Co., of Toronto, and the Deering Co., of Hamilton, are the first visible results. Within the last month 17 seats on the Winnipeg Grain and Produce Exchange have gone to United States purchasers and a number of other applications are on file. United States elevator companies are locating sites, and millers and other manufacturers have looked over the ground. All these men have had experience with conditions similar to those upon which the Canadian West is entering; they are able to judge them; they have made money, and they are on the look out for opportunities to

make more. When they think the time is ripe, they will take advantage of any openings Canadians neglect.

CANADIAN MANUFACTURERS MUST BE ALERT

Enough United States people of practical knowledge, large capital and ambition have visited Manitoba and the Territories during the past year to exploit all its peculiar industries, if they want to, and if the field is not adequately occupied by others. This is a fact to which Canadians should be alive. There is no cause for alarm, but there is no excuse for dreams of security on the part of those who now handle the business. If Canadians do not prepare to cope with the business as it increases, Canada will benefit by having United States firms come over to do what is necessary. No doubt such firms would sooner do the business of the Canadian West through their offices in the United States. There is an agitation from Minneapolis looking toward the abolition of the duty on wheat going into the United States or, to begin with, such modification of the bonding laws as will allow Canadian wheat to be ground in Minneapolis for export. What they may succeed in doing with their own laws we do not know, but it is probable that if we are careful with our laws we can make them come over to Canada to do the most of the business. As far as Canada is concerned, she will gain by any enterprise our neighbors show in trying to share in our development.

WHAT IS NECESSARY

It is only a question for Canadian business men and manufacturers to consider whether they want to keep the bulk of the business of the West in their own hands.

The facts to be noted with regard to the United States people and the Canadian West are, therefore, that from the United States is almost certain to come the great proportion of the immigration; that American capitalists are going to make most of the money out of exploiting settlement; that the same or other United States capitalists will establish elevators, buy grain, manufacture it and do anything else in connection with the products of the West that there is money in, and that Canadians do not fully cover; and that they will also manufacture for the Canadian West, and even go into the wholesale distributing business if Canadians do not keep up with the demands of the times. As the Prince of Wales would say, "Wake up."

TORONTO'S GREAT EXHIBITION

Manufacturers, it is gratifying to hear, are standing loyally by the great Agricultural Exposition and Industrial Fair to be held in Toronto from Monday, Sept. 1st to Saturday Sept. 13th. In spite of the addition of a handsome, well-adapted art gallery and a well-equipped and convenient dairy building, every inch of space will be occupied. Entries of manufactures, stoves, implements and machinery can be made up to Saturday, Aug. 9th, and Superintendent Unitt, of Manufactures and Industries will endeavor to find accommodation for them, but it is a case of the early bird getting the choice of food, and therefore, the intending exhibitors should make their requirements known at once. All the buildings have been put in a thorough state of repair and been submitted to a complete system of renovation. The grounds, too, in several respects, have been re-arranged, so that visitors will find in

several ways a new and improved order of things. The latest developments of electricity will be among the exhibits, while included in what are known as the special features, will be found many of the cleverest and most brilliant novelties of the day, not overlooking the great Bolossi Kiralfy's magnificent spectacle "The Orient," which for a year was the wonderfully successful attraction at Olympia in London the Great. Especial attention is directed to one most important provision in this year's prize list, namely, that all articles of manufactures, implements, machinery, stoves, ladies' work, fine arts, etc., must be in position by 6 p.m. on Saturday Aug. 30th, as the formal opening takes place this year on Monday, instead of, as usual, on Tuesday.

NOVA SCOTIA EXHIBITION

Manager Wood of the Nova Scotia Provincial Exhibition, writes INDUSTRIAL CANADA that the Exhibition to be held in Halifax, Sept. 10th to 18th promises to be the best in the history of the Exhibition. A large number of manufacturers have applied for space and the indications are that the industrial exhibit this year will be above the ordinary.

MOFFAT, HUTCHINS & CO.

The above firm, the correspondent members of the Association for South Africa, have been reported to some of our members as having retired from business. Nothing is further from the intention of Moffat, Hutchins, and they have only within the last few weeks added several Canadian firms to the list they already represent. It is unfortunate that this report has been circulated, but we assure our readers that it is entirely without foundation.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies—A merchant in Brisbane, Australia, with business experience in the United States and South Africa desires to represent Canadian Manufacturers in a position to cater for the Australian market. He is in a position to pay cash against documents and desires to receive catalogues from Canadian firms. He is particularly interested in wood work machinery, lifting machinery, pumping plant, electric railway lighting, pump and mining apparatus and electrical supplies.

A firm under good references and pushing Canadian business in Cape Town, S.A., asks to be put in touch with agricultural implement makers, manufacturers and hardware merchants and also

flour manufacturers and exporters. They state also that good business can be done in Canadian timber and desire to correspond with our exporters.

A firm in London, England desires to represent Canadian Exporters of iron and steel bars, hoops, pipes, bolts, bars, nuts, rivets, washers, engine tools, engine waste, etc.

A firm in Southbend, Essex, England, desires to act as an agent for Canadian exporters.

A Hamburg, Germany, firm asks to be referred to Canadian wood pulp manufacturers desiring representation on the Continent.

A London firm in a position to act as agent between producer and retailer

desires to get into touch with Canadian dairy and poultry producers seeking a market in England.

A Dudley, Bilston, England, firm are open to take up the agency for Canadian manufacturers of pig iron, steel rails, etc.

A commission house, established for some years in London, is open to do business with Canadian exporters of wood pulp, pulp wood, food and dairy products such as cheese, butter, eggs, etc., and fruit pulp.

A London firm is desirous of representing Canadian exporters of wood pulp, phosphate of lime and other chemical products.

A firm in the Midlands is open to represent on commission Canadian ex-

porters of produce such as eggs and butter, especially pickled eggs.

Canadian Products.—A firm with places of business at **Milan** and **Rome**, in Italy, desire to purchase or to sell on commission all classes of **Canadian products** for different wholesale businesses.

Cardboard—A firm in **Bristol, Eng.**, giving a Toronto reference desire to purchase or sell on commission **cardboard** for **box makers** and **book binders**. Quotations per ton are asked for.

Chairs—A firm of wholesale furniture dealers and upholsterers in **London, England**, established in 1880, desire to procure the above article in Canada

Chair Stock—A firm in **London, Eng.**, asked for the name of manufacturers of chair stock to be supplied in the white.

Chimney Pieces—A firm in **Alexandra Road**, North of England, enquire for names of Canadian manufacturers of wood chimney pieces or overmantels.

Couches, Cradles, Desks—A firm of wholesale furniture dealers and upholsters in **London, England**, established in 1880, desire to procure the above articles in Canada.

Doors—A firm in **Cape Town, South Africa**, desire to purchase pine doors. Prices quoted f. o. b., Steamer St. John or New York. The doors to be ordinary four panel, flush mould doors; packed in bundles of five, with panels and doors properly protected. The dimensions of doors may be secured from the office.

Fish, Cod—A Geneva, Italy, house asks to be referred to a leading Canadian exporter of Labrador cod.

Leather—A firm in **Bristol, Eng.**, giving a Toronto reference, desires to purchase or to sell on commission **leather for shoe manufacturing**. Prices are asked for per ton f. o. b., Bristol.

Lumber Mouldings—A Welsh importer is desirous of obtaining f.o.b. prices at Canadian ports and c.i.f. prices, **Bristol** or **Liverpool** for Canadian spruce and pine lumber mouldings, etc.

Matches—A firm in **Wellington, New Zealand**, desires to secure the Agency of a Canadian manufacturer of matches for the New Zealand market. He already has established business connections in that line and owing to the amalgamation of the company he represented it was necessary for him to give up the

English agency he was holding. Prices are asked for c.i.f. or f.o.b. shipping point each against documents.

Oils and Greases—A Welsh importer is desirous of obtaining f.o.b. prices at Canadian ports and c.i.f. prices **Bristol** or **Liverpool** for oils and greases in barrels or drums

Oil Cake—A London firm have asked to be placed in communication with some of the principal oil cake mills in Canada.

Pig Iron, Steel Rails, Billets, Etc—A Canadian firm of engineers, with a branch in England, are open to take up the agency for Canadian manufacturers of pig iron, steel rails, billets, iron and other ores, wood pulp, etc.

Paper—A firm in **Bristol, Eng.**, established for twenty years in the wholesale business and sending a Toronto reference desire to purchase or sell on commission wrapping paper.

Starch—Enquiry is made from **London, England**, for names of Canadian manufacturers of thin boiling starch.

Timber—A firm in **Glasgow** desires to purchase timber suitable for cutting into thin sheets for fruit baskets, etc. At the present time aspen from the Baltic is used, but they believe spruce or other Canadian timber would be suitable. Timber is desired for rotary cutting and as free from smell and knots as possible. Suitable size is about 7 feet long, 9 x 22 and they desire prices quoted c. i. f. Stearling.

Trunks—A firm of wholesale furniture dealers and upholsterers in **London, Eng.**, established in 1880, desires to procure the above article in Canada.

Wood Flour—Enquiry is made for Canadian shippers of wood flour by a London, Eng., firm who are needing a considerable quantity.

Wood Pulp—A firm in a good position to undertake the agency in London of a large wood pulp mill in Canada desire to correspond with an important concern not already represented.

SAMPLES OF STAPLES

The numerous interesting articles brought from the West Indies by the Assistant Secretary of the Association, a list of which was given in the June number of INDUSTRIAL CANADA, may still be seen in the Association Rooms. Many manufacturers have already called to see them, and they gave a fairly good idea of the different lines of hard-

ware, harness, hospital goods, etc., used in the different islands.

TRADE NOTES.

The head office of the Canada Paper Co., Limited, has been moved to Windsor Mills, Quebec.

The Japanese navy department have placed a contract for twelve 450 H.P. boilers for a new arsenal and steel works in Japan with Babcock and Wilcox, Limited.

A new edition of the "General Directory of South Africa" is being published by Kelly's Directories, Limited., which firm has an office in Toronto. The directory contains an alphabetical arrangement of the different towns and cities and a classification of the trades and professions throughout the whole of South Africa.

The "Industrial Advocate," a monthly journal published in Halifax, and which describes itself as "devoted to the mining, milling, manufacturing, and mechanical interests of the Maritime Provinces," comes to hand this month increased in size. The journal now makes its field wider than formerly and will, accordingly, find that a wider interest will be taken in its columns. Forestry, fishing, ship-building, etc., are now given a separate page.

Correspondent Members

CANADIAN MANUFACTURERS' ASSOCIATION

The following have been officially appointed correspondent members of the Association for the districts named. The appointments were made only after the executive were assured as to the reliability and good standing of the parties, but no liability is assumed by the Association. They will furnish free to members preliminary information with reference to the markets in which they are situated.

AUSTRALIA—

Brisbane, Queensland—D. H. Ross.
Sydney, New South Wales—Charles Dobson, Strand St.
Melbourne, Victoria—William McLean, 107 Elizabeth St.

BELGIUM—

Emile Pauwaert, Ghent, Belgium.

BRITISH WEST INDIES—

Barbados—C. D. Davies, Bridgetown.

CAPE COLONY—

Moffat, Hutchins & Co., P.O. Box 185, Cape Town.

CURACOA—

South America—Jacob Jesurun, H. M. Consul.

GREAT BRITAIN—

Harrison Watson, Curator Canadian Section Imperial Institute, Imperial Institute Road, London, Eng.

GERMANY—

Henry Becker, 45 Huhnsgrasse, Cologne.

NEW ZEALAND—

Th. de Schryver, Auckland.

TRANSVAAL—

J. W. Taylor, 10 Exploration Buildings Johannesburg.

MEMBERS' BUSINESS DIRECTORY.

The attention of Members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

ACCOUNT BOOKS.

The Brown Brothers, Limited,

51-53 Wellington West, TORONTO,

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

ACCOUNT BOOK PAPER

The Rolland Paper Company

Quebec, MONTREAL, Toronto

Makers of Account and Ledger Papers, "Super-fine Linen Record," "Canadian Linen Ledger," "Earncliffe Linen Ledger," Grand Prix, Paris, 1900.

AGRICULTURAL IMPLEMENTS.

David Maxwell & Sons,

ST. MARYS, ONT.

Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

Massey-Harris Co., Limited

TORONTO, CANADA

Largest manufacturers of Binders, Mowers, Rakes, Reapers, Tedders, Cultivators, Seeders, Drills, Harrows, Pulpers, Root Cutters, Ensilage Cutters in the British Empire.

ARCHITECTURAL & ORNAMENTAL IRONWORK.

Canada Foundry Company, Limited,

Head Office and Works, TORONTO, ONT.

District Offices: Montreal, Halifax, Winnipeg, Vancouver, Rossland.

Beams, Channels, Columns, Angles, Plates, Grills, Fences, Railings, Bank Fittings, etc. Designs sent on application.

ASBESTOS.

The Eureka Mineral Wool & Asbestos Co., 136 Bay Street,

TORONTO.

Asbestos Cement, Paper, Mill Board, Wick, Rope, Pipe and Boiler Coverings, Packings, etc.

AXES.

Dundas Axe Works,

DUNDAS, CANADA.

P. Bertram, Manager.

Manufacturers of all kinds of Chopping Axes, making a speciality of quality and finish.

BAGS.

Dick, Ridout & Co.,

77 York Street, TORONTO.

Manufacturers of Jute and Cotton Bags, Hessians, Twines, &c.

The Canada Jute Company, Limited,

492 William St., MONTREAL.

Manufacturers of Jute and Cotton Bags. Importers of Twines, Hessians, Baggings, etc. Telegraphic address, "Calendar," Montreal.

BANK AND OFFICE FITTINGS.

The Globe Furniture Co., Limited,

WALKERVILLE, ONT.

Manufacturers of Counters, Screens and Metal Work for same; Standing Desks, Dado, Doors and General Interior Finish; Store Fixtures.

The Monetary Times,

TORONTO.

Every reader of "The Monetary Times" is a likely purchaser of anything in the line of Desks, Chairs, Cabinets, Counter Railings, Cages, Partitions, Book Racks or Display Stands. A one inch card costs but \$30 yearly.

BELTING—LEATHER.

The Beardmore Belting Co., Limited,

TORONTO, ONT., 39 Front St. East.
MONTREAL, QUE., 57 St. Peter St.

Manufacturers of Leather Belting, Dynamo and Double Driving Belts our specialty. Write for discounts.

BICYCLE SUPPLIES.

Boston Wood Rim Co'y, Limited,

TORONTO.

Manufacturers "Laminated" and "One Piece Rims" for Bicycles, Motor Carriages, Sulkies, etc. Mud and Chain Guards.

BICYCLES AND MOTORS.

Canada Cycle & Motor Co'y, Limited,

TORONTO, CAN.

Mfrs. of Bicycles, Motor Vehicles, Marine Motors and Launches. Works—Toronto and Brantford. Catalogue on application. Cable address, "Cyclemote" Toronto. A. B. C. and A. I. Codes used.

BILLIARD TABLES.

Samuel May & Co.,

74 York street, TORONTO.

Billiard Table Makers. Billiard and Pool Ball Turners. Billiard Cue Makers. Billiard Cloth Importers.

Send for Catalogue and Price List.

BOILERS—WATER TUBE.

The Canadian Heine Safety Boiler Co.

Esplanade, Opposite Sherbourne St., TORONTO.

Water Tube Steam Boilers for all pressures, duties and fuels. Marine and Stationary, from 50 to 600 horse power units.

George Brush,

34 King St., MONTREAL.

Manufacturer of Steam Boilers, Marine and Stationary, and Kingsley Patent Water-Tube Boilers, the best and most economical boiler in the market.

BOOTS AND SHOES.

The Ames-Holden Co. of Montreal,

MONTREAL, QUE. Limited.

Boots and Shoes. Sole selling agents for the Granby Rubber Company. Branches—St. John, N.B., Toronto, Ont., Winnipeg, Man., Vancouver, B.C., Victoria, B.C.

J. & T. Bell,

(Established 1814.)

178-180 Inspector St., MONTREAL.

Fine Footwear.

BOX MANUFACTURERS.

G. & J. Esplin,

Office, 120 Duke St., MONTREAL, QUE.

Box Manufacturers, Lumber Merchants, Saw and Planing Mills.

BOXES—WOOD.

Barchard & Co., Limited,

135-151 Duke Street, TORONTO.

Manufacturers of Wood Packing Boxes of every description.

Wood Printers.

Telephone Main 30.

BRASS GOODS.

Established 1828.

Garth & Co.,

536 to 542 Craig St., MONTREAL.

Brass and Iron Founders,

Plumbers and Steamfitters.

Fire and Water Department Supplies.

The Robert Mitchell Co., Limited,

MONTREAL.

Manufacturers of Brass Goods for plumbers, gas and steam fitters. Gas and Electric Light Fixtures, Ornamental Brass and Iron Work.

The James Morrison Brass Mfg. Co., Limited,

89 to 97 Adelaide St. W., TORONTO.

We make and handle everything for Engineers and Plumbers; Gas and Electric Fixtures.

Telephone Main 3836.

Brushes, Brooms & Woodenware**United Factories, Limited,**

Head Office, TORONTO, CAN.

Operating Boeckh's Toronto Factories, Bryan's London Factories, Cane's Newmarket Factories.

**The MacLean Publishing Co., Limited,
MONTREAL AND TORONTO.**

Brooms and Brushes, &c., of Canadian manufacture should be advertised in "The Canadian Grocer." It is the only exclusively Grocery paper in Canada, and brings manufacturers in close touch with wholesale and retail trade. Drop a card of enquiry to 232 McGill Street, Montreal, or 10 Front St. E., Toronto.

Meakins & Sons,

HAMILTON.

Meakins, Sons & Co'y, Montreal.
Manufacturers of Brushes.
Toronto Office, 74 Bay Street.**Taylor, Scott & Co.,**

TORONTO, CAN.

Manufacturers and Exporters of Brooms, Brushes, Washboards, etc.
Write us for prices.
Cable address, "Woodenware," Toronto.**CANNERS' SUPPLIES.****The Norton Mfg. Co.,**

HAMILTON, ONT.

Fruit, Paint, Lard and Baking Powder Cans.
Wire and Bar Solder.
Capacity one hundred and fifty thousand cans daily. Correspondence solicited.**CARPETS.****The Monetary Times,**

TORONTO.

There is a tendency on the part of progressive manufacturers to brighten up their private offices. One of the details is the laying down of a rug or carpet. As this Journal reaches those who care about their surroundings it follows that carpet manufacturers can advertise here advantageously.

**The MacLean Publishing Co., Limited,
MONTREAL AND TORONTO.**

Good Carpets, properly advertised in "The Canadian Dry Goods Review" are easily sold. It is the only paper in Canada devoted exclusively to Dry Goods, Millinery, Furnishings, Carpets, Curtains, &c. For advertising rates and specimen copy, write 232 McGill Street, Montreal, or 10 Front St. E., Toronto.

**The Toronto Carpet Manufacturing Co.
TORONTO. Limited.**

Manufacturers of Wool and Union Ingrain Carpets and Art Squares, Axminster Carpets and Rugs; Smyrna Whole Carpets and Rugs.

CARRIAGES.**E. N. Heney & Co.,**Office and Warerooms, 333-335 St. Paul St.
Factory, 758 to 788 Notre Dame St.
MONTREAL.

Wholesale manufacturers of Fine Carriages for home and export trade. Catalogues to dealers on application.

CHEESE.**A. F. MacLaren Imperial**

Cheese Co'y, Limited,

51 Colborne St., TORONTO, CANADA.

Manufacturers of MacLaren's Imperial Cheese in White Opal Jars. Importers and Exporters of Foreign and Domestic Cheese.
Cable Address, "Dairymaid."**CHEMICALS.****McArthur, Corneille & Co.,**

MONTREAL.

Supplies for manufacturers in every line at closest prices.

CHILDREN'S VEHICLES.**The Gendron Mfg. Co'y, Limited,**

TORONTO, CANADA.

Makers of Children's Vehicles, Reed and Rattan Furniture.

COMMERCIAL PUBLICATIONS.**The Monetary Times Trade Review and Insurance Chronicle, Toronto.**

This Journal was established in 1866 and has never missed an issue. In 1869 it secured control of the Intercolonial Journal of Commerce; in 1870 The Trade Review and later the Toronto Journal of Commerce. No other publications issued under any of these titles are in any way identified with The Monetary Times Co.

CONFECTIONERS' MACHINERY.**Fletcher Manufacturing Company,**

TORONTO, CANADA.

Onyx, Marble and Silver-plated Soda Water Fountains; Bakers', Confectioners' and Cooks' Tools, Machines, Utensils and Supplies; Waxed Paper Julep Straws.

COPPER WORK.**The Booth Copper Co., Limited,**

TORONTO, CANADA.

Coppersmiths and Metal Spinners.
Brewers', Distillers' and Confectioners' Copper Work.**Coulter & Campbell,**

155-158 George St., TORONTO,

Manufacturers of Distillers', Brewers' and Confectioners' Copper and Brass Work. Marine, Dyers', and Varnish, Copper and Brass Work. Metal spinning work to order.

CORDAGE**Hutchison, Shurly & Derrett,**

Dovercourt Twine Mills,

Bloor St. W., TORONTO

Manufacturers of Cotton, Jute, Hemp and Flax, Twines and Cordage, Mill Banding and Driving Ropes, Chalk and Fishing Lines, Seine Twine, Hammocks, Tennis, Cricket and Fly Nets, Cotton Rope and Clothes Lines, Plough Lines, &c., &c.

CREAM SEPARATORS.**The Raymond Mfg. Co. of Guelph,**

GUELPH, ONT.

Limited.

Manufacturers of the "National" Cream Separator and "Raymond" Sewing Machines.

DISTILLERS.**Hiram Walker & Sons, Limited,**

WALKERVILLE, ONT.

And London, New York, Chicago, Atlanta, Mexico City, Victoria, B.C.

"Canadian Club" Whiskey.

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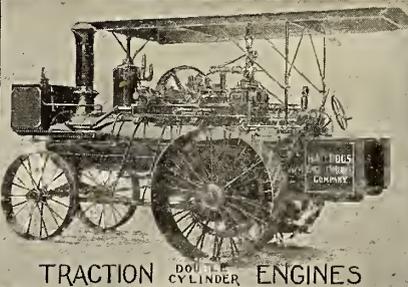
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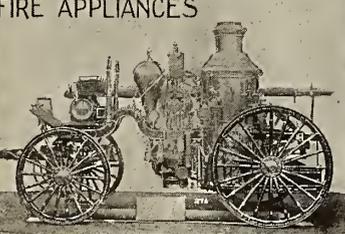
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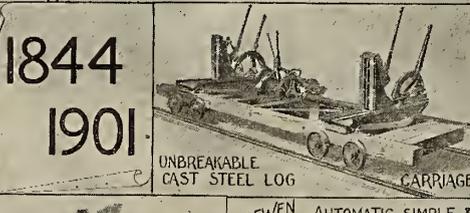
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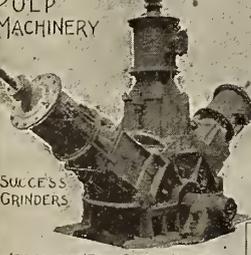
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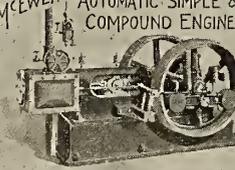


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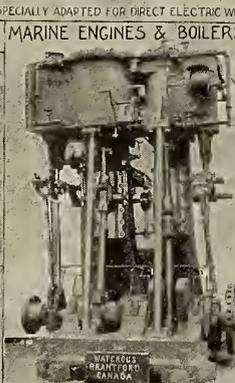
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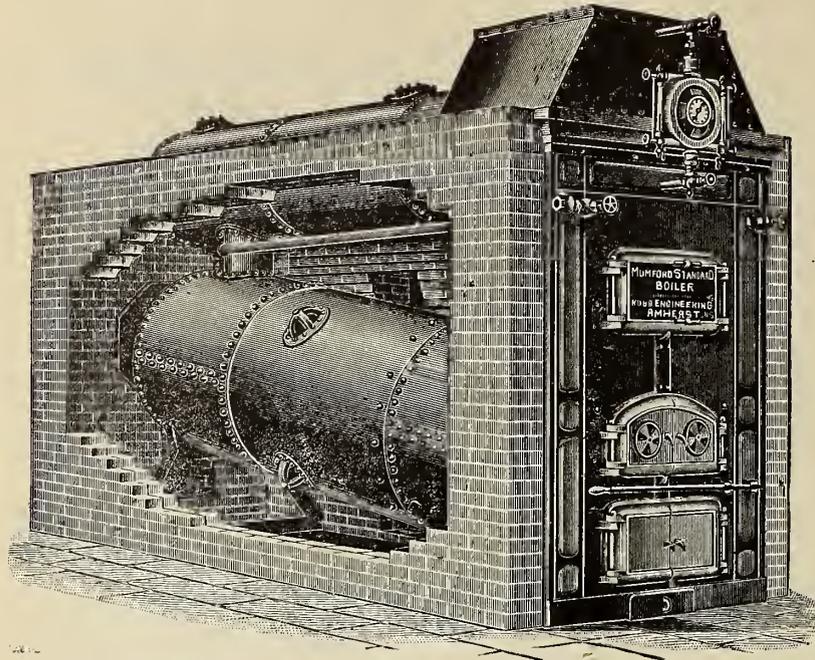
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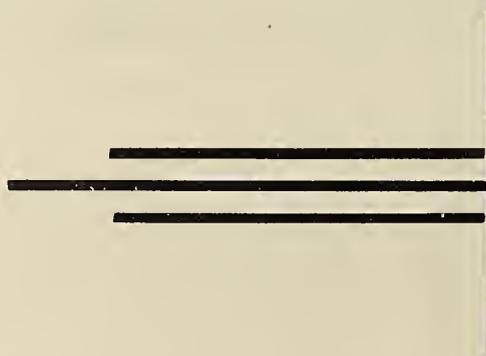
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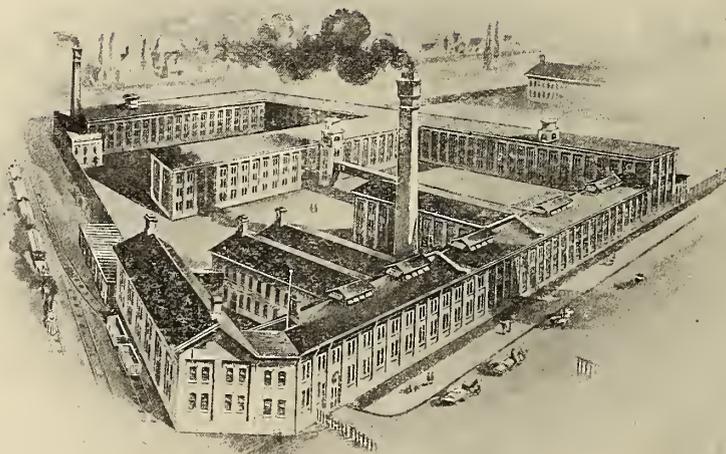
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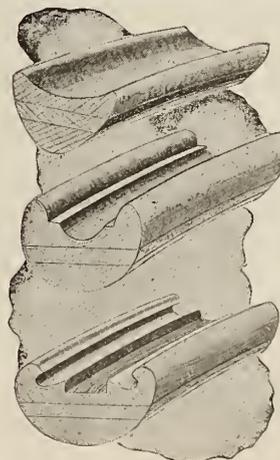
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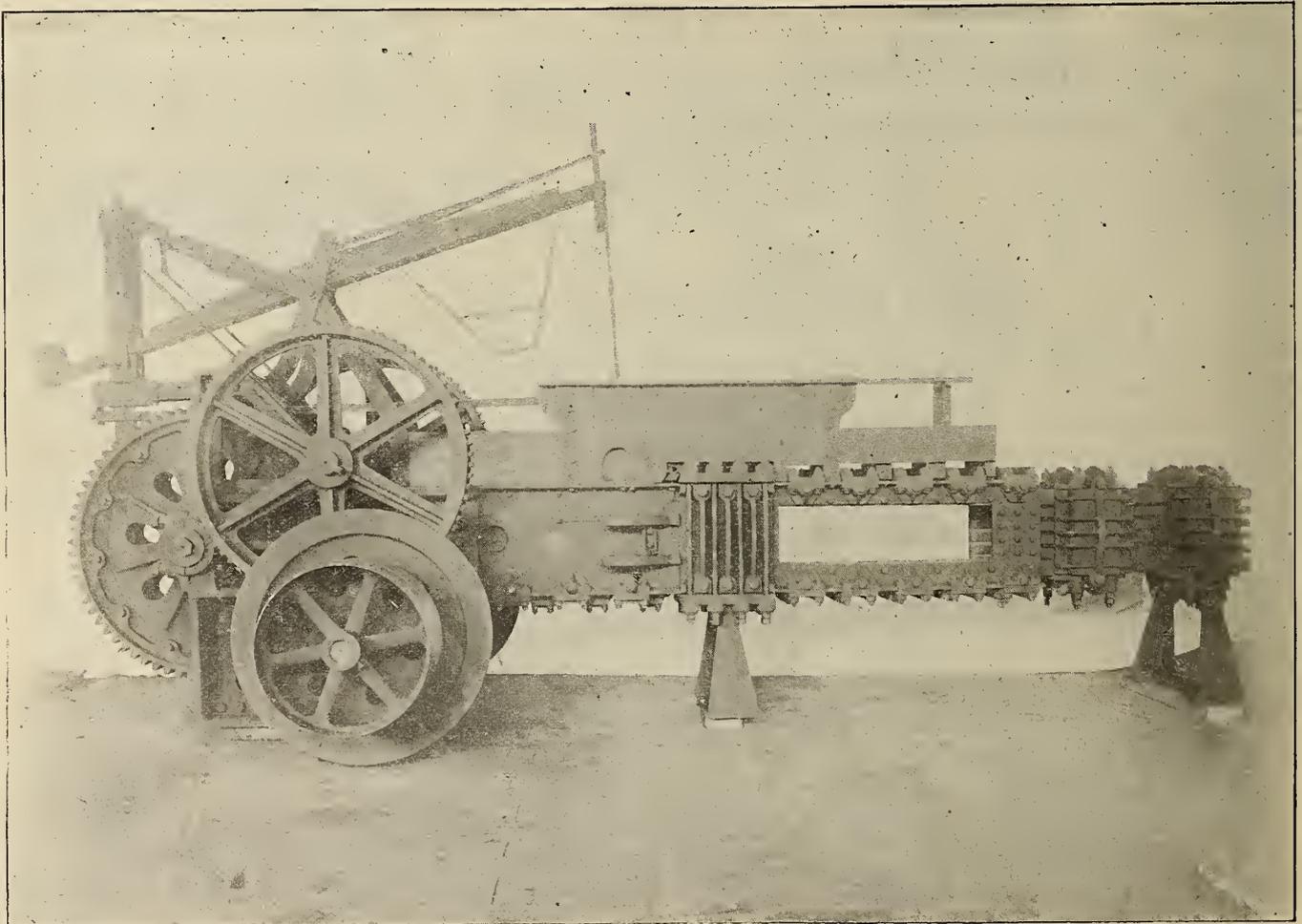
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Editorial
Executive Council
New Members
Australian Statesmen
The Convention Holiday
Officers and Committees 1902
Act of Incorporation and By-Laws
Addresses of Welcome at Halifax
President's Annual Address
Annual Meeting—Three Sessions
Annual Banquet
Foreign Trade Notes

MADE IN CANADA

Issued by
The Canadian Manufacturers' Association.

Vol III

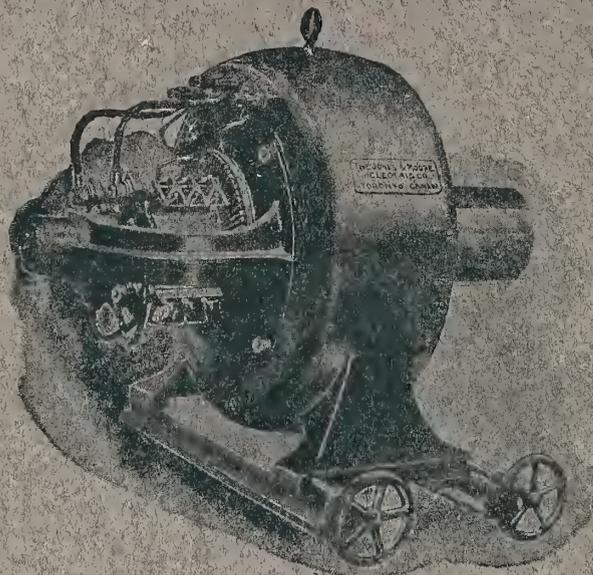
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2. The British Consuls, the world over.
3. Chambers of Commerce in the United Kingdom.
4. Foreign and home exchanges.
5. Miscellaneous subscribers at home and abroad.

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Secretary,

Canadian Manufacturers' Association,
Head Office, Toronto, Canada.

The Halifax Convention

The 1902 Annual Meeting has become a part of history. As a great convention, discussing important national questions, it will be looked back upon not only as affecting the Association, but the whole Dominion. The attendance was large, considering the location of Halifax; the welcome accorded the manufacturers by the Maritime Provinces was exceedingly cordial, and the marvellous industries and unequalled maritime facilities of the East excited the deepest interest and admiration of the delegates. Taken as a whole, the success of the Convention justified the selection of Halifax as the place of meeting, and reflects the greatest credit upon the choice made by the Executive Council, and the arrangements so happily carried out with the co-operation of the Provincial Branch.

Perhaps the most striking feature of the annual meeting was the absolute unanimity of both purpose and action which characterized the deliberations. Firms from almost every branch of manufacturing industry, representing every province in Canada, recognized the unity of interests which is the key to our national progress, and to-day they stand together, shoulder to shoulder, upon every important issue which our country has to face. May this spirit of harmony continue to prevail, and may the unity and enthusiasm of the Halifax Convention inspire the officers and members in all the work of the coming year.

The Industrial Exhibition

The 1902 Industrial Exhibition which is now in progress, has already proved to be the most successful exhibition ever held in Toronto. The added facilities of new buildings, and the renewed enthusiasm with which the President and the Board of Directors have taken up the work, have opened up a new era of prosperity. Such exhibitions, with such magnificent displays of Canadian manufac-

tured goods, live stock and farm products, are a credit to Canada. An important feature this year is the "made in Canada" signs which decorate hundreds of exhibits, indicating that Canadians are beginning to take a national pride in their own industries. That the exhibition is the best advertisement for the city of Toronto cannot be disputed. Much of the credit for its success is due to the capable management of the President, Mr. W. K. McNaught. The manufacturers join in expressing to him both their thanks and congratulations

The Party Press

The tariff resolution adopted by the Association at the annual meeting in Halifax, has been received by the press of Canada with mingled expressions of commendation and rebuke. A few of our newspapers who can never view any question, great or small, except from the narrow standpoint of "party," have gone out of their way to declare that the Association is a "hungry organization," dominated by purely selfish motives. Others have gone so far as to insinuate that it is a political factor, having as its sole aim the securing of a tariff which will benefit the manufacturer at the expense of all other classes. Others, with independent judgment and keen good sense, many of whom in the past, have opposed the revision of the tariff, have come to see that the present conditions demand a change, and have fearlessly expressed their convictions regardless of prejudice or party.

Let it be understood, first of all, that the Canadian Manufacturers' Association is not a political organization. Its members include men of every stripe, who, in the work of the Association, know no political party, and are subject to no political leader. It may be said to the credit of our country and in answer to those who have misunderstood the Association, that there are business men in Canada who stand above the fluctuating plane of party politics, and who have ceased to view with active interest the petty "squabbles" which are carried on in the political press.

In the past the tariff question has been considered as a party question. Why should it be so? Party politics has surely sufficient accompanying evils without throwing open to its temptations and leaving at its mercy a national question, upon the solution of which depends the whole future of our Dominion.

This is no time for partyism. The marvellous growth of the Dominion during the past decade has merely shown us what we may become. In these days of opportunity, when our United States cousins are capturing our markets and laying jealous eyes upon our splendid resources, are we to place a party label upon the important issues of national development?

This may have proved an interesting

pastime for political "organs" in other days, but it falls very "flat" upon the true Canadian to-day. The newspaper that would maintain a high place as an expression of national opinion, yet which still advocates the same national policy as its party did twenty years ago, is a "back number." The editor who clings to an out-of-date policy must awake to find that parties and policies have changed with the changing conditions of a progressing country. The manufacturing industries of Canada, representing one-third of the entire population, and each year growing stronger, have every confidence that their interests will not be overlooked, and we doubt very much if those official "organs," who claim to represent the Government at Ottawa, have voiced the calm conclusions of the Ministers when they say that Canadians and the whole Dominion must continue to suffer as the victims and the slaughter ground for the surplus productions of the United States.

Our True Position

It might not be out of place to point out for the information of our political contemporaries who have felt so keenly the tariff resolution adopted at Halifax, that they have misunderstood the spirit of the resolution and have made "much ado about nothing." The Canadian Manufacturers' Association does not advocate, as the party press have charged, that the Canadian tariff should be raised on every item. Their resolution simply states that the present conditions "demand the immediate and thorough revision of the tariff upon lines which will more effectually transfer to the workshops of our Dominion the manufacture of many of the goods which we now import from other countries."

Those who understand the framing of a tariff are quite well aware that industries of every kind are so closely allied and interwoven, that to touch one item is to affect many others. For this reason the revision must be "thorough." But a thorough revision does not necessarily imply that the duty in every line is to be changed. As a matter of fact, the duty on some classes of goods is quite satisfactory now. In other classes it might well be lowered, and an increased tariff is asked for only those lines which in the past have been imported, but

NOTICES

- 1—Executive Council Canadian Manufacturers' Association — regular monthly meeting, Board of Trade Building, Toronto, September 18th, at 2 p.m.
- 2—Executive of Toronto Branch—First meeting of the new executive, Association Rooms, Tuesday, September 16th, at 2 p.m.

which through the progress of our industries may now be made within our own borders. For example, in the manufacture of iron and steel, the present tariff affords protection only in the lighter grades. Heavy structural work which, a few years ago, was not attempted in Canada, may now be produced, and the inception of its manufacture demands the immediate care of the Dominion Government. There are many other instances of the same kind, in the consideration of which the Association has at heart not only the interests of the manufacturer, but of the farmer, and the working man as well.

On this point, which can be more plain than the resolution itself? Proceeding it asks:

"That in any such revision, the interests of all sections of the community, whether of agriculture, mining, fishing or manufacturing, should be fully considered, with a view not only to the preservation, but to the further development of all these great natural industries."

It is high time that we should realize that our success as a nation depends upon national co-operation. The manufacturer is not opposed to the farmer. They should work together for the common good of the Dominion, and their united effort should be directed towards retaining and increasing the home market for the benefit of all classes.

In these sentiments, which are truly Canadian, every loyal subject irrespective of his party politics may well unite, and our political contemporaries who have delivered such scathing denunciations of our position on the tariff, may live to learn that their uncalled for and unfair criticism has only increased the widening influence of an organization which is national, not political.

The New Service

Canadian export shippers are rejoicing in the fact that arrangements have already been completed for a new direct steamship service from Canada to South Africa. The details with respect to the service appear in another column and are worthy of the attention of every interested Canadian firm. The proposed facilities are so complete and so capable of meeting every need for the Canadian shipper that nothing but commendation is heard on every side. Great credit is due the Dominion Ministers, and Sir William Mulock in particular, for the energy and promptness with which the arrangements were made. We are certain that the best thanks the manufacturers of Canada can return to the Government is to unite enthusiastically in their patronage of the new line, and it is the earnest desire of our Association that every shipper who has at heart the interests of Canada should at once complete arrangements for making all South African shipments from a Canadian port in Canadian boats.

Every exporter in the Association is being notified by special circular. The rates will be found to compete with New York rates in every particular, and the Allied Companies are leaving nothing undone to perfect the facilities. In this day of Canadian awakening, and especially in the launching of so important an enterprise, we can only expect that the most hearty support of every Canadian firm will be accorded the new line.



MONUMENT TO SOUTH AFRICA HEROES, NEAR PARLIAMENT BUILDINGS, HALIFAX.

SOUTH AFRICAN TRADE

Mr. E. J. Skeans, a young Canadian of excellent standing, with good business ability, will leave next month for South Africa, and desires to represent some reliable Canadian manufacturing firms. He will be glad to interview any firms who desire personal representation there, and may be communicated with through the Secretary of the Association.

THE NEW SPIRIT.

Business in Canada has had new life breathed into its nostrils, and vigorous things are being done for the promotion of trade. The new spirit disclosed itself in the success of that conference of Boards of Trade held in Toronto a short time ago, when, on brief notice, men gathered from all parts of the country, and cheerfully tackled the most baffling problems. A trade scout has been sent by the Government to South Africa, and arrangements are made for a boat service between Canada and that colony. A fast Atlantic service is imminent. But apart from what the Government is doing—for reliance on Government has been the weakening vice of traders in this country since the French hunters used to petition King Louis whenever they wanted a new beaver trap—the manufacturers are doing useful things for themselves. The sending of Mr. George H. Hees to the Yukon is an illustration. He went there as the representative of the Canadian Manufacturers' Association to size up the business conditions and the future prospects of that region, and such of his opinions as are made public indicate his fitness for his mission. The same association will probably send a man to South Africa to size up the market from the purely Canadian point of view. There is also a movement under way, guided by these same men, for promoting the interests of Canadian goods in the home market. This is an important work, in which the press of the country should be able to enlist a strong force of public opinion.

The new spirit that pervades the country flares up strong in the Canadian Manufacturers' Association, an organization that was popularly regarded a few years ago as a society for the intimidation of the Minister of Finance. The Association was supposed to exist entirely for the purpose of playing see-saw with the tariff, but it cannot be so regarded any longer, for the tariff remains year after year unchanged, and the Association is sending experts into new markets to measure up the trade openings. This is the way that leads to business expansion. It will be worth while to keep an eye on the Canadian Manufacturers' Association as it pursues its enterprising career of self-helpfulness.—The *Daily Star*, Toronto, Aug. 6, 1902.

MANUFACTURERS' ACCOUNTS.

Mr. W. C. Eddis, F. C. A., the Auditor of the Canadian Manufacturers' Association, and Mr. W. B. Tindall, A. C. A., of the Parry Sound Lumber Co., have published a book dealing with Manufacturers' Accounts drawing special attention to the importance of Cost Accounts and showing how these may best be kept in practice. The work has been favorably reviewed particularly by "The Accountant," the official organ of Chartered Accountants, London, August 16th, 1902.

EXECUTIVE COUNCIL

First Meeting of the New Executive—Many Important Matters.

THE first meeting of the new Executive Council was held in the Council Chamber of the Board of Trade on Thursday, Aug. 28th, at 2 p.m. There was a larger attendance than usual and many interesting matters were disposed of.

Mr. C. A. Birge, the new President of the Association, presided. The following other members of the Executive were present: Messrs. W. C. Breckenridge, Arch. Campbell, C. N. Candee, H. Cockshutt, Jno. F. Ellis, W. M. Gartshore, W. K. George, Jas. Goldie, W. P. Gundy, J. A. Gunn, Geo. H. Hees, R. Hobson, J. P. Murray, J. H. Patterson, F. A. Ritchie, T. A. Russell, H. B. Smith, Wm. Stone, A. W. Thomas, J. O. Thorn, C. R. H. Warnock, F. H. Whitton.

Minutes of last meeting were taken as read.

COMMUNICATIONS

were received from the following members unable to be present: Messrs. E. B. Eddy, J. F. Stairs, S. S. Boxer, H. L. Hewson, C. M. Crockett, R. J. Christie, G. W. McLaughlin, Geo. E. Drummond, Fred Nicholls and Robt. Munro.

1. A communication from Mr. Lloyd Harris pointed out his willingness to serve on the Executive, but owing to his inability to attend the meetings, he desired that someone else should be appointed in his place.

It was accordingly moved by Mr. Cockshutt, seconded by Mr. Candee, that Mr. C. H. Waterous, of Brantford, be elected a member of the Executive Council in the place of Mr. Harris. Mr. Waterous was declared unanimously elected.

2. Two letters from Mr. J. J. Cassidey to the President of the Association with regard to the functions of INDUSTRIAL CANADA were presented, and upon motion of Mr. J. F. Ellis, seconded by Mr. W. K. George, were referred to the INDUSTRIAL CANADA Committee.

3. Messrs. Richardson & Britton, of Kimberley, South Africa, applied to the Association for appointment as correspondent members in their district. On motion of Mr. Murray, seconded by Mr. Gundy, their application was referred to the Commercial Intelligence Committee.

4. A letter from the Decimal Association in London, England, pointed out the aims of their work and asked for subscriptions towards its support. This was referred to the Parliamentary Committee, as was also a letter from W. B. Hamilton, of Toronto, with reference to some changes suggested in the present banking system of the Dominion.

5. A letter from A. J. Magurn, of Ottawa,

with reference to the Educational Campaign was referred to the Special Campaign Committee, and a communication from Mr. Albert Almon regarding a proposed Exhibition ship was referred to the Exhibition Committee.

THE PRESIDENT

The new President then addressed his colleagues on the Executive and expressed his sincere thanks and appreciation of the honor done him by placing him at their head. He expressed his gratitude and admiration for the excellent service which is being rendered by the other members of the Executive, who, though busy men, were giving up a large amount of their time and energy towards the important work of the Association. In closing, he assured the

recommended the payment of the running expenses for the month together with a number of small outstanding accounts

The report of the

RECEPTION AND MEMBERSHIP COMMITTEE

was read by the Chairman, Mr. J. P. Murray.

It recommended that a brief informal reception should be tendered the Australian Premier and his party, who intend coming to Canada next week, and also that an effort be made to entertain the British Journalists who are at present touring Canada, by showing them a number of large manufacturing establishments in the City upon their arrival here.

The report also recommended the acceptance of fifty-one applications for membership, whose names appear in another column.

RESOLUTIONS

The Executive then considered the resolutions which were adopted at the Annual Meeting in Halifax and it was finally decided, upon motion by Mr. Arch. Campbell, seconded by Mr. T. A. Russell, that these resolutions, in so far as they affect the work of the Dominion Government, should be forwarded at once to the Department at Ottawa, and taken up with the Ministers at the opening of the next Session by special deputations.

Mr. W. M. Gartshore, of the McClary Mfg. Co., of London, addressed the Executive referring specially to the appointment of commercial representatives for Canada in other countries and emphasizing the importance of impressing our views upon the Government as soon as possible.

The resolutions were then taken up seriatim as follows:—

1. Patents, designs and trade marks.
2. Metric system.
3. Appointment of Canadian commercial representatives.
4. Technical education.
5. Improvement in the steamship service to Great Britain, to Australia and to the West Indies.
6. The shipbuilding industry in Canada.
7. Improvement of Canadian harbors.

The resolution with regard to the British North American Exhibition was referred to our representatives on the Industrial Exhibition Association, since the Annual Meeting had recommended that the Exhibition be held in Toronto.

The question of sending a representative to South Africa was referred to the Commercial Intelligence Committee, Mr. Thorn and Mr. Cockshutt emphasizing particularly that the expenses involved by the representative we send, should be borne by such firms



ENTRANCE TO CITADEL, HALIFAX, N.S.

Executive of his very best efforts throughout the year towards making the work of the Association a success.

SECRETARY'S REPORT

The Secretary reported with regard to the organization of a branch in the city of Quebec; details regarding the direct steamship service to South Africa; the Educational Campaign and the tariff situation.

It was decided that as the Association had been very active in securing the service to South Africa, that a special circular should be forwarded to all the members, giving them as much information as possible with regard to the details.

TREASURER'S REPORT

The report of the Treasurer for July was read, in his absence, by the Secretary. It showed a balance on hand at the end of the year.

The report of the

FINANCE COMMITTEE

was presented by Mr. W. K. George, and

as were interested and not by the Association as a whole. The Secretary reported that the leading Steamship Companies were being communicated with regarding free transportation should a representative be sent.

The resolution regarding the issuing of a new Canadian Trade Index was, upon motion of Mr. Russell, seconded by Mr. Thorn, referred to the Finance Committee for further report.

DAY OF MEETING

It was moved by Mr. Hobson, seconded by Mr. Store, that the same day of meeting for the Executive Council during the coming year be continued, viz., the third Thursday in every month. Carried.

APPOINTMENT OF SECRETARY

The Council then considered the appointment of a Secretary for the Association for the ensuing year, and the Secretary having retired from the meeting, it was moved by Mr. Hobson, seconded by Mr. C. N. Candee, and carried unanimously, that R. J. Younge be appointed Secretary for the coming year at an increased salary.

The Secretary, in signifying his acceptance

of the offer, thanked the new Executive for the renewal of confidence which they had expressed, and assured them of the continuance of his best services to maintain the high standard of efficiency already established in the Association's work.

FINANCE COMMITTEE

The Finance Committee for the coming year was appointed as follows: Messrs. W. K. George, P. W. Ellis, Geo. Booth, T. A. Russell and J. P. Murray.

AUDITOR

On motion of Mr. J. H. Paterson, seconded by Mr. Whitton, Mr. W. C. Eddis was reappointed Auditor for the coming year.

NEXT ANNUAL MEETING.

The question as to the place for holding the next Annual Meeting was then considered. In addition to the warm invitations already received from the City of Winnipeg, the Secretary read a letter from W. Sanford Evans, pointing out the necessity of holding the meeting there.

A letter was also read from Mr. J. O. Thorn, suggesting that the Annual Meeting next year, for various reasons, should be held

in Toronto, and at the same time advocating that immediately after the close of the Convention the Association should run a Manufacturers' Excursion through to the Coast, visiting the chief points of interest in the West.

A number of expressions of opinion were heard, Messrs. Geo. H. Hees, W. P. Gundy and Jas. Goldie taking part in the discussion. The general impression seemed to be that it was too early, as yet, to make any definite decision, and on motion of Mr. Gundy, seconded by Mr. Patterson, the question was left over to be decided at a later date.

VOTES OF THANKS

Resolutions of thanks were passed on behalf of the Association to the Quebec Branch of the Association and the citizens who so kindly assisted them in entertaining the members, and to the Mayors and Boards of Trade in St. John, N.B., Sydney and North Sydney for the very kind attention shown to the delegates during the Annual Meeting trip.

The meeting then adjourned.

QUEBEC BRANCH

Successful Organization—43 Members.

QUEBEC, which treated the visiting delegates of the Canadian Manufacturers' Association so loyally, has shown that it appreciates the value of that organization in no half-hearted way.

The question of a Quebec Branch has been advocated for some time back by Messrs. Carrier, Amyot, Marsh and others of the Quebec members, and at the last executive meeting of the Association the request for an organized branch was endorsed.

In Quebec anything undertaken is done well, and when a few of the old members of the Association met together and decided that suitable entertainment should be given to the Convention delegates, the number of manufacturers and others desiring to do their part in this was even more than required.

Much enthusiasm was worked up, and at the luncheon at Kent House the references made to the Quebec Branch were heartily applauded. The organization was taken hold of in earnest and some Quebec manufacturers gave most of their time the next few days to this work. Mr. Amyot telegraphed to Halifax on Thursday, August 14, that he had thirty-four manufacturers he could count on as members. This was considered very satisfactory.

J. F. M. Stewart, Assistant Secretary and E. H. Cooper, Montreal Secretary, returned direct from the Convention and spent two days assisting the Quebec workers. The results were so satisfactory that a meeting was called in the rooms, of the Boot and



GEO. E. AMYOT,
Dominion Corset Co., Quebec.
Chairman Quebec Branch, 1902-1903.

Shoe Manufacturers in Messrs. Shaw, Cassils warehouse for August 19th, at 3 p.m.

The meeting surpassed the expectations of the most sanguine, and instead of 34 there were 43 members enrolled as follows:

MEMBERS OF QUEBEC BRANCH

Joseph Archer, sr., B. Houde, Chinic Hardware Co., Dominion Corset Manufac-

turing Co., J. H. Gignac, Goulet & Garant, J. B. Laliberte, J. Lemesurier & Sons, J. S. Langlois & Co., Wm. Marsh Co., Ltd., T. Matte, Miller & Lockwell, James Muir & Co., J. Arthur Paquet, Simon Peters, J. Ritchie Co., Ltd., Rock City Tobacco Co., Ltd., G. Rochette, Thos. Hethrington, J. B. Drolet & Co., M. Timmons & Son, F. H. Andrews & Son, Parisian Corset Co., Quebec Paper Box Co., Nazaire Fortier, A. B. Dupuis, Shaw, Cassils & Co., O. Chalifour, M. Clement, F. Blouin, Vermette & Thivierge, Quebec Clothing Manufacturing Co., Jobin & Rochette, J. M. Larochelle, J. & S. Pauliot & Frere, Victor Mfg. Co., Quebec; Carrier, Laine & Co., T. B. Blouin & Fils, Victor Lemieux, The A. Gravel Lumber Co., Jos. Gosselin, Levis; The Edson-Fitch Co., Etchemin.

A gratifying feature also is that the members say that the growth of the branch for the next few weeks will be rapid and that they will not be satisfied short of sixty members.

Mr. Geo. E. Amyot was asked to preside at the meeting. The General Secretary, R. J. Younge, stayed off on his return to Toronto and was present at the meeting, as was Mr. Jos. Fortier, of Montreal, and Messrs. Stewart and Cooper, the Secretaries above mentioned.

The meeting was well attended, nearly all of the above firms being represented. Mr. Younge addressed the meeting, pointing out the advantages to be derived from a local organization and outlining the duties of the

local branch. He also dwelt on the work of the Association as carried on through its various standing committees and explained the general policy of the Association "Canada for the Canadians." Mr. Amyot following along the same lines addressed the meeting in French.

A telegram from Mr. J. J. McGill, Vice-President of the Association for the Province of Quebec was received—"Congratulate the Quebec manufacturers on so promising a beginning."

The election of officers resulted as follows :

Chairman, Geo. E. Amyot, Dominion Corset M'fg. Co.; Vice-Chairman, W. A. Marsh, Wm. Marsh Co., Limited; Secretary, J. Picard, Rock City Tobacco Co., Limited; Executive Committee, C. H. Carrier, Carrier, Laine & Co.; G. A. Vandry, J. Arthur Paquet; J. S. Langlois, J. S. Langlois & Co.; T. S. Hetherington.

Quebec makes the sixth local branch of the Association. The others in Toronto, Montreal, Halifax, Winnipeg and Vancouver have all proved themselves capable of doing good work in the interests of the local manufacturers. The Quebec Branch gives promise of great things in the future and it gives the Dominion organization a further support that cannot be over valued. The Secretaries who assisted in the organization were surprised at the enthusiasm shown on all sides and left the Quebec members well satisfied that the many matters likely to come before the Quebec Branch will receive careful and sound attention.

After the organization meeting Mr. J. A. Scott, of Shaw, Cassils & Co., detained the members for refreshments in his office.

NEW MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION

Applications approved August 28th, 1902

F. N. Andrews & Son, Quebec, grease.
The Belleville Hardware Co, Ltd, Belleville, locks, hardware, iron, brass and bronze.
F. Blouin Quebec, boots and shoes.
W. Graham Brown, of Montreal, representing Wickett & Craig, Toronto.
Robt. Kilgour, Canada Furniture Mfrs, Ltd., Toronto, (2nd member).
Canadian Electric Chemical Co., Ltd., Sault St. Marie.
Canadian Furniture Mfrs. Association, Toronto, furniture.
P. R. Cumming Mfg. Co., Toronto, skewers, flagstuffs, poles, household specialities.
W. J. Hammond, Winnipeg, furs.
Joseph Cartledge & Son, Guelph, woolens, knitted goods.
O. Chalifour, Quebec, lasts.
Clark & Demill, Galt, wood working machinery, drop forges and press.
M. Clement, Quebec, tanner and currier.
Geo. H. Dobson, North Sydney, bricks.
J. B. Drolet & Co., Quebec, boots and shoes.

A. B. Dupuis, Quebec, biscuits and confectioneries.

Jas. Eastwood, New Glasgow, manfg. jeweller.

Evans Brothers Piano Co., Ingersol, pianos.

Eureka Woolen Manfg. Co., New Glasgow, woolens, dress goods.

Chas Fawcett, Sackville, N.B., stoves, etc.

Nazaire Fortier, Quebec, leather.

Getty & Scott, Galt, children's shoes.

The A. Gravel Lumber Co., Levis, lumber, boxes in shooks.

Jos. Gosselin, Levis, sash and door.

Guelph Carriage Top Co., Guelph, carriage tops, etc.

Thos. Hethrington, Quebec, biscuits.

The Imperial Dry Goods Co., Ltd, Winnipeg, clothing.

The Imperial Oil Co., Ltd., Halifax, oil.



W. A. MARSH,
W. A. Marsh & Co., Quebec.
Vice-Chairman Quebec Branch, 1902-1903.

J. M. Larochelle, Quebec, gloves, boots and shoes.

Malta Vita Pure Food Co., Toronto, cereal food.

J. C. McLaren Belting Co., Toronto, belting. (2nd member.)

Might Directories, Ltd, Toronto, publishers.

The Ontario Portland Cement Co., Ltd., Brantford, Portland cement, lime.

J. & S. Pauliot & Frere, Quebec, tanners.

The Paulin Chambers Co., Ltd., Winnipeg, biscuits and confectionery.

Parisian Corset Co., Quebec, corsets.

H. W. Petrie, Toronto, boiler manufacturing.

A. Pion & Co., Quebec, kid manufacturing.

The Port Hood Coal Co., Ltd., Halifax, coal mines

Quebec Clothing Mfg. Co., Quebec, clothing.

Quebec Paper Bag Co., Quebec, paper bags, etc.

John Rochette, Quebec, shoes.

Rolland Paper Co., Toronto, (2nd member), paper.

Shaw Cassils & Co., Quebec, (2nd member), leather.

The W. H. Steele Co., Toronto, tobaccoconists.

Strathroy Furniture Co., Strathroy, furniture specialities.

M. Timmons & Son, Quebec, aerated waters.

The United Electric Co., Ltd., Toronto, electric generators.

Vermette & Thivierge, Quebec, boots and shoes.

Victor Lemieux, Levis, shovels, ladders.

The Victor Mfg. Co., Quebec, ladies Underwear.

TRINIDAD TRADE

Smith, Robertson & Co., Commission Merchants, Port of Spain, Trinidad, have written the Association complaining of the omission of their firm's name and also other firms doing business in Trinidad from the list of commission merchants in Port of Spain, as published in the West Indian number of INDUSTRIAL CANADA.

No attempt was made to publish complete lists of merchants in the different places visited, but the names of representative merchants, whom the representatives of the Association were fortunate enough to meet, were given for the information of our members.

In addition to their own firm, Messrs. Smith, Robertson & Co mention other commission houses, viz., Julian H. Archer & Co., Geo. R. Alston & Co, Edgar Tripp & Co., G. H. Wilson & Co., and the Trinidad Shipping and Trading Company, Limited, all of the Port of Spain, and W. S. Robertson & Co., and Tennant's Agency of Sanferando, Trinidad.

Messrs. Smith, Robertson & Co are anxious to see Trinidad-Canadian trade increased in every way possible, and hope for a more frequent direct service from Canada to their island. At the present time they desire communication with Canadian shippers of high class lumber, for which they state there is a large demand.

THE OSAKA EXHIBITION

The Canadian Manufacturers' Association is lending its assistance to the Exhibition Branch of the Dominion Government in securing exhibits for the Osaka Exhibition (Japan), which will open on March 1st, next.

No bulky exhibits of manufactured goods can be made, owing to the limited space, but any of our members desiring to send a display should communicate with the Secretary at once. Splendid conditions are being offered by the Government, and only first class exhibits will be taken.

THE SECRETARIES OF THE CANADIAN MANUFACTURERS' ASSOCIATION

Two years ago the Canadian Manufacturers' Association were proud to report a membership of 342. At that time one secretary at Toronto was able to look after the secretarial work of the Association. A year ago the membership was 825, with branches formed and secretaries appointed for Montreal, British Columbia and Manitoba. This year 1,021 members were reported to the Convention with a new branch at Halifax. Since the Convention the membership has



J. F. M. STEWART, B.A.,
Assistant Secretary, Toronto.



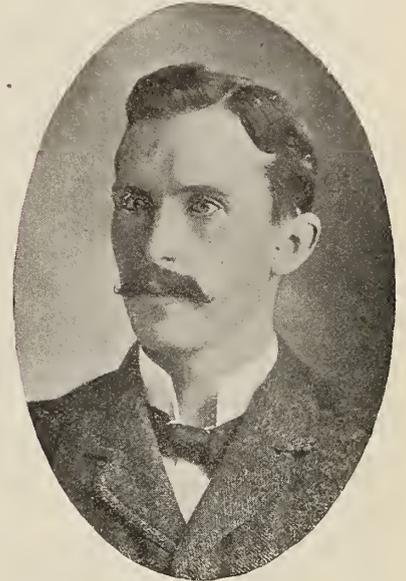
E. H. COOPER, B.A.,
Montreal Secretary, Montreal



JOS. PICARD,
Quebec, Secretary, Quebec



R. J. YOUNGE, B.A.,
General Secretary, Toronto.



W. T. STEIN,
British Columbia Secretary, Vancouver.

reached 1,080, and Quebec has fallen in line with an enthusiastic branch.

There are now seven Secretaries in the Association, three of whom give their whole time to the Association, and all have office facilities for carrying on the work.

Mr. Younge, the General Secretary, has the general work of the Association and Executive Council in charge, and supervises the workings of the different branches. Mr. Stewart assists in the general work of the Association and is Secretary of the Toronto Branch, which has 272 members. Mr. Cooper has 225 members in Montreal and is kept busy looking after their interests. Nova Scotia has 56 members; Quebec 46; British Columbia 36; New Brunswick 27, and Manitoba 18, looked after by their respective secretaries.

This growth is unparalleled in any other organization, and points to the necessity which existed for such an Association as we now have.

The work of the secretaries from Halifax to Vancouver marks the scope and possibilities as well as the thorough organization that now exists for the energetic building up of Canadian interests.



C. N. BELL,
Manitoba Secretary, Winnipeg.



J. R. MACLEOD,
Nova Scotia Secretary, Halifax.

ADDRESS TO THE AUSTRALIAN STATESMEN

SIR EDMUND BARTON, Premier of the first Commonwealth of Australia, accompanied by Sir John Forest, Minister of Defence, and the Hon. Austin Chapman, the Government Whip, arrived in Toronto on Wednesday, September 3rd.

The Canadian Manufacturers' Association had invited these distinguished gentlemen to return from their deliberations at the Colonial Conference in London by way of Canada and be present at the banquet held in Halifax, August 14th last. This they graciously consented to do, but the sudden sickness which befell our king and made the postponement of the Coronation ceremony necessary, prevented Sir Edmund and his party from leaving London so as to be in Canada on the date of the banquet.

The statesmen made only a two days stay in Toronto, and their time was so occupied that the manufacturers were unable to show their appreciation of the ministers and the good work they were doing in building up a united Australia as they would have wished.

On Wednesday they attended-lunchéon given by the Exhibition Association, and spent the afternoon viewing Canada's greatest fair. At 5 o'clock, Sir Edmund and his party met a delegation from the Manufacturers' Association in the Directors' building, and Mr. W. K. George, Ontario Vice-President of the Association presented the following address :

To SIR EDWARD BARTON, (Premier of the Australian Commonwealth), SIR JNO. FORREST, the HON. AUSTIN CHAPMAN, M.P.

Sirs:—The Canadian Manufacturers' Association desire to take advantage of this occasion to extend to you a right hearty welcome to our Dominion.

It is indeed a great pleasure for us to welcome you as the representatives of the first United Parliament of the Commonwealth of Australia, and to express to you, the greetings of the manufacturers of Canada.

If there is any one fact which is signified by your presence here to-day, it is the unity of the British people. We rejoice that the day has come when this is no longer a mere sentiment, but is a mighty factor in moulding commercial policy within the Empire and binding the Colonies more firmly to the Motherland and to each other in mutual defence and progress.

On this occasion we desire to express to you the hope that closer commercial relations may be established between Australia and Canada. There are many products and manufactures which may be interchanged. Canada will need more and more each year of the products of Australia, and we desire you to say to our fellow subjects across the seas that the great resources and the growing industries of our Dominion, now just in the dawn of their development, may be relied upon to satisfy for the people of Australia the very needs which their development demands.

We trust that you, with us, will recognize the advantages to be gained by closer trade relations between the Colonies, and that your Government will see the importance of any measures which may tend to interest us more deeply in each other.

Whatever changes the years may bring, as the growth of the Empire may demand, you may depend that Canada regards her interests as one with the other British Colonies, and the Canadian Manufacturers' Association will do all that lies within its power to foster commercially the unity of spirit which tells us that though divided by the seas, we are a united people.

In closing, we beg again to assure you of our appreciation of the honor done to our Dominion and our Association by your visit, and to express the hope that as the years go by the sister Dominions of Australia and Canada may be ever more closely bound together in a common prosperity and affection.

Signed on behalf of the Association :

W. K. GEORGE, *Ontario Vice-President.*
R. J. YOUNGE, *Secretary.*

Sir Edmund replied stating that he regretted his stay in Canada was necessarily so short. He said that he felt right at home as Canadians were just like Australians and it was natural that the descendants of the same forefathers should be. He thanked the Association for their address and the kind reference to the new Commonwealth. He saw not the danger but the safety in drawing together the Colonies and the Mother Land. As a means to this the tariff might be used in two ways either by reducing it as against England or by increasing it against foreign countries. At the London Conference it had been decided that this work of promoting imperial unity should be done as a national, not as a party work, so that what was done by one government would not be pulled down by its successors in office.

Sir John Forrest said that the colonies and the mother land were all in the same boat and that self-preservation was their first duty. They should act together and if any one was to suffer it should be the other fellow.

Mr. Chapman in thanking the Association said that the address as presented would be published throughout Australia to show the people of Australia the kind sentiments expressed towards their new Commonwealth and the desire for closer trade relations.

The presentation was a very pleasant happening and the Australians impressed those who were fortunate enough to be present as broad minded men, having a grasp of Imperial affairs, and as men who were capable of putting their ideas into practical shape as soon as opportunity offered.

CONVENTION PHOTOGRAPHS.

Mr. N. M. Hinshelwood of Montreal who accompanied the Convention party to Halifax as official photographer has secured some very fine photographs of places of interests in Halifax, Sydney and Moncton. Samples of these may be seen in the Head Office of the Association. They vary in size from 5 x 8 to 7 x 10, and may be secured, well mounted, from Mr. Hinshelwood at the very reasonable price of fifty cents each. The cuts used in this issue of INDUSTRIAL CANADA are reproductions (much reduced in size) from some of the photos. Any orders sent to this office will be promptly forwarded to Mr. Hinshelwood. The photos obtainable are as follows:—

1. Group at Kent House, Montmorency Falls, Quebec.
2. The special train at Moncton.
3. Water trip round Halifax harbor—The crowd as seen from the bridge of the boat.
4. The boat that carried the party—The crowd landed at York Redoubt.
5. Dartmouth from the boat.
6. Halifax from the boat, showing citadel in background.
7. In the north-west arm.
8. Barrington street and city hall.
9. Entrance to citadel.
10. Post office.
11. Monument to South African soldiers.
12. Looking up to the old clock tower.
13. In the public gardens.
14. H.M.S. Ariadne.
15. Provincial Parliament Buildings.
16. Pond in the public gardens
17. H.M. Ordinance yard.
18. Old Dutch church.
19. Sydney iron ore ready for the furnaces.
20. Sydney blast furnaces, end view.
21. Sydney, general view of Dominion Iron & Steel Co's Works from the water.
22. Sydney, general view of Dominion Iron & Steel Co.'s Works from the water, another view.
23. Sydney blast furnaces.
24. Sydney from the harbor.
25. Panoramic view of Halifax from the citadel.

SHIPPING COMPLAINTS

Mr. Alex. L. Lion, Sydney, N.S.W., who many of our members will remember visited Canada a short time ago, writes as follows : " Our firm are having enormous trouble over deliveries. From what I can see only one house has carried out my instructions, the others in most cases have sent no bills of lading, or in some cases mutilated invoices. Now we cannot clear goods without bill of lading and the Customs won't pass anything but clear invoices."

The importance of shipping according to direction has been noted before in these columns, and it is one of the very important features that must be given careful consideration.

THE TRIP TO HALIFAX

The Holiday Side of the Great Convention

THE real starting point for the trip to Halifax was at Toronto. The Western Ontario members gathered there, and joined by the Toronto contingent they boarded the steamer Kingston at 4 o'clock on Saturday, Aug 9th. The party numbered at least 125. It was a beautiful day

can portray the pleasures and beauties of Canada's great water way. Many of the Islands are dotted with regular mansions, and not a few are in the process of building. Beautiful gardens and grounds, and houses perched in out of the way places, and in some places on islands that you can throw

turn at the table, but the many rapids were interesting, and every one was on deck anxiously watching the behavior of the ship in passing dangerous places.

We arrived in Montreal about 6.30 p.m. The President of the Association, Mr. Munro, and the Montreal Secretary, Mr.



KENT HOUSE, MONTMORENCY FALLS, WHERE THE CONVENTION PARTY WERE ENTERTAINED

and the Kingston offered every opportunity for pleasure during the short stay on board.

THE ST. LAWRENCE

We crossed Lake Ontario, arriving at Charrlotte shortly after 10, and spent an hour there, which at that time of night did not prove very interesting. Early the next morning we anchored at Kingston Harbor, and by 7 o'clock were steaming amongst the Islands of the St. Lawrence. The trip from there to Montreal has been often described, but very few descriptions

stones across, come into view from time to time. Then in some parts the shores will be dotted with these summer residences. We made several stops at summer resorts, where the porters from the large hotels grasped eagerly at the hand bags of the passengers, evidently knowing that where there were tourists there was money.

We changed boats at Prescott, and the boat to run the rapids being considerably smaller, the remainder of the trip was not quite as comfortable as it might have been, especially when waiting for your

Cooper, and others, met the party. Arrangements had been made at the Windsor Hotel for dinner, after which the party broke up to reassemble at Bonaventure station at 11.30 p.m.

THE I. C. R.

With regard to the Intercolonial Railway, too much cannot be said for the attention they gave to this excursion. When it was first mentioned they took hold of it with good spirit, bound to make it a success, and till we stepped off the I. C. R. on our return to Montreal, the party received every consider-

ation. Mr. Tiffin, the General Manager, and Mr. Price, the Montreal representative, were at the station to superintend the arrangements. They had a beautiful train of seven Pullman coaches awaiting us. Each train was numbered, and the arrangements were so well managed that little or no inconvenience was given. Mr. Tiffin's private car was attached, and he accompanied the party.

THE ENTERTAINMENT AT QUEBEC.

The special train arrived at Levis at 7 a. m. on Monday morning. The party was detailed off to different hotels in Quebec for breakfast and then separated to see as each thought best the many interesting sights around the quaint old citadel until 11.30. At that time they gathered together at the St. Louis Hotel where several members of the Reception Committee in Quebec were waiting to officially receive the Convention party. From there they proceeded to the Q. R. L. & P. Co. Station where special cars were waiting to convey the party to Montmerency Falls. The Royal Canadian Band from the Citadel accompanied the excursion and provided lively music. The party arrived at the historic falls about 12.30 where magnificent arrangements had been made. Unfortunately the first intention of the Quebec Manufacturers to set their banquet tables in the open air had to be abandoned on account of showers. The tables were consequently moved under the verandahs of the hotel and although it was a disappointment to the Quebec people yet the visitors could not understand how the tables could look more attractive or be more invitingly situated. Little time was lost in getting down to this mid-day meal and although as the Chairman, Mr. George Amyot, said that the entertainment was the effort of but thirty Quebec citizens it was an effort that could not have been bettered had they been preparing for the reception of Royal guests. The menu was excellent and the party of over two hundred who enjoyed the elaborate spread were most enthusiastic in the many compliments paid their Quebec hosts.

THE TOASTS—THE KING

After the inner man was satisfied impromptu toasts and speeches followed and the different utterances showed that this banquet under the shadow of historic Kenthouse, was another tie that would make the different races of Canada, Canadians to the core.

Mr. George E. Amyot, in proposing the toast to the King, referred to the historical site of the banquet—the residence at one time belonged to the grandfather of our present King, the Duke of Kent, and many other items of historic interest were referred to.

THE C. M. A.

Next to the King came the toast to "The Canadian Manufacturers' Association," proposed by Mr. George E. Amyot who in well

chosen words, expressed the gratification of the Quebec members and referred to the very high honor that had been done them by accepting the hospitality of the Quebec section of the Association.

In regard to the Association, he said he believed it to be the most important body in Canada to-day. They had more money invested than any other institution in the country and their employees far exceeded those of any other branch of industry. The membership was over one thousand, and even this large membership represented only one-third of Canada's manufacturers. This Mr. Amyot regretted, but said that it was bound to right itself and in time all manufacturers of any importance would be members of the Association. He believed this of Canada as a whole, but he could speak with authority regarding Quebec. A great drawback to manufacturing in Canada had always been that manufacturers were acting individually and had no united body to look after their interests. This body had proved itself to be one with much power, not only for the righting of wrongs, but for the prevention of injury. Mr. Amyot again thanked the gathering for their presence and hoped to see them soon again in Quebec, stating that probably the next time they came it would be for three or four days' stay and to hold their annual meeting in the historic city.

MR. ROBT. MUNRO, MONTREAL

In replying to this toast, Mr. Munro said that there was no badge he would rather wear this afternoon than the badge with which the Reception Committee of the Quebec Manufacturers were decorated. Although they were few in number the manufacturers of Quebec were good and true, and he believed that they wished a new branch of the Canadian Manufacturers' Association formed there and he hoped to have the pleasure of staying off on his return from Halifax and seeing such a branch a reality. Should the branch be organized there were no Canadians to-day who would carry it through more successfully than the Quebec Manufacturers. With further reference to the Association Mr. Munro said there was no more patriotic body of men in Canada than the manufacturers, united under the various business bonds, carrying on their different lines of business, under one flag, and that the flag of Canada. The Association was doing great work in helping to make Canada a united whole. The Association extended from Halifax in the east to Vancouver in the west, and annually train loads of people were gathered in convention, and the welding of Canada was carried on to a great extent by these means, as well as by the general unity of the Association.

In Canada to-day one-fifth of the population are dependent on the manufacturers, and the labor market is in a very healthy

condition and laborers are all taken up. With the development of our industries we are becoming more and more self contained, and although our agriculturalists have extended, we have made even greater increases, and we find a market both for the agriculturists and ourselves abroad, and every day making a larger market for agricultural products in Canada. The Association was only in its infancy and its influence for good was only beginning. There was no politician in that gathering assembled, and he hoped there never would be. All prejudices in the Association are put on one side and facts are brought to a business basis in every particular. The present trip was an augury for good, and it would be of great advantage to the Convention party to see the real extent and the resources of our country which would be laid before them before their return.

Mr. Munro, in closing, thanked the Quebec members on behalf of the Association for the very liberal spirit in which they had entertained them.

MR. CYRUS A. BIRGE, HAMILTON

Mr. Birge followed, saying we were in a good place and in good hands. Although we spoke a different language from some of our hosts in Quebec, yet we were under the one flag; we were Canadian first, last and all the time, and the union is one that is growing. The feeling of only a few years ago has disappeared, and we are to-day decidedly one people. Mr. Birge said that Quebec a few years ago was about the greatest manufacturing city in Canada, but that now we had outgrown Quebec in the West, but had done so without hurt to the Citadel City. Further west again Canada is offering to the manufacturers a great opening and insures the prosperity to our country generally. On behalf of the Western members he joined with Mr. Munro in conveying his thanks for the magnificent reception.

Mr. W. K. McNaught was greeted with the "Jolly Good Fellow" and expressed his gratification at being present at such a meeting, which only a few years ago would not have been possible in Canada.

MR. GEORGE E. DRUMMOND, MONTREAL

The kind attention of the hosts had a tendency to constantly increase the spirits of the guests, and Mr. Drummond was greeted with "A Jolly Good Fellow," "See Him Smiling" and other complimentary songs. Mr. Drummond proposed the toast "Our Hosts," the thirty manufacturers of Quebec, who have given the visiting delegates this day such princely entertainment. He said, however, that Quebec had given warm receptions for ages back. The British admirals were probably the first to appreciate this, but the death of Montcalm and Wolfe made in Canada a union of the two great nations of the world. The receptions, however, have changed in character, and

now the gates of Quebec are wide open to all, and now we are as welcome as roses in December, or as ice in June.

MR. W. A. MARSH, QUEBEC

Mr. Marsh thanked Mr. Drummond for the toast that had just been proposed and dwelt some time on the beginning of Shoe Manufacturing in Quebec, which is at the present time by far the most important industry of the city. He went on to say that Quebec has had many drawbacks, but in spite of all, they have made progress, and have been able to pay their debts. Some of the drawbacks enumerated were doing away with the sailing ships, the disappearance of the square timber trade, the removal of the British troops, and lastly the taking of shipping to Montreal, but with regard to this Mr.

prices. With reference to Kent House, in which the luncheon was being held, he said it was built in 1780 by General Haldimand, and that the pavilion at the falls was suggested to him by Madame DeRacy at the time of the Revolutionary war. It was also the seat of many historic incidents. General Wolfe in 1759 attacked the place and some 500 men were lost. The property had been connected with nothing but the lumber business up till 1885, when the falls were harnessed and electricity generated. It is now used for street railway purposes, lighting and other uses in Quebec. Mr. Price stated that in generating electricity Quebec had been pioneers in Canada. The Cotton Company, whose immense buildings at the foot of the park can be seen, were employ-

branch, which was going to unite the French and English of Canada for one purpose. The Association was necessary to educate the people that manufacturing constitutes the backbone of the country. A few years ago he held different views with regard to the protection that was necessary in Canada, but many liberals in Canada to-day do not hesitate to say that protection is the basis and bottom of our progress. This was replied to by Mr. E. D. Chambers of Quebec, representing the Montreal Star, and Mr. F. Carrel of Quebec, representing the Daily Telegram.

MR. AMYOT TOASTED

The last toast, and one in which the whole gathering joined most heartily was that to Mr. Amyot, the Chairman of the Luncheon,



THE CONVENTION I.C.R. TRAIN AT MONCTON.

Marsh said that Quebec was still making a fight. He here referred, very kindly to the presence of the ladies and stated that their presence was an unexpected surprise, but that the Quebec members delighted to have them present on this occasion. In the shoe industry in Quebec there were close upon 5,000 hands employed, and the weekly pay sheet amounted to \$39,000 or \$40,000. Other industries in Quebec were leather tanning, kid manufacturing, furniture, corsets, paper boxes, breweries, furs on a very large scale, engines and boilers, iron vessels, clothing, tobacco, trunks and in addition the Ross rifle industry which has just been established.

MR. H. M. PRICE, QUEBEC

The next speaker was Mr. Price of the Montmorency Cotton Factory, and he spoke of himself as an Englishman in Quebec who has tried to bring together the two

ing 1,000 people. Mr. Price said that he recognized the tariff as the basis of success of Canadian manufacturers, and that with regard to it we should have no politics, but that each and all should look for the advancement of Canada.

THE LADIES

The next toast was the ladies which was proposed by Mr. W. K. George, who after having sung to him, "See him smiling," "He's a Daisy," and other such complimentary songs proposed the toast, which he described as a toast second to none, and coupled with it the names of Mr. Jno. M. Taylor, Guelph, and Mr. J. J. McGill.

THE PRESS

The press was proposed by Mr. Henry Miles of Montreal; he said that two important things needed by the Association were the press and the organization of the Quebec

this was proposed by Ald. Sadler, Montreal Mr. Amyot replied, stating that he had received such spirited help from his colleagues that they made the manufacturers of Quebec who were not members, wish that they were. The whole undertaking had afforded the Quebec manufacturers much satisfaction, and he hoped that the next visit to Quebec of the manufacturers would be for a longer time.

The party were then conducted through the interesting grounds around Kent House by Mr. Price, and also to points of vantage where the beauties of Montmorency Falls could be enjoyed. The height of this fall is 280 feet.

TO HALIFAX

There were special cars waiting to take the party back to Quebec city and arrangements had been made at the Chateau

Frontenac for dinner. The special train left Levis at 8 30 bound for Halifax.

The trip to Halifax was very enjoyable and the twenty-two hours on the train did not seem long. The party arrived at Halifax about 6 30 and were met at the station by Mr. Geo. S. Campbell, President of the Board of Trade, Mr. Jos. Henderson, Chairman of the Nova Scotia Branch of the Association and several members of each organization.

We now learned of the preparations that had been made for entertainment and so much was provided that it was difficult to arrange business and pleasure so as not to miss anything.

MILITARY TOURNAMENT

For Tuesday evening two sections of seats

the royal welcome officially extended to the visitors.

MRS BORDEN'S TEA

Wednesday afternoon Mrs. R. L. Borden gave an afternoon tea to which the visitors were invited. This was extremely thoughtful of Mrs. Borden and the ladies of the party were loud in their praises of Mr. and Mrs. Borden for the kind entertainment given at their residence, one of the finest and most favorably situated in Halifax. Unfortunately a business session of the Convention was in progress at this time and not many of the manufacturers were able to enjoy the afternoon pleasure.

GARDENS' CONCERT

In the evening Halifax Public Gardens were illuminated with hundreds of electric

lights and Chinese lanterns. St. Patrick's and the 1st C. A. band provided an excellent programme of music. The guests who arrived early with their complimentary tickets and their neat programmes which were carefully stowed away as a memento of this pleasant event stayed till eleven o'clock and were then loath to leave. Halifax Public Gardens are generally spoken of as the finest in Canada and need no illuminations to show off the beauties of the drives, the trees, the flowers, and the little ponds with their lilies, model boats and swans. But the Gardens' Concert as it was termed was most successful from the standpoint of both the entertainer and the entertained.

LADIES VISIT THE "ARIADNE"

Thursday morning the men were busy with tariff questions and the Halifax hosts

HARBOUR EXCURSION

The Convention business was concluded about 1 o'clock Thursday, and not many were absent when the "Chebucto" left Geo. H. Campbell & Co's wharf for a three hour's sail around the beautiful harbor of Halifax. The Hon. J. I. Tarte accompanied the party and the energetic minister was a centre of interest.

The Chebucto sailed up the basin and around Georges Island, near the U. S. training ship Essex. The north-west arm was a revelation to many on board. It certainly is a beautiful place and the cottages of the summer residents and boat house of the North-West Arm Club show that its beauties are appreciated at home.

The party landed at York Redoubt and by special permission were admitted to the fort. The beautiful view from the ramparts more than repaid for the climbing of the hill leading from the wharf to the military quarters.

This ended the Halifax entertainment. In the evening the Halifax business men joined the visitors around the Banquet Board and enjoyed each others company till early morning.

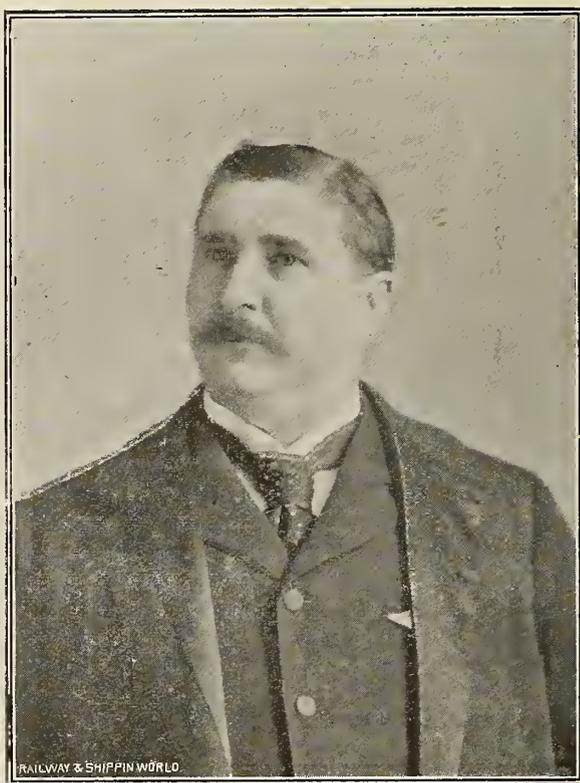
Other kindnesses were shown the visitors. The City Club and the Halifax Club threw open their doors to the visitors, many of whom found time to take advantage of this courtesy.

The Halifax people did royally. They spared neither time nor expense to make the visit of ladies and gentlemen one to be remembered, and they succeeded. On all sides the committee in charge were complimented, and it must be highly satisfactory to the Board of Trade and Halifax Branch of the Manufacturers' Association to know that their efforts met with so much success and appreciation.

The next morning the majority of the party were enjoying the scenery of the Bras d'Or Lakes in Cape Breton. The beauties of this part of Canada are only now becoming generally known, but once seen they are never forgotten and many a good word has since been said for the beauties of that district.

AT SYDNEY

At Sydney the great point of interest was the steel works. The buildings and vastness of the work going on was a revelation to many. General Manager Baker conducted the party over the works, and although the inspection was hurriedly made



E. TIFFIN, TRAFFIC MANAGER I. C. R.

in the Halifax Armouries had been reserved for the party. It was the occasion of a Naval and Military Tournament given under the auspices of the 63rd Regt. Halifax Rifles. Most of the visitors attended this and were delighted. The different exhibitions given were of the first order and the men of the Royal Navy who were taking part were of special interest to the people of the West. The programme consisted of a grand Rally round the Flag in which representatives from several different regiments took part, free gymnastics, sword exercise, cutlass drill, horse vaulting, tattoo, field gun drill, 50 yards rush, bayonet competition, tugs of war, boys' brigade drill and boxing.

The next morning, Wednesday, representatives of the Government, city council, business organizations and public generally turned out in large numbers to take part in

the immenseness of the undertaking was impressed on everyone.

The Sydney Council arranged for a sail on the harbor and at 5.30 the party, accompanied by Mayor Crowe and members of the Council and Board of Trade, boarded the steamer Pawnee. The extent of the beautiful harbor was an eye-opener to the visitors and the boats of different shapes and sizes, one of them a five-masted vessel, that were anchored near the Steel Company's wharf showed the importance of the Steel Company's industry from another standpoint.

Five miles down the harbour and on the opposite side from Sydney, we called at North Sydney and took on board Mayor McKenzie and members of the North Sydney Council.

When the party returned to Sydney, Mr. George E. Drummond, speaking in behalf of the Association, spoke of the steel development in Canada, and stated that the name of the Dominion Iron and Steel Company had spread over two continents, and he referred to this Company as the "largest baby ever born for the production of steel."

Mr. Drummond dwelt some time on the policy of the Association to leave sectional interests aside and work the East with the West for the building up of a great Canada.

He thanked the people of Sydney and North Sydney for the very cordial reception given the Association.

Mayor Crowe in reply said that he was pleased that the Canadian Manufacturers' Association had visited Sydney if only for a few hours. He cordially approved of the patriotic sentiments of Mr. Drummond when he referred to the unity of the East and the West in the march towards material advancement and the well being of a united Canada.

On the return trip we were prevented owing to rain from accepting the invitation of the Moncton Board of Trade to enjoy a drive around their city.

ADDRESS TO MR. TIFFIN

Here, however, Mr. E. Tiffin, Traffic Manager of the I. C. R. who took such an active interest in the railway arrangements of the trip was surrounded in the waiting room of the station and formally presented with the resolution of thanks which appears in the report of the Committee on Resolutions in another column.

The resolution, in the absence of Mr. Geo. E. Drummond who, with the Secretary, signed the resolution on behalf of the Association, was read by Mr. W. K. George, the Ontario Vice-President of the Association.

Mr. Tiffin was greeted with three cheers and a tiger and replied thanking the Association for the appreciation of their endeavours as shown in the address. He said they had only tried to do their duty and were pleased if the trip over the Intercolonial had been a peasant one. He hoped the

manufacturers would benefit by the trip and that individually they would 'ell their friends of the beauties of the Maritime Provinces.

AT ST. JOHN

The City of St. John with its magnificent harbor, its fine hotels and its warm-hearted citizens was ready to welcome the delegates upon their arrival there. Many had come across from Halifax through the far famed Annapolis Valley; others by the courtesy of the I. C. R. had come down via Moncton, and they met in St. John about sixty in number.

None of the delegates were in any way disappointed with the city, and the genial welcome accorded them by the citizens will not soon be forgotten.

The Union Club, with its excellent privileges, was placed at the disposal of the gentlemen, and on Monday morning, Mayor White and Mr. A. M. Jarvis, the President of the Board of Trade, took the whole party in charge for an excursion around the splendid harbor. Partridge Island was visited and, the tide being high, the visitors were shown the extent of the port and its many advantages as a shipping centre.

Upon reaching the wharf again, Mr. James Hedley, on behalf of the party, expressed sincere thanks for the kind welcome and the unstinted generosity of the officials. This was responded to by Mayor White in a neat speech. He was deeply interested in the Association's work and recognized the importance of manufacturing industries. He called the attention of the members to the excellent facilities afforded by St. John as a manufacturing centre. There was plenty of room for growth, and St. John would welcome any new industry which might locate there.

The majority of the delegates left St. John on Monday evening, greatly impressed with the many fine features of the city and with many happy memories of its kind citizens.

This gives a short account of the holiday side of the Convention but it would not be complete without noting the happy hours spent in each others company on both boat and train. It did not take long to get acquainted and the distinctive maple leaf badge marked "Halifax" was an introduction that would pass anywhere.

Twenty-four hours on the train seemed but a very short time. There were concerts, afternoon teas and card parties to take up the time and if the suggested excursion to Vancouver is arranged very few who travelled to Halifax will willingly forego the trip to the Western Coast.

The Convention was very successful from all standpoints but the value derived from personal acquaintance is a bond that makes our members more truly one for the work they have so earnestly undertaken.

FURNITURE IN AFRICA

Mr. J. W. Taylor, Exploration Building, Johannesburg, the correspondent member of the Canadian Manufacturers' Association at that place, proposes writing a series of articles for *INDUSTRIAL CANADA* outlining the various lines Canada can and ought to successfully compete in in South Africa. His remarks this month on Bed-Room Furniture are interesting:—

BED-ROOM FURNITURE

In shipping furniture for the Transvaal Market, bed-room suites should in every instance, unless otherwise specified, contain the following articles:—wardrobe, dressing-table, wash-stand, chamber-cabinet and two chairs. The last named three articles are, in comparison to the first three, of little value, but the value of the set is enhanced in the eyes of the buyer according to the number of pieces contained in the set.

The majority of Canadian Furniture Catalogues show only three pieces as comprising a bed-room suite, whereas the most popular suite sold here comprises all the furniture required for a bed-room with the exception of the bed, which is treated as a separate item, and is made of either brass or iron. No wooden bedsteads are sold here, nor for certain hygienic reasons would they be suitable.

Canada not being advanced in the production of marble slabs and mirrors, the writer begs to offer a suggestion to exporters of bed-room furniture, namely,—that arrangements might be made with the British or foreign exporters of these necessary requisites to up-to-date furniture, whereby on receipt of order for complete suites, such firms could forward direct "to the representative of the manufacturer" these accessories, the agent thereby being enabled to quote for complete suites as from one firm.

MATERIALS USED

The different woods used in the construction of furniture destined for the Transvaal should be well seasoned, as, owing to the rarified atmosphere of this colony, furniture, unless thoroughly seasoned, is more apt to warp and check than at lower centres.

The furniture should be well made and of the best material. Freights by ocean and rail being the same on the poorest as on the best quality, and as this item adds from 60 to 90 per cent. to first cost, it will be seen that a little extra cost for production to obtain a superior article will make very little difference in the ultimate selling price here, and will at the same time secure for Canadian furniture a standing which American articles in this line have not attained, they being cheap in quality, and do not compare favorably in selling price with the superior articles as sold here. There may have been a great difference between these first and second qualities at the factory, but when freightage is added, the difference is

considerably minimized, as the superior article can be disposed of more readily and profitably here than the cheaper article.

FIRST CLASS PREFERRED

I would, therefore, strongly recommend the export of first-class furniture to this part of South Africa in preference to the cheaper quality.

There will be, and, in fact, is at present, a great demand for this line, and manufacturers would do well to get their goods on the market here without delay, and in so doing must have regard to the number of pieces, etc., comprising suite, as popular here, and not as inclination is apt to tend in the export of furniture to this country, to send what may be the fashion at home, but which, in reality, is altogether unsuited for this market.

A case in point is that of some bedroom suites forwarded on consignment some six months ago without the necessary requisites; same has been lying in store ever since, awaiting the arrival of mirrors, etc.

SPECIAL EXPORT PRICES.

For the benefit of Canadian manufacturers who are just beginning an export trade we give below the rules for securing drawbacks on imported goods used in Canadian manufactured articles when exported. To do a successful export trade our manufacturers must quote special prices and they are enabled to do so by reason of the fact that ninety-nine per cent. of the duty which is paid on any raw material imported is refunded when the manufactured article is exported. This is a point that our manufacturers must not overlook. Strange to say some have been so intent on their domestic trade that they have overlooked the possibilities of export trade under this provision.

The department of Customs has tried to provide easy facilities for the securing of the rebate.

Certified Copy of a Report of a Committee of the Honourable the Privy Council, approved by His Excellency the Governor General in Council, on the 2nd November, 1894.

DRAWBACKS ON IMPORTED GOODS USED IN CANADIAN MANUFACTURED ARTICLES, AND EXPORTED.

That, under authority of Section 247 of Chapter 32 of the Revised Statutes of Canada, entitled: "The Customs Act," the following General Regulations governing drawbacks be adopted:—

The manufacturer of any article manufactured in Canada, wholly or in part from material of foreign growth, production or manufacture imported thereinto, upon which any duty of Customs has been paid on such importation, may, upon the exportation of such article so manufactured in Canada, *unless otherwise provided, and on compliance with such other regulations and restrictions as are herein contained, and are now or may hereafter be made*

applicable to each or any specific case, be entitled to a draw back of ninety-nine per cent. of the duty paid upon the material of foreign growth, production or manufacture, used and wrought into or attached to the article manufactured in Canada and exported therefrom, provided always that no claim or claims for drawback shall be paid or be payable, unless it or they aggregate the sum of twenty-five dollars, as made or presented at any one time; and provided further that the material so used as aforesaid shall have been entered at Customs and the duty paid thereon within three years of the date of the exportation of the Canadian manufactured article.

To be entitled to a drawback the manufacturer shall make due export entry of the article or articles so manufactured in Canada and deliver to the Collector of Customs at the port where such export entry is made one of the bills of lading thereof, or a copy of the bill of lading thereof, duly certified as such, and as issued for Canadian Customs purposes only by the agent of the carrier, and a statement showing the distinguishing marks and numbers of the package or packages covered by the entry and the bill of lading, the foreign destination thereof, the number or quantity of contents, the place of manufacture, and, unless a specific sum has been authorized as drawback payable, the quantity of the duty-paid material used in the manufacture of the article or articles so entered for export, and the amount of duty paid thereon, and shall furnish evidence satisfactory to the Controller of Customs as to when and where the duty was paid, and such further evidence of the *bona fides* of the importation and exportation as the Controller may under the circumstances of the case deem necessary; all of which he shall verify under oath.

METALLIC ROOFING CO. v. METAL WORKERS

The Secretary, Canadian Manufacturers' Association, City.

DEAR SIR,—We desire to draw the attention of the members of the Association to the suit that we have entered against Local Union No. 30 of the Amalgamated Sheet Metal Workers International Association, the result of which will be of far reaching importance to every employer of labor in Canada.

We may say that there was no dispute between ourselves and the Sheet Metal Workers employed in a small department of our business in regard either to wages, hours or other conditions, but the union, to which we understand they belong, insisted upon our signing an agreement, which in effect would practically bind us to discharge one or two reliable men who have been in our employ for a considerable time and who are not members of the union. These men being first-class workmen, and receiving just as high wages as members of the union, we fail to see why we should assist the unions in their apparent endeavor to force these men to become members. In consequence of our refusal to sign the agreement, eight of our men were called out by the union, and one apprentice also left. Since then the union, over the signature of its secretary and under its seal, wrote certain of our customers advising them, that on and after a certain date the Union Sheet Metal Workers in their employ would refuse to handle or put on goods of our manufacture, and a number of these men have refused to

put on goods that were purchased from us by their employers, and an interim injunction has been granted by the High Court of Justice, an extract from which reads as follows:—

This Court doth order that the defendants and each of them, their, and each of their officers, servants and agents, be, and they are hereby severally restrained from conspiring to injure the Plaintiff Company in its trade and business and from using any threats or making any communications in writing or otherwise to the Plaintiff's customers, or any of them, with intent to cause such customers or any of them to cease dealing with the Plaintiff, or from watching or besetting, or causing to be watched or beset, the works of the Company, or any of them, or the approaches thereto, or the places of residence or any place where they might happen to be, of any workmen employed or proposing to work for the Plaintiff Company, for the purpose of persuading or otherwise preventing persons from working for the Plaintiff, or for any purpose except merely to obtain or communicate information, and from procuring any persons who might enter into any contracts with the Plaintiff Company to commit a breach of such contracts, until Tuesday, the 2nd day of September, A.D. 1902, and until a motion to be on that day made to continue this injunction shall have been heard and disposed of.

We further desire to draw the attention of the members of the Association to what we consider to be the very unjust and tyrannical action of this labor union, not only towards ourselves, but also towards the few individuals whom they have been unable to persuade to join them, and towards those customers who happened to purchase goods from us before any difficulty arose, and who suddenly found their workmen refusing to put our material upon buildings that they had partially completed. You will observe that if this sort of thing is to be permitted, that an employer who has signed an agreement, and who is doing everything that the unions request, is still likely at any moment, in the middle of a large and important contract, to find his workmen refusing to complete the building, or to do any further work unless he buys his material from whoever the union chooses to direct, and this, too, without giving him any reasonable notice of the fact that they do not intend to handle certain material, so that the contractor, under these circumstances, would not have the slightest means of protecting himself from possible ruin.

The action that we have taken in the courts is in the interests of every employer of labor in this country, and whatever the result of it may be, it will certainly be very far reaching in the effect.

The writer has been under the impression for the last two or three years that it would eventually be absolutely necessary for employers to form a union to protect their own interests and to protect themselves from the misuse and abuse of the power that the labor unions endeavour to exercise in certain cases, and we are strongly of the opinion that the time has now arrived when a vigorous effort should be made to form a union from one end of the Dominion to the other of all employers of labor, regardless of the line of business in which they are engaged, as it is becoming more and more evident that combinations on the one side must be met by combinations on the other side, not for the purpose of tyrannical oppression, but for the purpose of seeing justice done to all parties. Yours truly,

The Metallic Roofing Co. of Canada,
Limited.

Toronto, J. O. THORN,
Aug. 28, 1902. General Manager.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies.—A firm in **Cape Town, South Africa**, with offices and good facilities for show-samples desire to represent Canadian manufacturers. They state that most of the Australian firms are already represented there and are finding South Africa a good market.

A firm of manufacturers' agents in **Kalgoorlie, W.A.**, desires to act as sole agents in West Australia for Canadian manufacturers and asks correspondence with regard to this.

An unmarried man, 28 years of age, intends leaving Canada shortly for **South Africa**, and desires to secure the representation of some of our manufacturers for that colony. He will be glad to interview any firm desiring his services.

A Canadian in Newmarket, Ont., is about to start for **South Africa**, and desires to represent Canadian manufacturers on a straight commission basis. He has already spent two years in the country, and is well acquainted with it.

A young man in Brantford, Ont., having just returned from England, impressed with the possibilities of Canadian trade in that country, desires to make connections with Canadian exporters for introducing their goods in England.

A correspondent in **Liverpool**, stating that he has been a partner in a manufacturing concern in that city for five years, and is well known in the business community, desires to represent Canadian Manufacturers. He particularly mentions furniture.

A correspondent in **London**, with whom we have had considerable correspondence, advises us that his business offices have been removed and that he now has large showrooms on City Road, London, and is prepared to set aside a room for the exhibition of goods made by the different members of this Association, and asks the cooperation of the individual members.

An agent in **London** is prepared to buy heavy scrap brass on behalf of Canadian houses if desired: he is also open to take up agencies for the sale in the United Kingdom of doors, sashes, caskets, frames, etc.

Ales and Beers.—A correspondent in **Johannesburg** desires correspondence with the manufacturers of the above.

Asbestos.—An enquiry from forwarding agents in New York asks for the shippers of crude **Asbestos**.

A firm in **Glasgow**, large dealers in **Asbestos** for packing purposes, are anxious to be put in communication with a firm of direct shippers in Canada.

Apple Shippers.—A **London** firm of fruit salesmen and commission agents are desirous of extending their Canadian connection, and are prepared to correspond with apple shippers in the Dominion.

Axe Handles.—A correspondent of the Association in **Berlin, Germany**, has had several enquiries for the above and asks our members who manufacture them to submit prices for large quantities.

Blinds—Window and Verandah—A firm in **Adelaide, South Australia**, desires to purchase the above line.

Boots and Shoes—A firm in **Brussels, Germany**, doing business in **Holland, Belgium, France, Switzerland and Germany** for the past 10 years, desires to represent shippers of the above. He sends English references.

Butts—A firm in **Adelaide, South Australia**, desires to purchase Canadian butts for manufacturing casks.

Cheese—A firm in **Glasgow**, who have an established connection with grocery and provision dealers in **Edinburgh** and the surrounding countries, desires to communicate with Canadian exporters in the above line. They have men with wide experience looking after their interests.

Clothing—A firm in **Brussels, Germany**, doing business in **Holland, Belgium, France, Switzerland and Germany** for the past 10 years, desires to represent shippers of the above. He sends English references

Corsets.—A firm in **Brussels, Germany**, doing business in **Holland, Belgium, France, Switzerland and Germany** for the past ten years desires to represent shippers of the above. He sends English references.

Duck.—A firm in **Adelaide, S. Aus.**, desires to purchase duck for boat sails.

Druggist Sundries and Patent Medicines.—A firm in **London, England**, with whom the Association has had considerable

correspondence, desires to secure the agency for the above line and also any article for **England or South African Colonies**. They desire the sole representation for a stated time on a commission basis.

Fancy Goods.—A firm in **London, England**, with whom the Association has had considerable correspondence, desires to secure the agency for the above line and also any article for **England or South African colonies**. They desire the sole representation for a stated time on a commission basis.

Flour.—A firm in **Glasgow**, who have an established connection with grocery and provision dealers in **Edinburgh** and the surrounding countries desire to communicate with Canadian Exporters in the above line. They have men with wide experience looking after their interests.

Fruit in Tins or Dried.—A firm in **Glasgow**, who have an established connection with Grocery and Provision dealers in **Edinburgh** and the surrounding countries, desire to communicate with Canadian Exporters in the above line. They have men with wide experience looking after their interests.

Furniture.—A firm in **Brussels, Germany**, doing business in **Holland, Belgium, France, Switzerland and Germany** for the past ten years desires to represent shippers of the above. They send English references.

A Canadian in **Krudgersdorf, S. A.** writes stating that there is an opening for Canadian furniture and would like to secure an agency of a Canadian shipper. He asks for catalogues and prices.

A firm in **St. Kitts, West Indies**, with business places also at **Nevis and Antigua** desires to purchase household furniture—Payment to be made by bank draft on New York or Halifax. The head office of this firm is in **Glasgow**.

Grass and Straw Rings.—We have an enquiry from **Croydon, England**, asking for the above, 5 inches in diameter, with 1 or 1½ inch hole in the centre, weighing 2½ or 3 oz. These rings will be required in millions.

Haberdashery—A firm in **London, England**, with whom the Association has had considerable correspondence, desire to secure the agency for the above line, and also any article for **England or South African colonies**. They desire

the sole representation for a stated time on a commission basis.

Handles—A firm in Warrington, England, who are manufacturers of spades, shovels, forks, etc., desire to procure in Canada handles for the same.

Hardware—A firm in London, England, desires to represent Canadian manufacturers of hardware, for furnishing goods on a commission basis. They have already a well established business connection.

Hardwood (suitable for flooring)—Contractors in Bombay, India, desiring Canadian hardwood for flooring which the white ants will not penetrate, and ask for samples.

Houses—A firm in Johannesburg, South Africa, desires catalogues, notices and prices of portable houses, together with tonnage. All prices to be given f.o.b. port. A Land Co. in Johannesburg, proposes erecting several of these on their holdings.

India Rubber Goods—A firm in Brussels, Germany, doing business in Holland, Belgium, France, Switzerland and Germany, for the past ten years, desires to represent shippers of the above. He sends English references.

Ladders—An enquiry from Cape Town, South Africa, for ladders of poplar or British Columbia fir ready for putting together from 20 to 100 feet in length; prices are asked for f.o.b. port.

Machinery—Nail Making—A firm in London, England, desire to procure a nail making machine. The machine is for shipment to Australia, and one is desired for making nails up to 3 inches. They desire a machine making both flat and rosehead, if possible, but if only flat desire one that will make both plain and corrugated heads.

Mouldings—An important firm of hotel and house furnishers and decorators in London is prepared to purchase quantities of wood mouldings from Canadian Manufacturers.

Nails—A firm in London, England desires to represent Canadian Manufacturers of wire nails, 1¼ and 1½ inches by 13 gauge.

Oatmeal—A firm in Glasgow who have an established connection with grocery and provision dealers in Edinburgh and the surrounding counties desire to communicate with Canadian Exporters in the above line. They have men with wide experience looking after their interests.

Photographic Sundries—A firm in London, Eng., with whom the Association has had considerable correspondence desire to secure the agency for the above line and also any article for England or South African Colonies. They desire the sole representation for a stated time on a commission basis.

Provisions—A firm of large importers of provisions would like to represent in Glasgow a good Canadian house dealing in canned goods or dairy produce.

Pulp Board—A London house asks to be put in communication with Canadian producers of the above for making boot and shoe soles.

Ropes, Cordage—A correspondent at Constantinople, desires to get into communication with Canadian manufacturers of ropes, cordage, etc.

Shooks Box—An inquiry is made by a firm in the north of England, for names of Canadian shippers of packing cases in a knock down condition.

Spokes, Rims, Hubs and Shafts—A correspondent of the Association in Berlin, Germany has had several enquiries for the above, and ask our members who manufacture them to submit prices for large quantities.

Steel Structural—An important firm of hotel and house furnishers in London is prepared to purchase quantities of structural steel from Canadian Manufacturers.

Tar—A firm in Wolverhampton, England, desire, to procure in Canada vegetable tar for rope making. His firm uses from 50 to 100 bbls. annually, but he states that he would gladly give the names of others in the trade who are anxious to purchase this produce from Canada.

Tubs, Buckets, Etc.—An ironmonger in Perth, West Australia, desires to be placed in communication with manufacturers of pulp goods such as above, and desires price lists and catalogues of the same.

Wall Papers—An English firm representing an Australian house, desires to procure wall paper in Canada for shipments to Australia.

A firm in Auckland, N.Z., who have lost the agency of an English firm of wall paper manufacturers owing to the amalgamation which has taken place desires to represent Canadian exporters. They have an established connection and send several references asking for correspondence as soon as possible.

Wood Shavings—A firm in Birmingham, England, doing business as wholesale paper merchants, established in 1889, desires to procure wood shavings for packing purposes.

Whiskey—A correspondent in Johannesburg desires correspondence with the exporters of the above.

EXHIBITION OF MANUFACTURERS' SAMPLES AT DELAGOA BAY

Messrs. Bell, Bell & Company, of Delagoa Bay, propose opening a permanent exhibition of manufacturers' samples at that port on the first of January next.

Delagoa Bay is the finest harbor in that part of Africa, and from its geographical position is bound to command a considerable portion of the Transvaal trade. The merchants from the interior make periodical visits to Delagoa Bay to place their orders, and Messrs. Bell & Bell consider the most satisfactory way of meeting this trade is by having an exhibit of manufacturers' samples constantly before the buyers.

The above firm would act as agents for exhibitors, and would sell goods from sample on a commission basis; their travellers and representatives would carry a selection from the samples on their periodical trips.

The different lines of goods likely to be exhibited are classified into four classes, and charges made according to their classification. An advertisement of Messrs. Bell & Bell appears in this issue.

Correspondent Members

CANADIAN MANUFACTURERS' ASSOCIATION

The following have been officially appointed correspondent members of the Association for the districts named. The appointments were made only after the executive were assured as to the reliability and good standing of the parties, but no liability is assumed by the Association. They will furnish free to members preliminary information with reference to the markets in which they are situated.

AUSTRALIA—

Brisbane, Queensland—D. H. Ross.
Sydney, New South Wales—Charles Dobson, Strand St.
Melbourne, Victoria—William McLean, 107 Elizabeth St.

BELGIUM—

Emile Pauwaert, Ghent, Belgium.

BRITISH WEST INDIES—

Barbados—C. D. Davies, Bridgetown.

CAPE COLONY—

Moffat, Hutchins & Co., P.O. Box 185, Cape Town.

CURACOA—

Dutch West Indies—Jacob Jesurun, H. M. Consul.

GREAT BRITAIN—

Harrison Watson, Curator Canadian Section Imperial Institute, Imperial Institute Road, London, Eng.

GERMANY—

Henry Becker, Berlin S. 42. Ritterstr. 27.

NEW ZEALAND—

Th. de Schryver, Auckland.

TRANSVAAL—

J. W. Taylor, 10 Exploration Buildings Johannesburg.

OFFICERS AND COMMITTEES

1902-1903

Canadian Manufacturers' Association.

(INCORPORATED)

PRESIDENT :

Cyrus A Birge, The Canada Screw Co., Hamilton.

FIRST VICE-PRESIDENT :

Geo. E. Drummond, The Canada Iron Furnace Co., Montreal.

ONTARIO VICE-PRESIDENT :

W. K. George, The Standard Silver Co., Toronto.

QUEBEC VICE-PRESIDENT :

J. J. McGill, The Canadian Rubber Co., Montreal.

NOVA SCOTIA VICE-PRESIDENT :

D. W. Robb, Robb Engineering Co., Amherst.

BRITISH COLUMBIA VICE-PRESIDENT :

John Hendry, British Columbia Mills Timber and Trading Co., Vancouver.

MANITOBA VICE-PRESIDENT :

E. L. Drewry, Winnipeg, Manitoba.

NEW BRUNSWICK VICE-PRESIDENT :

C. J. Osman, Esq., Albert Manufacturing Co., Hillsborough, N.B.

TREASURER :

Geo. Booth, The Booth Copper Co., Toronto.

SECRETARY :

R. J. Younge, B.A., Toronto.

EXECUTIVE COUNCIL

ONTARIO

W. C. Breckenridge, The Norton Mfg. Co., Hamilton.
 A. Campbell, A. Campbell, Toronto Junction.
 John Chaplin, jr., The Welland Vale Mfg. Co., St. Catharines.
 H. Cockshutt, The Cockshutt Plow Co., Brantford.
 W. W. Cox, The Whitman & Barnes Mfg. Co., St. Catharines.
 E. B. Eddy, The E. B. Eddy Mfg. Co., Hull, Que.
 W. M. Gartshore, The McClary Mfg. Co., London.
 Jas. Goldie, The Jas Goldie Co., Guelph.
 R. Hamilton, The Wm. Hamilton Mfg. Co., Peterboro.
 C. H. Waterous, Waterous Engine Works, Brantford, Ont.
 J. B. Henderson, The Penman Mfg. Co., Paris.
 J. Hewton, The Kingston Hosiery Co., Kingston.
 R. Hobson, The Hamilton Iron & Steel Co., Hamilton.
 G. W. McLaughlin, The McLaughlin Carriage Co., Oshawa.
 T. A. Russell, The Canada Cycle & Motor Co., Toronto Junction.
 T. H. Smallman, The Canada Chemical Co., London.
 H. B. Smith, The North American Bent Chair Co., Owen Sound.
 J. M. Taylor, The A. R. Woodyatt Co., Guelph.
 C. R. H. Warnock, The Galt Knitting Co., Galt.
 F. H. Whitton, The Ontario Tack Co., Hamilton.
 S. J. Williams, Williams, Greene & Rome, Berlin.

TORONTO

P. H. Burton, The Merchants Dyeing & Finishing Co.
 C. N. Candee, The Gutta Percha & Rubber Mfg. Co.
 R. J. Christie, Christie Brown & Co.
 W. P. Gundy, The W. J. Gage Co.
 Geo. H. Hees, Geo. H. Hees, Son & Co.
 Gerhard Heintzman, Gerhard Heintzman & Co.
 J. H. Houser, The Massey-Harris Co.
 Geo. Irving, The Irving Umbrella Co.
 R. Millichamp, Millichamp, Coyle & Co.
 J. P. Murray, The Toronto Carpet Mfg. Co.
 Frederic Nicholls, The Canadian General Electric Co.
 J. H. Paterson, The Toronto Hardware Mfg. Co.
 F. A. Ritchie, Ritchie & Ramsay.
 Thos. Roden, Roden Bros.

Wm. Stone, The Toronto Litho. Co.
 A. W. Thomas, The Copp, Clark Co.
 J. O. Thorn, The Metallic Roofing Co of Canada.
 S. M. Wickett, Wickett & Craig.

MONTREAL

Jas. Davidson, The Thos. Davidson Mfg. Co.
 J. S. N. Dougall, McCaskill, Dougall & Co.
 J. T. Hagar, J. & T. Bell.
 J. C. Holden, Ames-Holden Co.
 Ald. G. Sadler, Sadler & Haworth.
 A. H. Simms, A. H. Simms & Co.
 R. R. Stevenson, Stevenson, Blackader & Co.
 F. W. Thompson, The W. W. Ogilvie Milling Co.
 Hon. J. D. Rolland, Rolland Paper Co.
 B. Tooke, Tooke Bros., Ltd.
 S. S. Boxer, The Watson-Foster Co.
 C. C. Ballantyne, Sherwin Williams Co.
 E. Tougas, P. D. Dods & Co
 W. W. Watson, The Canada Sugar Refining Co.

QUEBEC

Geo. E. Amyot, The Dominion Corset Mfg. Co., Quebec.
 Brock Willett, S. T. Willett & Son, Chambly Canton.
 E. Guillet, E. Guillet & Co., Marieville, Que.
 J. A. Gunn, Dominion Furniture Co., Montreal.

NOVA SCOTIA

John F. Stairs, Nova Scotia Iron and Steel Co., Halifax.
 H. L. Hewson, Oxford Mfg. Co., Oxford, N. S.
 C. M. Crockett, I. Matheson & Co., New Glasgow, N. S.

BRITISH COLUMBIA

D. R. Ker, Brackman-Ker Milling Co., Ltd., Vancouver.
 Wm. Sulley, E. H. Heaps & Co, Vancouver.

NEW BRUNSWICK

Chas. McDonald, The St John Iron Works, St. John.

MANITOBA

Robt. Muir, Robt. Muir & Co., Winnipeg.

EXECUTIVE COUNCIL—Continued.

EX-OFFICIO MEMBERS OF THE EXECUTIVE COUNCIL BEING PAST PRESIDENTS

Robt. Munro, The Canada Paint Co., Montreal.
 P. W. Ellis, P. W. Ellis & Co., Toronto.
 J. F. Ellis, Messrs. Barber & Ellis, Toronto.
 A. E. Kemp, The A. E. Kemp Mfg. Co., Toronto.

D. W. Karn, The Karn Piano Co., Woodstock.
 B. Rosamond, The Rosamond Woollen Co., Almonte.
 Jno. Bertram, Messrs. Jno. Bertram & Sons, Dundas.
 R. W. Elliot, The Elliot Co., Toronto.
 W. K. McNaught, The American Watchcase Co., Toronto.
 Edward Gurney, the Gurney Foundry Co., Toronto.

STANDING COMMITTEES.

RAILWAY AND TRANSPORTATION

Chairman—J. O. Thorn, The Metallic Roofing Co., Toronto.
 E. C. Boeckh, The United Factories, Ltd., Toronto.
 A. Campbell, M.P., A. Campbell, Toronto Junction.
 W. P. Gundy, The W. J. Gage Co., Toronto.
 Geo. Heintzman, Messrs. Heintzman & Co., Toronto.
 R. Hobson, The Hamilton Iron & Steel Co., Hamilton.
 J. H. Housser, The Massey-Harris Co., Toronto.
 Geo. Irving, The Irving Umbrella Co., Toronto.
 Wm. McMaster, The Montreal Rolling Mills Co., Montreal.
 A. S. Rogers, The Queen City Oil Co., Toronto.

PARLIAMENTARY

Chairman—P. W. Ellis, P. W. Ellis & Co., Toronto.
 W. H. Carrick, The Gurney Foundry Co., Toronto.
 R. J. Christie, Messrs. Christie, Brown & Co., Toronto.
 J. F. Ellis, Messrs. Barber & Ellis, Toronto.
 Geo. H. Hees, Geo. H. Hees, Son & Co., Toronto.
 Robt. Munro, The Canada Paint Co., Montreal.
 Thos. Roden, Messrs. Roden Bros., Toronto.
 W. B. Rogers, Messrs. Chas. Rogers & Sons Co., Toronto.
 A. W. Thomas, The Copp, Clark Co., Toronto.
 J. O. Thorn, The Metallic Roofing Co., Toronto.

TARIFF

Chairman—Robt. Munro, The Canada Paint Co., Montreal.
 P. H. Burton, The Merchant's Dyeing & Finishing Co., Toronto.
 P. W. Ellis, Messrs. P. W. Ellis & Co., Toronto.
 J. F. Ellis, Messrs. Barber & Ellis, Toronto.
 Wm. McMaster, The Montreal Rolling Mills Co., Montreal.
 W. K. McNaught, The American Watchcase Co., Toronto.
 Frederic Nicholls, The Canadian Gen. Electric Co., Toronto.
 T. A. Russell, The Canada Cycle & Motor Co., Toronto

J. R. Shaw, The Canada Furniture Manufacturers, Ltd., Toronto.
 W. W. Watson, The Canada Sugar Refining Co., Montreal.

COMMERCIAL INTELLIGENCE

Chairman—J. P. Murray, The Toronto Carpet Mfg. Co., Toronto.
 C. C. Ballantyne, The Sherwin Williams Co., Montreal.
 G. P. Brackon, The Metallic Roofing Co., Toronto.
 J. S. King, The J. D. King Co., Toronto.
 Col. J. B. MacLean, The MacLean Publishing Co., Toronto.
 F. J. Smale, The Wm. Davies Co., Toronto.
 Wm. Stone, The Toronto Litho. Co., Toronto.
 W. B. Tindall, The Parry Sound Lumber Co., Toronto.
 H. Van der Linde, The Gutta Percha & Rubber Mfg. Co., Toronto
 S. M. Wickett, Messrs. Wickett & Craig, Toronto.

INDUSTRIAL CANADA

Chairman—W. K. McNaught, The American Watchcase Co., Toronto.
 J. F. Ellis, Messrs. Barber & Ellis, Toronto.
 T. A. Russell, The Canada Cycle & Motor Co., Toronto.
 A. W. Thomas, The Copp, Clark Co., Toronto.
 S. M. Wickett, Messrs. Wickett & Craig, Toronto.

RECEPTION AND MEMBERSHIP

Chairman—S. M. Wickett, Messrs. Wickett & Craig, Toronto.
 C. N. Candee, The Gutta Percha & Rubber Mfg. Co., Toronto.
 L. V. Dusseau, The Gendron Mfg. Co., Toronto.
 Geo. Gillies, The Toronto Bolt & Forging Co., Toronto.
 Geo. H. Hees, Geo. H. Hees, Son & Co., Toronto.
 Frank Kent, Messrs. Seaman, Kent & Co., Toronto.
 Frank Paul, Messrs. Belding, Paul & Co., Montreal.
 F. B. Polson, The Polson Iron Works, Toronto.
 Thos. Roden, Messrs. Roden Bros., Toronto.
 T. A. Russell, The Canada Cycle & Motor Co.

INDUSTRIAL EXHIBITION REPRESENTATIVES.

TORONTO

R. B. Andrew, Bowmanville.
 Geo. Booth, The Booth Copper Co., Toronto.
 W. K. George, The Standard Silver Co., Toronto.
 T. L. Moffatt, Jr., The Moffat Stove Co., Weston.
 W. K. McNaught, The American Watchcase Co., Toronto.
 H. G. Nicholls, The Canadian General Electric Co., Toronto.
 W. B. Rogers, Messrs. W. B. Rogers & Sons, Toronto.
 T. A. Russell, The Canada Cycle & Motor Co., Toronto Junction.
 J. R. Shaw, The Canada Furniture Manufacturers, Ltd., Toronto.
 J. T. Sheridan, The J. F. Pease Furnace Co., Toronto.
 F. Stanley, The Stanley Piano Co., Toronto.
 J. O. Thorn, The Metallic Roofing Co., Toronto.

OTTAWA

CENTRAL EXHIBITION BOARD :

Geo. L. Orme, The Rolla L. Crain Co., Ottawa.
 W. H. Rowley, The E. B. Eddy Co., Hull.

LONDON

WESTERN FAIR BOARD :

F. W. Coles, Globe Casket Co'y, London, Ont.
 A. W. White, Geo. White & Sons Co., Ltd., London, Ont.

WINNIPEG

WINNIPEG INDUSTRIAL EXHIBITION :

E. L. Drewry, Winnipeg, Man.

LOCAL BRANCHES.

TORONTO

CHAIRMAN

W. P. Gundy, W. J. Gage & Co.

VICE CHAIRMAN

N. Candee, Gutta Percha & Rubber Co.

SECRETARY

J. F. M. Stewart, B.A.

EXECUTIVE COMMITTEE

R. J. Christie, Christie, Brown & Co.
 J. H. Patterson, Toronto Hardware Mfg. Co.

LOCAL BRANCHES—Continued.

J. T. Sheridan, Pease Furnace Co.
 D. T. McIntosh, McIntosh Granite and Marble Co.
 Robt. Crean, Robt. Crean & Co.
 F. B. Fetherstonhaugh, F. B. Fetherstonhaugh & Co.
 J. P. Murray, Toronto Carpet Mfg. Co.
 William Stone, Toronto Lithographing Co.
 J. H. Housser, Massey-Harris Co.
 A. W. Thomas, Copp, Clark Co.

MONTREAL

CHAIRMAN

Hon. J. D. Rolland, Rolland Paper Co.

VICE CHAIRMAN

W. McMaster, The Montreal Rolling Mills.

SECRETARY

E. H. Cooper, B.A.

EXECUTIVE COMMITTEE

F. W. Thompson, The Ogilvie Milling Co.
 E. Tougas, Messrs. P. D. Dods & Co.
 W. W. Watson, The Canada Sugar Refining Co.
 Robt. Munro, The Canada Paint Co.
 J. J. McGill, The Canadian Rubber Co.
 James Davidson, The Thos. Davidson Mfg. Co.
 Ald. Sadler, Messrs. Sadler & Howarth.
 Edgar McDougall, Caledonia Iron Works.
 J. T. Hagar, Messrs J. & T. Bell.
 George Esplin, Messrs. G. & J. Esplin.
 R. S. Stevenson, Messrs. Stevenson, Blackader & Co.
 J. C. Holden, Messrs. Ames, Holden & Co.
 R. Gardner, Messrs. R. Gardner & Sons.
 J. E. Mathews, Lymburner & Mathews.
 J. S. N. Dougall, McCaskill, Dougall & Co.
 R. C. Wilkins, Robt. C. Wilkins & Co.
 A. H. Simms, A. H. Simms & Co.
 J. H. Sherrard, Alaska Feather and Down Co.
 John Baillie, The Dominion Oilcloth Co.
 C. W. Davis, Williams Mfg. Co.
 W. T. Whitehead, Colonial Bleaching and Printing Co.
 C. C. Ballantyne, The Sherwin-Williams Co.
 Geo. E. Drummond, The Canadian Iron Furnace Co.
 G. J. Kilpin, Imperial Oil Co.
 Mr. Horsfall, Montreal Woollen Mill Co.

BRITISH COLUMBIA

CHAIRMAN

Wm. Sulley, E. H. Heaps & Co.

VICE-CHAIRMAN

D. R. Ker, Brackman-Ker Milling Co., Ltd.

SECRETARY

W. T. Stein, W. T. Stein & Co., C. A.

EXECUTIVE COMMITTEE

R. Seabrook, R. P. Rithet & Co., Victoria.
 B. R. Seabrook, The Albion Iron Works, Victoria.
 J. A. Sayward, J. A. Sayward & Co., Victoria.
 J. C. McClure, Robert Ward & Co., Victoria.
 H. J. Scott, Hamilton Powder Co., Victoria.
 P. R. Brown, Colonist Printing & Publishing Co., Victoria.
 J. W. Hackett, Robertson & Hackett, Vancouver.
 J. F. Ross, Vancouver Engineering Works, Vancouver.

L. A. Lewis, Brunette Sawmill Co., New Westminster.
 J. G. Scott, Pacific Coast Lumber Co., New Westminster.
 H. Depenser, Canadian Pacific Lumber Co., Port Moody.
 R. R. Hedley, Hall Mining and Smelting Co., Nelson.
 C. Hilliard, Nelson Saw and Planing Mills, Nelson.
 F. C. Wolfenden, Okanagan Flour Mills Co., Armstrong.
 W. S. Haskins.
 C. F. Jackson.
 J. G. Woods.

MANITOBA

CHAIRMAN :

E. F. Hutchings, The Great West Saddlery Co.

VICE-CHAIRMAN :

John McKechnie.

SECRETARY :

C. N. Bell, Winnipeg.

EXECUTIVE COMMITTEE :

E. L. Drewry, Edward L. Drewry, Winnipeg.
 Robert Muir, Robert Muir & Co., Winnipeg.
 D. E. Sprague, D. E. Sprague, Winnipeg.
 Geo. L. Maulson, Boady & Noakes, Winnipeg.
 Geo. F. Bryan, G. F. Bryan, Winnipeg.
 Andrew Kelly, Brandon.

NOVA SCOTIA

CHAIRMAN :

Jos. Henderson, Henderson & Potts, Halifax.

VICE-CHAIRMAN :

Dr. D. H. Muir, Condensed Milk Co., Truro.

SECRETARY :

J. R. Macleod, Halifax.

EXECUTIVE COMMITTEE :

John F. Stairs, N. S. Steel Co., Halifax.
 J. P. Longard, Longard Bros., Halifax.
 T. M. Cutler, Acadia Sugar Refining Co., Halifax.
 Wallace Buell, Dominion Iron and Steel Co., Sydney.
 James Munro, Munro Wire Works, New Glasgow.
 A. F. Pelton, Rhodes-Curry, Amherst.
 W. B. Taylor, Robt Taylor Co., Halifax.
 D. W. Robb, Robb Eng. Co., Amherst.
 C. M. Crockett, I. Matheson & Co., New Glasgow.
 Wm. Lithgow, Port Hood Coal Co., Halifax.
 T. R. Gue, Acadia Powder Co., Halifax.
 H. H. Hamilton, G. J. Hamilton & Sons, Pictou.

QUEBEC

CHAIRMAN :

Geo. E. Amyot, Dominion Corset Mfg. Co., Quebec.

VICE-CHAIRMAN :

W. A. Marsh, Wm. Marsh Co., Ltd., Quebec.

SECRETARY :

J. Picard, Rock City Tobacco Co., Ltd., Quebec.

EXECUTIVE COMMITTEE :

C. H. Carrier, Carrier, Laine & Co., Levis.
 G. A. Vandry, J. Arthur Paquet, Quebec.
 J. S. Langlois, J. S. Langlois & Co., Quebec
 Thos. Hetherington, Quebec.

CONSTITUTION AND BY-LAWS

— OF THE—

Canadian Manufacturers' Association.

(INCORPORATED)

CONSTITUTION

The Constitution of the Association is contained in the following Act of Incorporation which was passed by the Senate and the House of Commons of Canada, 1902 :

ACT OF INCORPORATION

Whereas the persons hereinafter named have, by their petition, represented that they and others have for some time past been associated together under the name of The Canadian Manufacturers' Association, and have prayed that it be enacted as hereinafter set forth, and it is expedient to grant the prayer of the said petition : Therefore His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows :—

INCORPORATION

1. W. K. George, J. J. McGill, Geo Booth, A. Campbell, C. R. H. Warnock, H. Cockshutt, James Goldie, W. C. Breckenridge, T. H. Smallman, J. B. Henderson, J. O. Thorn, S. M. Wickett, Wm. Stone, J. H. Houser, R. J. Christie, Geo. H. Hees, J. R. Shaw, Jno. M. Taylor, Thos. Roden, J. P. Murray, A. W. Thomas, E. G. Gooderham, P. H. Burton, Frederic Nicholls, C. N. Candee, R. Millichamp, E. C. Boeckh, R. Y. Ellis, Frank Paul, the Honorable J. D. Rolland, W. W. Watson, A. E. Ogilvie, Wm. McMaster, Jas. Davidson, C. C. Ballantyne, G. W. Sadler, P. W. Ellis, J. F. Ellis, A. E. Kemp, W. K. McNaught, Edward Gurney, and such others as are now members of the Association mentioned in the preamble, together with such others as hereafter become members of the Association hereby incorporated, are incorporated under the name of "The Canadian Manufacturers' Association," hereinafter called "the Association."

OBJECTS

2. The objects of the Association shall be to promote Canadian industries and to further the interests of Canadian manufacturers and exporters, and to render such services and assistance to members of the Association, and to manufacturers and exporters generally, as the Association shall deem advisable from time to time.

EXISTING OFFICERS AND BY-LAWS CONTINUED

3. The members of the Association who,

at the time of the passing of this Act, hold office in, or are members of any committee of the unincorporated Association, shall continue to hold the same offices, and to act on the same committees, until the next annual general meeting of the Association ; and in like manner the Association shall continue to work under the existing constitution, by-laws and regulations of the unincorporated Association until the next annual meeting of the Association, and from that date the Association shall have such officers and committees having such powers and duties as the Association may, from time to time, by by-law or resolution determine.

HEAD OFFICE

4. Until otherwise determined by the Association, the head office of the Association shall be in the city of Toronto, in the province of Ontario.

BY-LAWS, ETC.

5. The majority of the members of the Association present at any annual or special meeting called for that purpose may make by-laws, rules and regulations for the government of the Association, including by-laws providing for the admission, suspension, expulsion or retirement of members, and for the imposing of fees, subscriptions and penalties, which shall be binding upon all members of the Association, and on all its officers, servants, and others lawfully under its control.

POWERS OF ASSOCIATION

6. The Association may :—

(a) Publish such pamphlets, periodicals or other publications as are deemed advisable in the interests of the Association or any of its members ;

(b) Organize, establish, regulate and dissolve branches or sections of the Association, but no such branch or section shall be deemed to be a separate corporation ;

(c) Engage in the work of developing and promoting the export trade of Canadian goods by such means as may be considered desirable by the Association ;

(d) Obtain information and statistics for its members, or for Canadian manufacturers and exporters, and render to them such other services or assistance as may be deemed advisable ;

(e) Purchase or acquire real property, and mortgage, lease, sell or otherwise alienate the same, provided that the value of such property held by the Association at any one time shall not exceed fifty thousand dollars.

ARBITRATION POWERS

7. The Association may provide by by-law for the appointment of arbitrators, members of the Association, to hear and decide controversies, disputes or misunderstandings relating to any commercial matter which may arise between members of the Association or any person whatsoever claiming by, through or under them, which may be voluntarily submitted for arbitration by the parties in dispute.

2. Members assenting to an arbitration by an instrument in writing shall be understood to have submitted to the decision of the majority of the arbitrators appointed to hear the case and to decide upon the same.

3. The arbitrators appointed to hear any case submitted for arbitration as aforesaid, may examine upon oath (which oath any one of such arbitrators is hereby empowered to administer) any party or witness who appears before them, and shall give their award thereupon in writing, and their decision or that of a majority of them, given in such award shall be final and binding upon the parties.

COMMITTEES OF ENQUIRY

8. The Association may, by by-law or resolution, provide for the appointment of committees of enquiry to enquire into any matter affecting the manufacturing import or export interests of Canada, and such committees may examine upon oath (which oath any member of said committee is hereby empowered to administer) any party who appears before them, and the evidence so taken may be used to assist the Association in arriving at a decision with reference to the matter under consideration.

NOTICES OF MEETINGS

9. All meetings of the Association shall be called by notice mailed to each member at least fifteen days before the holding of such meetings, and all notices of special meetings shall state the objects of such meetings.

BY-LAWS

MEMBERSHIP

There shall be three classes of members, Active, Honorary and Correspondent. Active members shall consist of ordinary and life members.

ACTIVE MEMBERS

Active membership in the Association shall be open to individuals, firms and corporations actively engaged as manufacturers in the Dominion of Canada. Candidates for active membership shall sign an application. This application shall be signed by an active member as proposer and by another active member as seconder, and be forwarded to the Secretary. Such application shall be acted upon by the Executive Council after report by the Reception and Membership Committee.

HONORARY MEMBERS

Honorary members shall be elected only by unanimous vote at the annual general meeting. They shall have the same privileges as active members, but may not vote or hold office.

CORRESPONDENT MEMBERS

Correspondent members shall be elected by the unanimous vote of the Executive Council for the term of one year or at the pleasure of the Executive Council. They shall be furnished with credentials as representatives of the Association in British or foreign trade centres, and shall have the same privileges as honorary members.

LIFE MEMBERS

Any ordinary member in good standing may, after at least one year's membership, become a life member on payment in advance of ten annual subscriptions, or may be elected by unanimous vote at the annual general meeting in consideration of services rendered to the Association.

MEETINGS

The fiscal year of the Association shall commence on the first day of August of each year. The annual general meeting shall be held within the eight weeks succeeding August 1st. It shall be convened in such place as may be decided upon by the Executive Council; to receive the report and financial statement of the Executive Council for the past year; to elect the officers, Executive Council and Committees for the ensuing year, and for all other general or special purposes relating to the management of the Association's affairs.

The annual general meeting and all special meetings of the Association shall be called by the President. The President may call a special meeting of the Association at his own pleasure, and shall do so at the written request of ten active members within three days of his receipt of such request.

OFFICERS

The officers shall consist of President, a First Vice-President, and an additional Vice-President from each Province represented in the Association, Treasurer and such other officers as the Executive Council may from time to time see fit to appoint.

DUTIES OF OFFICERS

PRESIDENT—It shall be the duty of the President to preside at all meetings of the Association and of the Executive Council, and to enforce compliance with the Constitution and By-laws.

VICE-PRESIDENTS—It shall be the duty of the Vice-Presidents, in the order of their election to assist the President in the discharge of his duties, and in his absence to officiate in his stead.

TREASURER—The Treasurer shall receive and pay out all moneys on behalf of the Association and deposit with a chartered bank, to the credit of the Association, all moneys received. He shall, in conjunction with the Secretary, sign all cheques and have them countersigned by the President or one of the Vice-Presidents, or such other person as may be designated by the Executive Council. He shall cause to be kept the accounts of the Association, and have the same prepared, together with a balance sheet thereof, for the inspection and signature of the auditors, and shall, in conjunction with the auditors, prepare and certify the statements for the annual meeting.

SECRETARY—The Secretary shall be appointed annually by the Executive Council. He shall carry out the instructions of the Executive Council, and shall keep a true and correct record of all proceedings of the Association, a correct list of the members and their addresses; shall conduct the correspondence of the Association; issue notices to the members of the Association and of the Executive Council, and of the meetings of all the Committees; he shall collect and carefully preserve all books, papers, letters and documents relating to, or of interest to the Association; shall be remunerated for his services at the discretion of the Executive Council.

He shall have the custody of the Seal of the Association and shall keep the books, papers and records of the Association, all of which he shall deliver up when directed to do so by the President or Executive Council, to such person as he or they shall direct, and shall perform all duties which the nature of his office may require, or the Executive Council may order. The books and accounts shall be kept at the head office of the Association and shall be open to the inspection of any member of the Executive Council during business hours.

COMMITTEES

The officers shall be ex-officio members of

all Committees. All Committees shall meet at the call of their Chairman, promulgated through the Secretary.

1. The Executive Council shall be composed of the President, Vice-Presidents, Treasurer, and one member for each fifteen members of the Association as determined by the membership on the day of annual meeting, with one additional representative from each duly recognized Trade Section of the Association.

The branches of the Association outside of the city where the head office is located, may be represented at the meetings of the Executive Council by any of the members of their local Executive, the maximum voting power of the several branches remaining the same as provided in the preceding clause.

All Past Presidents of the Association while remaining Active Members, shall be ex-officio members of the Executive Council.

2. The Tariff Committee, the Railway and Transportation Committee, the Parliamentary Committee, the Reception and Membership Committee and the Commercial Intelligence Committee shall each consist of ten active members with power to add to their number.

3. The Committee on "Industrial Canada" shall consist of five active members with power to add to their number.

NOMINATION AND ELECTION OF OFFICERS AND COMMITTEES.

Nominations of the Officers and Committees of the Association shall be sent to the Secretary of the Association not less than two weeks before the Annual General Meeting, but no member shall be nominated unless his consent has been obtained.

The Officers, Chairman of Committees and Committees shall be elected by a majority of the Active Members present at the Annual Meeting.

Wherever there is a provincial branch of the Association established, it shall be asked to nominate its Vice-President to the Association, and its representatives on the Executive Council. Wherever local branches are formed or trade sections organized, these shall have the privilege of officially nominating representatives to the Executive Council, the number of such nominations being one for each fifteen members of the branch.

Duly recognized trade sections of the Association shall have the privilege of officially nominating one representative each on the Executive Council. The remaining number shall be made up by general nomination.

Representatives to local Technical School and other Boards shall be elected by the local branches of the Association in which such Board is situated.

Local branches will be asked to officially

nominate the representatives to which they may be entitled on any of the various Exhibition Associations within the locality for which the Branch is organized.

DUTIES OF COMMITTEES

All committees shall keep a correct minute book of their proceedings and report to the Executive Council after each meeting.

EXECUTIVE—The Executive Council shall be the official Committee of the Association. It shall receive and pass upon reports of all committees, advise and instruct the general officers and shall, in all matters, act as the representative of the Association when the latter is not in session.

TARIFF—The duty of the Tariff Committee shall be to hear, consider and act upon all applications from manufacturers who may desire the assistance of the Association where concerted action may be deemed necessary in behalf of any particular industry, or of the manufacturing interests of the whole country.

They shall be alive to any changes in the Canadian tariff and watch the interests of Canadian manufactures and exporters.

RAILWAY AND TRANSPORTATION—The duty of the Railway and Transportation Committee shall be to endeavor to bring about an equitable rate of freights on the Canadian railways and may be appealed to by any member of the Association who wishes to have a grievance redressed.

They shall give attention to all matters affecting transportation and communication which may, from time to time, become of importance to the trade and commerce of Canada.

PARLIAMENTARY—The duty of the Parliamentary Committee shall be to give attention to all legislation affecting the interests of Canadian manufacturers.

RECEPTION AND MEMBERSHIP—It shall be the duty of the Reception and Membership Committee to look after the reception and entertainment of distinguished guests. They shall arrange for special entertainments, of lectures and banquets from time to time as they may think necessary in the interests of the Association.

This committee shall have power to devise means for securing new members, and shall recommend to the Executive Council for acceptance such applications for membership as they believe desirable.

They shall endeavor also to form branches of the Association in the large trade centres of the Dominion.

COMMERCIAL INTELLIGENCE—This Committee shall have power to deal with such questions as the metrical system, moneys, weights and measures; technical and industrial schools and schools of applied art; a national museum of manufactures and fine arts; expositions held in Great Britain and foreign countries, and all information that will be beneficial to Canadian exporters.

This Committee shall establish a bureau of information to which members may apply at any time in order to procure reliable statistics as to imports, exports, the possibilities for extending trade, foreign contracts tariff regulations, banking systems, etc.

They shall also recommend to the Executive Council for appointment the Correspondent Members of the Association.

INDUSTRIAL CANADA—This Committee shall deal with all questions relating to the editorial and business management of "Industrial Canada," the official publication of the Association. Questions of general policy shall be referred to and passed upon by the Executive Council of the Association.

BRANCHES OF THE ASSOCIATION

The Association may establish local or provincial branches in different manufacturing centres in Canada, on application by the members of the Association situated in such district or province. Such a branch shall consist of at least eight members of the Association, and shall be known as the _____ Branch of the Canadian Manufacturers' Association. The membership shall consist of those members of the Association situated within the locality designated by the Branch. The officers of such branch to be a Chairman, Vice-Chairman, Secretary and Executive Committee. The officers and the committee shall be elected by the members of the Branch assembled in annual meeting at least three weeks prior to the annual meeting of the Association.

Branch Associations may deal finally with all matters of purely local interest.

They may also pass upon matters of general interest, and the result of their deliberations should be forwarded immediately to the Executive in the form of a recommendation to be considered by it or the whole Association.

The Secretary of a Branch shall be an honorary officer. If a salaried officer is necessary, he shall be employed by the Executive Council, and receive his remuneration from the Head Office.

Ten per cent. of the fees of a Branch can be drawn upon annually by such branch for local expenses without special application to the Executive Council. If any further amount is required special application must be made to the Executive Council and be passed upon by it.

No Branch of the Association shall incur any liability in the name of the Association beyond the ten per cent. mentioned in the foregoing clause, and a report of the finances of each Branch shall be presented to the Executive Council at the meeting previous to the close of each fiscal year.

TRADE SECTIONS

The Association may, from time to time, establish trade sections to be composed of those members of the Association engaged

in any particular industry or trade. Such organization shall be known as the _____ Section of the Canadian Manufacturers' Association.

The membership of such section shall consist of the members of the Association engaged in the particular trade, who apply for membership in the section. The officers shall consist of a Chairman, Vice-Chairman, Secretary and an Executive Committee.

The officers of the Committee shall be elected annually by the members of the section prior to the election of officers in the annual meeting of the Association.

Sections of the Association may deal finally with all matters affecting only their own industry or trade. They may also pass upon matters of general interest and the result of their deliberations should be forwarded immediately to the Executive Council in the form of a recommendation to be considered by it or by the whole Association.

Ten per cent. of the fees of members of the section may be drawn upon annually by such section for any expenses connected with its own business without special application to the Association. If any further amount is required, special application must be made to the Executive and be passed upon.

VISITORS

Visitors of note may be introduced by any members of the Association, and have all the privileges of the Association rooms.

AUDIT

An Auditor or Auditors shall be appointed every year by the members at the annual meeting, whose duty it shall be to audit and examine the books, vouchers and accounts of the Association, and to certify to the correctness of the balance sheet, for submission to the Executive Council as soon after the close of the financial year as possible. His remuneration shall be fixed by the Executive Committee upon the recommendation of the Finance Committee.

ORDER OF BUSINESS

The order of business at the annual general meeting and at all other meetings of the Association shall be as follows:

1. Reading minutes of previous meeting,
2. Business arising out of minutes,
3. Receiving communications,
4. President's Address,
5. Secretary's report,
6. Treasurer's report,
7. Reports of Standing Committees,
8. Reports of Special Committees,
9. Unfinished Business,
10. New Business,
11. Notices of Motion,
12. Election of Officers,
13. Election of Standing Committees,
14. Appointment of representatives to Industrial Exhibitions,

15. Induction of Officers.

This order of business may be suspended or varied at any meeting by two-thirds vote of those present.

QUORUM

At all meetings of the Executive Council not less than five members must be present to constitute a quorum.

CONDUCT OF MEETINGS

All meetings of the Executive Council and of Standing Committees shall be conducted as follows :—

1. If there should be no quorum within 15 minutes of the time fixed for the meeting an adjournment may be had.

2. Any member who may desire to speak must address the Chair. All motions must be made in writing. Any member who may have already spoken to a motion must obtain permission from the Chair to be again heard regarding it. The Chair may, at any time announce that the subject is open for conversational discussion.

3. The Chair shall decide all questions of order.

4. A motion to adjourn shall always be in order.

5. In voting no proxies shall be allowed.

6. All motions shall be decided at meetings of the Executive Council or Committees by a majority of those present. In cases where the number of votes is equal the President or Chairman, besides his own, shall have a deciding or casting vote.

7. With the exception of clause (1) the above rules shall govern the conduct of the general annual meeting and other meetings of the Association.

EXPENSES

No liability shall be incurred in the name of the Association by any of the members or committees until it shall have been approved by the Executive Council.

All Bills must be sanctioned by the Executive Council and paid by cheque. Employees' salaries shall be fixed by the Executive Council.

DUES AND PRIVILEGES

The fee for each active member shall be \$10 per annum. The first payment shall become due on his election, and each subsequent payment shall become due every twelve months thereafter. No member shall be entitled to the privileges of membership until his fees are paid.

RESIGNATIONS

All resignations of office or membership shall be in writing addressed to the Secretary, and shall be submitted by him at the next meeting of the Executive Council.

All dues must be paid in full before a resignation can be considered. Resignations must be in the Executive Council's hands before August 1st to relieve payment of dues for following year

EXPULSION

Any member may be adjudicated upon by the Executive Council, if charged in writing with conduct unbecoming a member of the Association. If in the opinion of a quorum of the Executive Council, action should be taken thereon, the President, or in his absence one of the Vice-Presidents, shall appoint a committee of five to investigate the charges made. The Committee with due diligence shall report in writing if the charges are sustained or not. The report having been considered by the Executive Council the member so charged shall be notified in writing at least ten days before final action by the Executive Council, by registered letter to his last known address, to appear at next meeting of the Executive Council to defend himself. The Executive Council may, by a majority vote present at such meeting suspend a member for a period of time or expel on a two-thirds vote.

AMENDMENTS TO THE BY-LAWS

The By-Laws of the Association may be amended by a majority of the members of the Association present at any annual or special meeting called for that purpose, notice of such amendment having been given in writing to the Secretary twenty days prior to the date of the meeting, and it shall be the duty of the Secretary to forward to the members a copy of such amendment. It shall be in order that amendments to the amendment can be discussed and voted on at the same meeting.

THE CANADIAN MANUFACTURERS' ASSOCIATION

(INCORPORATED)

HEAD OFFICE : Board of Trade Building, Toronto.

BRANCHES : Montreal, Que.; Winn'peg, Man.; Vancouver, B.C.; Halifax, N.S.; Quebec, Que.

AIMS—To promote the interests of Canadian manufacturers by :**ORGANIZATION**—The Association has organized the Manufacturers of Canada into a strong representative body.**EDUCATION**—An earnest endeavor is being made to urge upon the people of Canada a national pride in our own manufactures.**LEGISLATION**—Though non-political, the Association is making a strenuous effort to urge upon the Federal and Provincial Governments a policy which will encourage manufacturing industries in Canada.**INDUSTRIAL CANADA**—The official organ of the Manufacturers' Association is the widest expression of industrial opinion in Canada.**EXPORT TRADE**—To encourage the export of Canadian goods the Association has special representatives in Great Britain, Europe, Australia, New Zealand, South Africa and the West Indies. Special trade enquiries forwarded to the members. Financial reports obtained at a special rate.**GENERAL WORK**—The Association is careful to consider any matter, whether a public question or an individual grievance, involving the welfare of its members. The Head Office and the Branches are open to the members. Any information desired will be gladly furnished by the Secretary.**TERMS OF MEMBERSHIP**—Individuals, firms and corporations actively engaged as manufacturers in Canada, may secure membership in the Association upon payment of the annual fee of \$10.*President* : CYRUS A. BIRGE, Hamilton.*Secretary* : R. J. YOUNGE, Toronto.

REPORT OF
THIRTY-FIRST ANNUAL CONVENTION

OF THE

Canadian Manufacturers' Association,

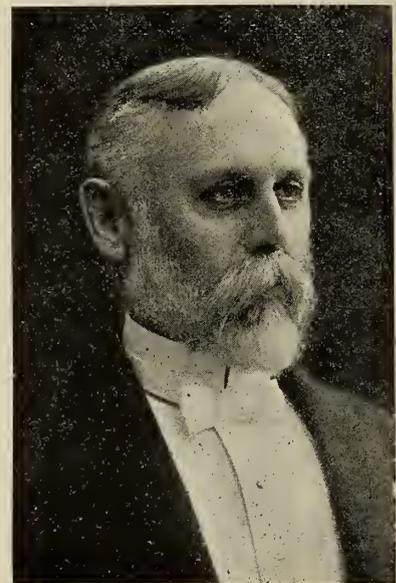
(INCORPORATED)

Held at the Legislative Assembly Chamber, in the City of Halifax, on Wednesday and Thursday, Aug. 13th and 14th, 1902.

TWO important business sessions were held on the first day, and one lengthy session on the day following. The Convention was brought to a close by a successful banquet given in the Halifax hotel on Thursday evening, the 14th inst. It is worthy of remark, that this important meeting was held in the city of Halifax. As the President remarked in his annual address, it was a particular pleasure to every western member to have our annual sessional arrangements under the care of our youngest branch. On only one other occasion has the Convention been held outside of the city of Toronto, namely, last year, when it was held in Montreal.



ROBERT MUNRO
 The Canada Paint Co., Montreal.
 President, 1901-1902.



CYRUS A. BIRGE,
 The Canada Screw Co., Hamilton.
 Ontario Vice-President, 1900-1901. First Vice-
 President, 1901-1902. President, 1902-1903.

To hold such an important meeting at such a distance from the centre of the Dominion was considered a great risk, and yet the importance of the Maritime Provinces and the magnificent success which accompanied all the arrangements in connection with the meeting fully justified the selection of the Garrison City as the meeting place for such a great gathering.

Splendid transportation arrangements by rail and boat to Montreal, and thence over the Intercolonial Railway to the place of meeting, overcame in great measure the disadvantage of distance, and the splendid welcome given to the visitors at their destination not only removed any fear, which might have existed in the minds of the executive as to the wisdom of their choice, but clearly demonstrated the fact that the members of the Canadian Manufacturers' Association are united beyond all local interests for the advancement of the whole Dominion.

The sessions of the Annual Meeting were held in the Legislative Assembly Chamber of the Provincial Parliament Buildings—a Chamber made sacred by many historic associations,—and it was indeed fitting that here, where in early days British generals, and Canadian statesmen had laid the foundations for our young Dominion, the greatest Canadian industrial organization of the present day should meet to review the past, and to plan for future progress.

The agenda for the meeting contained among its items many of the most important questions which Canada has to face at the present time, and as will be seen from the report which is given these were carefully considered. No phase of the annual meeting is more worthy of notice than this—that our session was characterized by a spirit of harmony and unison which has made the Association such a power in Canada, and which shows that among its members opinions are balanced in the common good of industry and country.

Throughout the Convention a pleasant variety was introduced by the many attractive entertainments arranged for by the local Committee, and no opportunity was lost in giving to the manufacturers of Canada a proper estimate of the vast capabilities and splendid importance of the Maritime Provinces. Taken as a whole the 31st Annual Meeting of the Association passes into history as one of the most successful Conventions ever held under the auspices of the Association, and one of the greatest commercial gatherings ever held in Canada.

The following report outlines the proceedings of the Convention and gives in the main verbatim reports of the discussions.

OPENING MEETING.

THE Legislative Assembly room was not large enough for the number desiring to attend the opening meeting of the Convention. In order to facilitate business so as to partake of the entertainment provided by the Halifax people, this first meeting was the occasion for a welcome by the Government and Civic officials, and also for the President's annual address in addition to making a good start with the convention business.

Mr. Joseph Henderson, chairman of the Nova Scotia branch of the Canadian Manufacturers' Association, who presided at this meeting, took the chair at 10 o'clock, and addressed the Association as follows:

Mr. President and members of the Canadian Manufacturers' Association: Representing the Nova Scotia branch of the Association, I have the honor of being called upon to preside at this opening meeting and to tender to you, and also to your ladies, a right hearty welcome to our city. We all hope that your stay with us will be very enjoyable, and that you will carry away with you the most agreeable remembrances of your visit. His honor, the Lieutenant Governor, the Attorney General, the Mayor of the City, and the President of the Halifax Board of Trade, will all be called upon to address you, and I will therefore not occupy your time, but will call upon his honor the Lieutenant-Governor.

HIS HONOR LIEUTENANT-GOVERNOR JONES

Mr. President and members of the Association, ladies and gentlemen: It gives me the greatest pleasure, as representing the Government of Nova Scotia, to extend to the members of your organization a cordial and hearty welcome to this old city beside the sea. I am glad to find that Providence, after favoring us with genial showers, has given you bright sunshine to day, so as to enable you to see everything to the best advantage. I believe that as you become better acquainted with the city you will agree with us that Nature has been bountiful to us in every particular that goes to constitute attractive scenery and fine commercial facilities.

THE ASSOCIATION

An Association representing such vast commercial interests as you do, cannot but be of the greatest importance in this Dominion, and we fully recognize the great work which has been done by the members of your Association in developing the natural resources of the country, in giving employment to our people, in extending the commerce of our country to other lands, and in every way elevating the position of Canada in the eyes of the world. The position of Canada to-day is largely owing

to your active enterprise, and the results cannot fail to be gratifying to our people. When we come to consider the position occupied by Canada to-day as compared with what it was in 1867, at the time of the Union, we find that we have made an amount of progress hardly equalled—I do not think it can be excelled—by any other country in the world. Our aggregate trade has increased from that time until now it has assumed vast proportions. The aggregate trade of Canada was \$200,000,000. That seems to be a large amount, but in 1902, the aggregate trade of the country had increased to \$425,000,000. This shows a large and satisfactory improvement in that respect, but when you compare it with the trade of our friends across the border the result is still more satisfactory. The aggregate



LIEUTENANT-GOVERNOR HON. A. G. JONES

trade of the United States in 1900 was only \$39 per head, while that of Canada was \$78 per head. This shows that we have kept in line, and more than in line, with our active competitors on the other side of the border. The bank assets, which in 1868 amounted to \$80,000,000, in 1900 amounted to \$460,000,000. All these matters connected with the trade and development of the country cannot fail to bring a feeling of gratification to our people, by showing that we are going on and progressing rapidly in the development of the various branches of industry in which our people are concerned.

CANADA'S INCREASED TRADE

But while we are all glad to know this, we cannot fail to recognize that there is work to be done in the future. I am glad to find that last year the exports of Canada were \$190,000,000 as against \$170,000,000 the year before, while our imports amounted to \$203,-

000,000 as compared with \$181,000,000 for the previous year. This increase in our commercial and productive activity goes on from year to year, and with such a climate as we possess, with such natural resources as have been bestowed upon us, and with the genius of our people, tending to progress and advancement, we may have every confidence that Canada will in the future continue to occupy the proud position that she holds to-day.

SOUTH AFRICA

As I said before, there is work to be done. In the year 1896 I had the honor of representing the Government of Canada at the Colonial Conference held in London on the Pacific Cable question. I had the pleasure of meeting there, among others, the commissioners from South Africa, and, in conversation with them, I found that almost every article required in that country could be supplied by the Dominion. I got them together one day, at the Canadian office, and we drew up a memorandum, which I forwarded to the Government at Ottawa, showing fully the various articles that were required in South Africa at that time—and they require more now—which could be produced and sent out to them by the people of Canada. Quite by accident I took up the other day a copy of the London Board of Trade Journal. I am not going to give you many more figures, but want just briefly to indicate to some extent the position of the trade of South Africa.

TRADE FIGURES

For four months of 1891 the imports of the Transvaal were £602,000 sterling or about \$3,000,000. For the first four months of this year they amounted to £2,640,000 sterling. In Cape Colony the imports for the first four months of 1891 were £7,000,000 sterling, while for the first four months of this year they were £10,000,000 sterling, that is \$60,000,000 for the four months. With a great country like South Africa, developing as it must do, what a great field there must be for Canadian enterprise. I understand that our Government are now engaged in securing information on this point, and I may say that Sir Richard Cartwright assured me that the moment they could get a suitable person to go there and procure information they were prepared to act.

STEAMSHIP COMMUNICATION.

I am pleased to see by a recent announcement that they propose sending a steamer there in October next. I do not wish this to be understood as uttered in the way of criticism, but I do not know but that the sailing of a ship should be preceded by the sending out of representatives of our various manufacturing industries for the purpose of ascertaining the wants of the people and the description of the goods necessary for that

climate. I think that would be a wise precaution to take and I hope therefore that the Government will secure someone to represent them, and I think the manufacturers certainly should have someone to represent them, and send him out in advance to look over the vast field that now lies open to their enterprise. I notice that a new line of steamers has been started under favorable auspices with a view to the encouragement of that business, and I believe, if it is properly understood, and if due preparation is made for it by the manufacturers themselves—and it is largely in their hands—a large business can be done with South Africa in exactly the same way in which the people of Toronto would do business with the people of Halifax, that is by orders being taken and by drafts being drawn and paid through the banks.

cheap ore, costing less than \$1 a ton at the mine, as against \$2.50 in the United States and \$5 a ton in England, facilities for transport by rail and water and a fine climate to work in. With all these advantages I fail to see what there is that can prevent this enterprise from being a great success. I remember reading a report prepared by one of the managers of the concern, in which it was pointed out that pig iron could be produced in Cape Breton at a cost of 21s. a ton, as compared with a cost of £2 10s. a ton in Great Britain and £1 10s. in the United States. The progress which this enterprise has already made, and which it is destined to make in the future, will be of the greatest advantage to the Dominion of Canada. In Nova Scotia we look upon it with pride, for it is the largest and most important enterprise we have at this end of the Dominion.

In conclusion I may say that I met last night Admiral Douglas, who is in command of the fleet on this station, as well as Sir Charles Parsons, who is here in command of the troops, and both of them evinced the liveliest interest in the meeting here of this vast organization, and I am sure that they as well as myself will be glad to hear that your visit has been a satisfactory one, and will join with me in giving you a hearty welcome to the City of Halifax. (Applause.)

HON. J. W. LONGLEY,

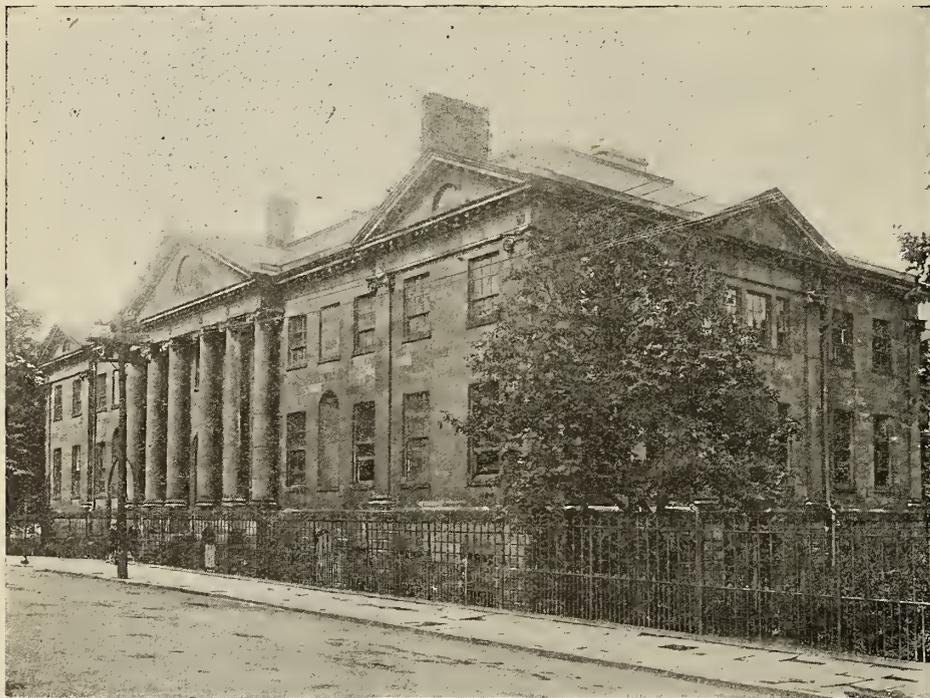
ATTORNEY-GENERAL OF NOVA SCOTIA,

was next called upon and spoke as follows :

Mr. Chairman, Mr. President, Your Honor—As His Honor the Lieutenant-Governor has already welcomed the members of the Association on behalf of the Government, it is, perhaps, not necessary, in a strict sense, that I should say a word. I suppose that I am asked to extend a word of welcome to you as a representative of the Provincial Government of Nova Scotia, but as that Government, under our system, is represented by His Honor the Lieutenant-Governor, I will occupy scarcely a moment of your time. In so far as a distinction can be made between those who accept responsibility and His Honor, the Lieutenant-Governor, who is not called upon to accept such responsibility, on behalf of the people and Government of Nova Scotia it gives me the greatest possible pleasure to extend to you a most cordial welcome to the city of Halifax. I regard this meeting as one of the greatest and most important ever held in this city, and I think you may all felicitate yourselves upon the fact that your deliberations while here will be carried on in an

OLD AND HISTORIC ROOM

such as this is. Important gatherings have been held in this room in the past. Its walls are adorned with paintings of great historic interest, and its floors have been made sacred by hours of toil and labor spent in securing inestimable rights and privileges for our people at large. The Province of Nova Scotia was the pioneer province in securing for the people the rights of free and responsible government. It was in Nova Scotia that Joe Howe, one of the greatest statesmen of the Dominion, inaugurated that system. I said that in this room there had been other important gatherings. It was in this room that the important board of arbitrators, assembled for that purpose, determined the fishery award. It was in this room that the British Association for the advancement of science met and held their deliberations, and I am sure there could be no more fitting place for you to meet in and deliberate upon those great material matters so important to the development of this great nation of which we are all proud to form a portion.



NOVA SCOTIA PARLIAMENT BUILDINGS, HALIFAX, WHERE THE CONVENTION WAS HELD.

NOVA SCOTIA DEVELOPMENT

Now the development of our industries is going on at a very satisfactory rate and I am proud to remember that the little Province of Nova Scotia is developing in the Island of Cape Breton an enterprise that is second to none on the continent. (Applause.) I am glad to understand that the members of this Association will visit Sydney before you return home, and I am sure that you will be struck with the importance and magnitude of the great manufacturing industry that is being developed there. I visited Sydney last year and, as a business man with an experience extending over a period of sixty years, I was struck with the enormous advantage possessed by Sydney over almost any other place that you can mention in the shape of cheap coal,

WELCOME

Without detaining you further I can only express my great gratification at being here to-day, and my pleasure at seeing you in Halifax, and I hope you will have time to visit the various points of interest in and around the city, and that you will carry away with you pleasant recollections of this part of the Dominion. We will be able to show you among other things a harbor capable of welcoming the fleets of the world, and which is visited from time to time by the ships of many nations. If the visits of these ships are interesting to us they may also be of interest to you who come from distant parts of the Dominion, and you will have the opportunity of seeing now one of the fastest cruisers in the British navy and one of the finest battle ships in the navy of the United States.

THE LADIES.

I am pleased to notice the large number of ladies that have come here in company with the members of the Association. I regard this as a favorable omen in several ways. In the first place we are pleased by the appearance of these ladies. I am. (Applause). I do not want to be understood in this particular as speaking for the Government and people. I speak for myself personally. But the most comforting thought in connection with the presence of the ladies on this occasion is that it leads me to suppose that the Manufacturers' Association regard this country as safe. If they entertained any other idea we may assume that they would have left the ladies at home and would have come here by themselves for the purpose of passing solemn resolutions. From the presence of the ladies we may infer that they regard everything as moving on in a pleasant and agreeable and satisfactory manner. If we had a government in power that was bent upon slaughtering the infant industries of the country it is not probable that the members of this Association would bring their ladies with them and turn their annual meeting to that extent into a pleasure excursion. They would leave the ladies at home and devote all their time and energies to an attempt to defend their threatened enterprises.

THE UNITING OF CANADA

I am delighted that in visiting Nova Scotia for the first time your Association meets under such favorable conditions. The weather has made up its mind to be propitious and I trust that every moment of time that you spend here may be employed in the most agreeable manner. I have no doubt that meetings of this nature are of great value and importance. They are valuable and important not wholly for the sake of what is said and enacted at them but because it is of vital moment that we in this vast Dominion, occupying such a vast area, should know each other better, and should have more frequent opportunities for intercourse one with another. I can recollect the day when there were party politics in Canada—there are none now—(laughter). I myself was once a party man although I have risen far above that now. I used to denounce Canada and everything Canadian and it used to be a favorite observation of mine that while we frequently had representatives of the people of the United States among us, an Ontario man was such a rarity down here that if you could catch one you could make money by putting him in a cage and taking him around and exhibiting him as a curiosity. Since then I am glad to say things have reached a better stage and we are now permitted more and more to have opportunities of seeing people from the upper Provinces and with more frequent visits from the people of the upper provinces, and little further light and appreciation on their part of the resources, capacity and hopes and expecta-

tions of the Maritime Provinces, I am sure that the result will be satisfactory for us, and that the experience will do the people of Ontario and Quebec not a bit of harm. (Applause).

WELCOME

An occasion of this description cannot fail to be productive of excellent results all around, and without occupying your time a moment longer, I can say most cordially, and with the best wishes for your success, and with the most full and cordial appreciation of the value and importance of the great manufacturing industries of Canada with which you are connected, that we all wish you a pleasant and successful meeting and an agreeable journey on your return home, and that on your departure from the Province of Nova Scotia you may carry with you only the most pleasant possible impres-

sions. The Attorney-General has told you of the darkness in which he and his friends were for a long time enveloped with reference to people from the other parts of the Dominion. I would not like you to understand that all of us were groping in the same darkness. Some of us saw the light years ago, although it seems to have taken a long time to impress the light of day upon the Attorney-General and those who follow him. I am glad that this Association, the most important body that has met here within my recollection, has come here further to impress upon that gentleman and those who are associated with him, the views and opinions that should control the administration of the affairs of this country.

There are many things in Halifax that will take up your time and attention. I would call your particular attention to



CITY HALL, HALIFAX.

sions. With these words I have the pleasure of extending to you all a most warm and cordial welcome. (Applause).

MAYOR CROSBY**THE FREEDOM OF THE CITY OF HALIFAX**

Mr. President, Ladies and Gentlemen: You will hardly expect much from me after having heard the eloquent and instructive speech of his honor, the Lieutenant-Governor, and the eloquent and witty speech of the honorable Attorney-General. However, I am here for the purpose of extending to you a hearty and cordial welcome to the city of Halifax, and I have now great pleasure in doing so and I desire at the same time on behalf of the citizens to tender to you the freedom of the

our excellent facilities for manufacturing purposes and would ask you to investigate them thoroughly and see whether it is not possible to allow us to share in the manufacturing industries which you are establishing in other parts of the Dominion. His Honor the Lieutenant-Governor referred to the opportunities that are now being offered for extending the trade of Canada to South Africa. I would say to you, capture the trade of Canada and you will have all you can do for some time to come, and when you are able to go to the people of other countries and show that you are supplying the people of Canada with Canadian goods to the exclusion of all others you will have a good certificate upon which to base your claim to a share of the foreign trade as well. Our principal should be,

CANADA FOR THE CANADIANS

We should teach this to the children in the schools. We should teach the people to wear goods of Canadian manufacture and to buy goods of Canadian manufacture, and if we do this effectively it will be some time before we will need to go to any foreign country looking for a market.

I thank the Association for having conferred such a compliment upon this city as to decide upon it as its meeting place for this year. I consider it a great compliment to Halifax to have such a body of men visit us and I can assure you that the citizens appreciate it and that every citizen will be prepared to do all he can to render your stay here as enjoyable as possible. I trust that your stay here will be a source of profit and advantage to you as well as to us.



THE POST OFFICE, HALIFAX.

MR. GEORGE S. CAMPBELL

President of the Halifax Board of Trade—Mr. Chairman, Mr. President, Ladies and Gentlemen: We do not wish to occupy too much time with words of welcome and I find that I have got just about two minutes. I just wish to say a word or two as representing the Halifax Board of Trade.

When the question of the next place of meeting of your Association came up for discussion, we thought it most desirable that such an influential body as the Manufacturers' Association should visit our Province, and we therefore sent the invitation which you have been good enough to accept. As has just been said by the Mayor of the city, we considered it a compliment both to the city and the province when you accepted

our invitation. We are conscious that we are situated here at a considerable distance from the centres of industrial life in the Dominion, and that it means a great sacrifice both in time and convenience for a body of men such as this to come so far to hold their annual meeting. There are advantages in belonging to a country of magnificent distances such as Canada is, but there is this disadvantage that, as the Attorney-General said, the extremities are apt to lose touch with the centre. Everything, therefore, that tends to bring us together is good for the country, and I do not know of any way in which we can better keep in touch than by holding such gatherings as this. We think, as the Lieutenant-Governor has said, that there are great possibilities before our Province for the developing of manufac-

turing enterprise, and we wish you to form an independent judgment as to the extent of those possibilities. We welcome you to the city of Halifax. Halifax is said to have its short comings as well as other places. Perhaps we have been guilty of sins of omission as well of sins of commission, but Halifax has never yet shown any want of hospitality.

We hope that your deliberations will be profitable and that your whole meeting will be a success, and I can assure you that I am only expressing the opinion of every business man in Halifax, when I express the hope that your Association will increase in usefulness, and that it will become from year to year an increasingly important factor in the development of the industrial life of Canada.

The Chairman—I now take pleasure in

introducing Mr. Munro, the President of the Association, who will address you.

MR. ROBT. MUNRO,

CANADA PAINT CO., MONTREAL, PRESIDENT OF THE ASSOCIATION

Mr. Munro—Your Honor, Mr. Chairman, Mr. Mayor and Gentlemen: I think I speak the mind of each one present when I begin by saying that already our Convention has made considerable progress. I think you will all agree with me that this fine meeting of welcome is a grand expression in connection with the work which we all have so much at heart. We have all been impressed with the earnestness and sympathetic statements made in our hearing this morning by his honor, the Lieutenant-Governor. I cannot imagine what you want with a President's address after the speech of his honor, the Lieutenant-Governor, and, so far as I am concerned, I would be quite content to put mine in my pocket. It appears that his honor has been in close touch with the thought that has been most prominent in our minds throughout Canada. He has opened out the question that we have been studying for the last year or two and it seems that the feeling with regard to what ought to be done is as strong in his mind as it is in ours. We are under deep obligation to him for his sympathetic and practical statement. I am sure that every member here must appreciate what he has said because it is so much in sympathy with our own views and ideas in relation to the expansion of the commerce of the country.

OUR ASSOCIATION

His honor has made reference in passing to the foundation stone of our organization. The fact of our existence is due to the tremendous resources of our country. The development of these resources inspires us because of their extent and value when made available by the labor of our people. I may mention for the sake of those who have not the figures before them that more than one-third of the entire population of Canada is directly or indirectly dependent upon the industries of the country. Canada is bound to be a great industrial country and there is no better proof of it than the evidences that we see right here in this province.

VISIT TO HALIFAX

The invitation which came to us in November last to hold our present meeting in this city was supported both by the Minister of Finance for the Dominion and by the leader of the opposition. It gave us much pleasure at the time to accept your invitation and we now desire to express to you our pleasure at receiving such a cordial welcome and at finding that you endorse in such a substantial way the invitation presented to us. We have found since coming here that the reception committee has laid out for us practically two

days of enjoyment where we came for two days of hard work, and the problem before us has been how we are to put the two days of enjoyment and the two days of hard work all into the one forty-eight hours. We hope that we will succeed in doing this and that we will thus be able to take advantage of the programme which the citizens have been kind enough to provide for us during our stay here. We are under deep obligation to the Government for the use of this chamber in which to hold our meetings. Reference has been made to its historic interest and for this and other reasons we feel that a great honor has been conferred upon us in permitting us to meet here.

CANADIAN UNITY

A prominent feature of the work of our organization is to unite more closely together the various parts of Canada and we think that these peregrinations of ours are important in accomplishing that end. We are also desirous that Canada should be more largely one in its business relations with other countries and I have the hope that as the result of so many of us coming together in this city, when we come to make our contract for imports, we will be inclined to specify that they must come by way of our

maritime ports. Many of us in the past, in fixing our rates, have not given much heed to this point, but I think the feeling of our organization will be that in future when making our contracts we should make this stipulation. (Applause).

NOVA SCOTIA'S PROGRESS

The Province of Nova Scotia has come before us very prominently of late. His honor, the lieutenant-governor, has made reference to Sydney, C. B., and the development that is going on there. I may say that that development has awakened the interest, not only of the people of Canada, but of the world. And the great works which have been built up in Sydney are not the only important interests that you have in this part of Canada. The Pulp industry in Nova Scotia and the rolling-stock construction works at Amherst have been brought to our attention and we wish the manufacturers in the different parts of Canada to know and become better acquainted with the industries of the Province of Nova Scotia.

INVITATION TO MEETINGS

It would not become me to-day to do more than express my thanks to you for this

cordial and delightful welcome, and for the excellent arrangements which you have made for us. With the exception of one short meeting all our deliberations will be open to the public, and we will be glad to have present with us any of the people of Halifax who may desire to attend.

It is now time that I should ask you to permit us to transform this meeting into our opening session, and the committee have asked me to depart from our usual custom by giving here the remarks that the President usually makes at another time during the Convention. With your permission therefore, I will now proceed with the reading of my address, if it is worthy of that name, and I shall be glad if as many of you as possible will remain as long as it may be convenient for you to do.

THE PRESIDENT'S ADDRESS

After a few moments intermission the President delivered his annual address. The original programme provided for the President's and other addresses at an evening meeting, but owing to entertainment which was provided in Halifax, this had to be abandoned.

Mr. Munro spoke as follows :

PRESIDENT'S ANNUAL ADDRESS

As the quiet of evening is welcomed at the close of a day of toil, so does your retiring president welcome the occasion of his valedictory, after a brief but active year.

HALIFAX

Entering upon office at Montreal, and prosecuting my duties at Toronto and other points, it is particularly agreeable to me to close my year of service at Halifax, which is associated with many pleasant memories in my business experience. I can recall the time when, as a lad in Glasgow, Canada East was represented by the timber fleet for Quebec, and the clipper ships for Montreal; these clippers opening and closing the season by a voyage to Halifax. Many years later and soon after Confederation, I can recall my visits to this city when I found it Nova Scotian rather than Canadian. Passing through, whether on my way to or from Britain, I found a sentiment differing from Canada West and more akin to that of the Old Land. In New Scotia I ever met with a Scottish welcome, and a willing ear on business questions. The national sentiment, while thoroughly Nova Scotian, was decidedly British. Such sentiments are worthy of being cherished, and while the pleasantest memories of some of the older among us may gather around the rose, thistle or shamrock, yet now a generation of union has come and gone and over every emblem we unite as one brotherhood under our own Canadian maple leaf.

THE HALIFAX BRANCH

It is a particular pleasure to every Western member to have our annual sessional arrangements under the care of our youngest branch. While each several province of our Dominion has its special characteristic or characteristics, the gifts of Providence have been freely disseminated over all, and our manufacturing interests are as wide-spread as the Dominion itself. The addition of a Halifax section of the Association has been a source of much gratification to the executive, as the aim of the organization is to harmonize, strengthen and advance the interests of manufacturers at all points.

The consideration of reports from every province enables the general executive in all its decisions to dispose the working of the Association with a view to the interests of the whole.

THE PAST YEAR

I have referred to the closing Association year as a busy one. You have all observed that; but I would rather characterize it as a year during which there has opened up to us a vista of possibilities for usefulness beyond anything we had conceived.

It has been a year of growth, but it has been pre-eminently a year of thought. It has been a year of labor, but much more of realizing how much may be done. In no year—we venture to say in no decade, in all the history of our country has there been so great advance made in the estimation by our own people of the possibilities of our Domin-

ion as in the past year. The growth of this sentiment is the certain precursor of the immense advancement that awaits us.

Not only that we have had in Canada what has been called a growing time, which is synonymous with an expansion of our commerce, but that we have attained to higher ideals of the growing importance of Canada herself and of her relation to the commerce of the world. No better evidence of this is possible than the confidence in Canadian industries manifested by the ready subscriptions to the many important industrial investments offered during the year.

AN EMPIRE YEAR

The year just closed, for our Association year closes August 1, may be referred to for many reasons as an empire year. Our minds have been more than ordinarily directed to Imperial affairs. The preparations in every part of the Empire for the coronation of our good King Edward VII. have greatly contributed to this. We rejoice that this ceremony, looked forward to with so much interest, has now been happily consummated, and we join with our fellow Britons of all lands in the prayer that our king may long be spared to reign over us.

Our continued Canadian co-operation in South Africa and the advent of peace have similarly directed our thoughts. We now rejoice in a peace which may not only be hoped for as lasting, but which appears to

be cordially appreciated by our former enemy. An enemy overcome not only by the strength of our arms, but by admiration of our humanity. Who ever read of the wives and children of an unyielding foe being not only housed and fed, but nursed and educated? In face of such facts, who is not proud to belong to an Empire, not only the greatest, but the most humane of all history. Never have the sympathies of Britons everywhere been so imperialistic as at this moment, and it is singularly fortunate that we have the Conference of Colonial Premiers at this time to give these sympathies such tangible form as may bear fruit in advancing the unity of the Empire, and the consolidation of its commerce. That such fruit will ensue in some measure now and in increasing measure hereafter, we have much confidence.

It cannot be otherwise, for we are experiencing what amounts to a new awakening. The most cursory view of existing inter-colonial relations is calculated to fill us with surprise if not with shame. The reasonableness and the value of such trade has never been realized by us. Now, as we come to think of it, we find ourselves wanting in transportation facilities, in reciprocal tariffs, and other essentials to trade development.

INTO CLOSER TOUCH

While we may, therefore, refer to the year as pre-eminently one of bringing into closer touch the various parts of the Empire, we may with equal justice refer to it as one in which our own provinces have also come more closely into touch with each other. The conference of the Canadian Board of Trade recently held in Toronto, was most fruitful in this regard. It was most interesting to witness a motion by a Vancouver member, seconded by a member from St. John, N.B., and that without any previous intention. In our own association the constant discussion of trade questions, and the interchange of ideas on the part of our membership and executives in every province, will most certainly continue to have the best results in removing hindrances to trade, in promoting good understanding, and checking any undesirable rivalry or opposition between provinces. The hope of the executive is that during the year ensuing, each province will have its active executive, and will from month to month deal with the subjects reported on from each of the other provinces. In this connection I am at liberty to say that our executive has just decided that the recorded accounts of the operations of the general executive, to be given in our journal, *INDUSTRIAL CANADA*, will be more extended than heretofore, so that our entire membership may be informed of our operations, and the branches enabled to take the fullest advantage of our proceedings.

NATIONAL CONDITIONS.

While the past year is fairly described as

Imperial, it has been a banner year in Canada. I will spare you by merely referring to a subject so pleasing and yet so familiar. Never was our country in so prosperous a condition. Never were our people so harmoniously optimistic. Canada's external trade for the fiscal year ending 30th June is reported to be four hundred and twenty-three millions of dollars, an increase of thirty-eight millions, being ten per cent. Of manufactures, the preliminary returns place the increase at fifteen per cent., so that the increase in our industrial exports has more than kept pace with our phenomenal increase in other departments. Considering the greatly increased demand upon us for our home market, this report is most encouraging, exhibiting as it does the fact that our manufactures are developing more rapidly than the other branches of trade.

I had hoped to have some notes to give you from the recent industrial census, but



GEO. E. DRUMMOND,
Canada Iron Furnace Co., Montreal.
First Vice-President, 1902-1903.

the enumerators, too few in number, have not yet focussed their figures. Meantime, we have the added evidence in support of the growth of our industries in the fact that our urban population is growing much more rapidly than our rural, and this notwithstanding the present great influx into the North-West.

I suppose the most prominent feature of our year's growth is in the region of internal transportation. Railways, railway plant, and rolling stock are being added to enormously. Improvement of navigation in the three great Governmental departments dealing with this question is making good progress. The iron and steel developments of the year have been very important, and give promise of great extension in the dependent industries.

ASSOCIATION PROGRESS

But what of our own organization in the same period? It forms no part of my present duty to give the report of our year's work. This report in a condensed form will be available to every member by putting together the reports of our standing committees at this Convention.

It will be my aim in the remarks which follow to avoid specific allusion to the subject matter of these reports, making my references as general as the limited time at my disposal renders necessary.

To the Association, as such, the year is interesting as the year of our incorporation. This has been carried out in accordance with the resolution of last convention, and is a subject for congratulation. It has been also a year of added strength. Many large corporations who had not heretofore realized their interest in our operations, have joined us in the past year. The record of our membership, which nine months ago was 825, representing a capital of about two hundred millions of dollars, is now 1,050, representing a capital of about two hundred and twenty millions. The addition of a new manufacturing firm every working day must be regarded as satisfactory, but I venture to say that our chief advance has been in the direction of consolidation. Office premises have been added in Montreal, with a permanent secretary, and the interest of manufacturers in that city has been greatly strengthened. Our new branch in Nova Scotia I have already referred to. The evidence of its loyalty and energy is very strongly impressed on every one of us. We are on the eve of adding a branch in Quebec city, where our members from Montreal and the West were so very hospitably entertained on our way East. We look to New Brunswick for a provincial branch in the immediate future.

Further consolidation manifests itself in trade sections, which are being gradually added, a movement fraught with much interest because of its great possibilities.

EXPORT TRADE

Considerable prominence has been given in our meetings and our journal during the past year to the export trade of the Dominion, and the subject is likely to bulk more and more largely in our deliberations.

There are some among us who say the subject is out of season so long as we are busy at home. The rapid advance in our exports shows that the feeling is exceptional. In some lines our manufacturers have not overtaken the domestic demand, but this is rapidly being remedied, and it is well that even in our growing time, our roots should be established wherever a demand for our products exists.

I am pleased to say our Association has been of much assistance to our manufacturers in this respect. The many trade enquiries that have gone through the mails to our

members, the introduction of agents who have come to our secretaries seeking information, and the advertising of Canada through the Trade Index, have all borne substantial fruit.

In connection with the export trade our Government has shown much willingness to co-operate with us. The establishment of a commercial depot in London is all but accomplished, and as suggested in our recommendation will doubtless be contributed to by the provinces as well as the Federal Government. Direct transportation to South African and Australian ports is immediately promised, in fact there is evidence that the subject is actively engaging our Ministers in London at the present moment.

In Australia, added to Mr. Larke's labors, we have enjoyed the advantage of Dr. Montague's enthusiastic efforts, as well as his report after returning.

In New Zealand our indefatigable correspondent, Mr. De Schriver has done yeoman service. At our last executive meeting he was able to make the remarkable statement that his own sales during the past year exceed the total exports of Canada to New Zealand for the previous year.

In South Africa we have now Mr. Jardine, the newly appointed Government Commissioner, and in addition our former member and correspondent, Mr. Taylor, of Johannesburg. Further developments will doubtless result from our present Convention.

Our own Yukon, because of its distance from most of us, we are compelled to view somewhat in the light of an export. To this district we have appointed a commissioner of enquiry in the person of Dr. Wickett, a member of our executive, who has gone out loaded with enquiries and catalogues of members. He is due to return in about two months, and one of our charter members, Mr. Hees, who has just returned from a visit to that country, will be of much service in guiding us to right decisions in dealing with the report of our Commissioner who is now en route.

Beyond all these the West India Islands and Bermuda have occupied a prominent place in our year's deliberations.

Our late secretary Mr. Russell, for whose health a commission was planned, found more advantage in labor than rest, and your President, who had previously arranged for the tour, was accompanied by Mr. Stewart, one of our secretaries, whose full report most of you have doubtless perused. I hope the lessons of this trip have been impressed upon many of you.

It is of immense importance that prominent representatives of this Association should by personal contact introduce our Association to every British Colonial and foreign market that we intend to touch, and the work will be undertaken as the mem-

bership is ready for it, and as the finances afford it. But the more important matter is that the membership generally shall follow up the advantage so gained, and keep alive the interest created by your representatives through their interviews personally and collectively with the buyers abroad.

These delegations are intended to be eminently practical, and every member is entitled and expected to follow them up by communication, either direct or through our secretaries, with the buyers of his manufactures in those fields.

THE WEST INDIES

In regard to the West Indies some members will be disposed to delay operations until the sugar crisis is over and the markets return to their former prosperity. One reply is that the report furnishes the names of buyers who may be said to be desirable under any conditions. Another reply may



GEO. BOOTH,
Booth Copper Co., Toronto.
Treasurer.

be a query. What is to be the solution of the trade conditions of these most beautiful most fertile, once wealthy islands of ours? More than one of them have been in recent months comparing the conditions existing among them with those prevailing in the islands just absorbed by the United States. If sugar is worth \$1.75 per 100 lb. in British Guiana and \$3.50 in Puerto Rico, the analogy is plainly seen. What is to be the solution? Will Great Britain give her islands a preferential on their sugar? Will the abolition of bounties and kartels in September, 1903, afford them such a relief as at least to remove their handicap? Or, finally, will they be drawn towards Canada and find a haven within our Confederation. The solution of these questions does not altogether lie with us, but the questions are of first importance to us and should command not only our attention, but our co-operation toward their solution.

Now, in regard to our exports to other British colonies, it is well to fully understand the point at which we have arrived.

We were informed recently that our share of the West India trade is about five per cent. and you have realized something of the room there is for improvement.

AUSTRALIA AND AFRICA

But when we return to Australia, we find an external trade nearly double that of Canada, and Canada's share is not five per cent. nor one per cent., but about a third of one per cent.

Looking toward South Africa and taking the figures for Cape Colony alone, the imports for 1900 (exclusive of Government imports) are set down at eighty million dollars, Canada's share being represented by a fraction so small as to be scarcely visible.

Of course, we must make allowance for shipments of Canadian goods via United States ports being entered as United States goods, but even then the truth is abundantly plain that we are woefully out of touch with our possessions in other lands, and they are equally out of touch with us, for their exports to us are even less than our exports to them.

In view of the early advent of direct transportation to these great markets, we ought to feel encouraged by the possibilities. At the same time we may as well make up our minds that if our British possessions are to be brought into closer relations with one another, it will be as a result of increased commercial, rather than political effort. This effort as far as we are concerned will fall to be made by every member, with the support of this Association.

Our delegates pave the way, and we must send them where and when we can. Our resident representatives loyal to Canada are established at several points and should be thoroughly supported. But every member must for himself learn precisely what each market wants, even to the minutest detail, and I am sure that as a result it will speedily be found that the Canadian Manufacturers' Association bided better than they knew.

Before leaving the matter of export trade there is one more thought, viz.: that while we tarry other countries are hustling. Where our travellers are rarely met with, foreign travellers are numerous. Where Great Britain has held the bulk of trade, her percentage is being attacked at every point and that by the most scientific methods. Canadian manufacturers can do much to retain in British hands the trade of other British possessions.

PREFERENTIAL TRADE

With the export trade to which I have thus briefly referred, there is bound up the much discussed question of custom's tariffs.

Even at the risk of interfering with the report of our excellent Tariff Committee, I feel that you will excuse some reference to he subject.

When Canada established the preferential system, she made a distinction between Britains of all denominations and all other peoples. The main object was to draw us nearer to each other, Intercolonially as well as Imperially. The principle has favorably impressed our other colonies. This fact was made very clear to us in the West Indies, and our manufacturers may well follow up the advantage. But while freely discussed and favorably viewed in our colonies, it has not yet been reciprocated.

There is an early prospect that this will be effected in New Zealand. There is also a ray of hope in the fact that the Commonwealth of Australia has adopted a tariff generally higher than our own, though the Premier has not seen his way to give any assurance.

There is not the least doubt that Great Britain will make a return in some form. The probability is, however, that reciprocal preferential trade will be Intercolonial before it is Imperial.

our delegates interesting themselves always in the products as well as imports of the colonies, will doubtless visit before long South Africa and Australia. These visits combined with the continued efforts of our producers will compel a steady growth of mutual trade, which will do more to hasten reciprocal preferential tariffs than any other means.

Closer commercial relations with the colonies will induce closer relations with Britain. If our intercolonial relations become preferential, it will not long be possible for our imperial relations to be otherwise.

On the subject of preferential trade with Great Britain I think our executive and membership are a unit. The declared position of our organization is that having due regard to the financial requirements of the country, and the needed protection of our industries, the highest possible preferential should be given to Great Britain.

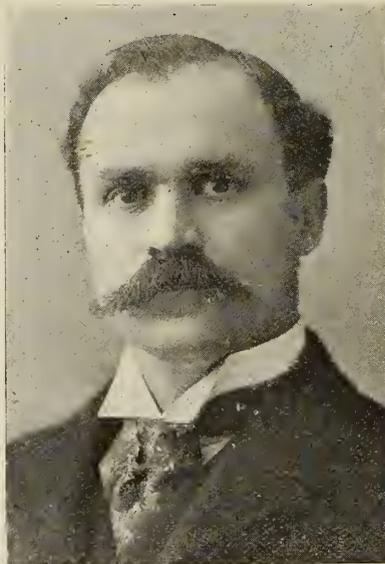
TARIFF

I must not omit, however, to say that we have found as a result of the existing preferential tariff, a few of our industries have suffered severely, principally in the region of textiles. Some suffer from the preferential itself, and some from an improper use of it. It will be the duty of our tariff committee to co-operate with the members of trades so affected in order to their relief.

Seeing that in the coming session there is a likelihood of the tariff occupying a prominent place, we will do well to make known where we stand in regard to it. The aim of our organization is to develop our country. We claim to be business men, and as such we desire to extend our trade, but we desire to extend it on a fair and square business basis. We have no favors to bestow. Within the Empire we enjoy many advantages, of which we have

shown our appreciation in our fiscal system. I hope we will never have occasion to go back on that.

Outside the Empire, competing nations have ever shown themselves eminently fitted to care for themselves. In this connection I may be permitted to quote the Hon. the Minister of Public Works, when he said to us at Toronto: "Let us have a tariff to suit ourselves." A purely Canadian policy has been advocated, not only by ministers and leading supporters of our present government, but is also the policy recommended by the united Boards of Trade of the Dominion. If this means some tariff revision, let us aim to secure it. I mistake very much if we shall be disappointed in this matter by our government. Alongside, therefore, of the development of closer relations with every part of the Empire, the advocacy of our tariff committee, if I judge



W. K. GEORGE,
Standard Silver Co., Toronto.
Chairman Toronto Branch, 1900-1901. Ontario Vice-
President, 1901-1902, 1902-1903.

it a right, will therefore be first, revenue, and second, the protection of our manufacturing and agricultural interests.

The manufacturing classes are not the only sufferers under the present low tariff. Our agricultural classes are similarly affected, and may be expected to co-operate with us in strengthening the hands of the government to have these matters righted. For example, the United States tariff on agricultural products is in no case lower than ours, while in some cases, such as beans and peas, it is 200 per cent. higher, and upon cheese, hops and hay it is 100 per cent. higher. As a consequence, the United States deliver to us nearly twenty million dollars worth of agricultural products more than they take from us. Altogether in our relations with the United States there is a balance of trade against us of over \$70,000,000, which we pay for in gold.

The adjustment of our Canadian tariff to meet these conditions, according to the expressed views of the Boards of Trade, of our Association, and of members and supporters of our government, would result in a great increase of trade within the Empire, and open up the way for Imperial preferential trade.

TECHNICAL EDUCATION.

I mentioned incidentally that the outlook of our executive is in the direction of consolidation.

At the threshold we are confronted with the fact that in developing our industries our Dominion cannot furnish the needed skilled labour. You will recall the fact that within the last two years we were constrained to interject an amendment to the Alien Labour Act, in order to provide against this difficulty. Can we ever hope to compete successfully with other nations while we are dependent on them for our factory managers, superintendents and foremen, or even as, in some instances, for our general operatives? We are face to face with the fact that we are rapidly extending our industries without having laid the foundations for our technical labour supply. But I would not minimize what has been and is being done. We would not now be in evidence as exporters of twenty million dollars worth of cheese but for the technical training imparted by our experts. Nor would we have developed our fruit trade but for the lessons afforded by our entomologists. Our Department of Agriculture, with its agricultural colleges, model farms, district meetings and lectures, literature and other means, has always appeared to me, merely as an outsider, to be worthy of the highest praise.

In the Department of Mines we have, I believe, two good schools. Considerable progress has been made in manual training during the past year. Prof. Robertson and the Department of Agriculture deserve much credit for the energy they have displayed in reducing to practice the munificence of our member, Sir W. C. McDonald. But this department applies only to children, and gives them only the first practical ability. At the other extreme we have our efficient scientific universities.

But where the bulk of the work is to be done, with the industrial classes, our facilities, have been shown to be quite deficient. Toronto is our most fortunate city, but if I mistake not, is wanting in trades education. It is most unfortunate that the municipal grant to the technical school in that city has been cut down this year, for this is a movement in which we cannot afford to recede.

Our Montreal branch has lately given some attention to an investigation of the technical facilities in that city, and finds that the annual expenditure per pupil is about one twenty-seventh of the expenditure of a properly equipped institution in the United States. The existing schools are

well attended, but I fear the courses are insufficient both in range and thoroughness.

We are fairly well self contained in our education for culture, but how necessary is it to be self contained in that education that fits for Citizenship?

A BUSINESS PROPOSITION

The demand for tuition is abundantly proved by the fact that 25,000 Canadian students patronize United States correspondence schools, and these must pay out not less than half a million dollars annually in fees. Surely, as it is unsatisfactory to be obliged to import our skilled operatives, it is equally undesirable to have our operatives trained in foreign schools.

The need has been pressed upon us repeatedly in the past year by members who experience the dearth of suitable labor, and we are therefore face to face with a deepening—I may say a pressing—interest in this matter.

This is no question of religion or politics, but simply of business. It appears to me that it is one for business organizations to deal with, and that our own Association is called to a prominent part in the work. There is much to be instituted and accomplished before we bring ourselves to a level with other nations in this respect. But destined as we are to be an industrial nation, we can no longer afford to be indifferent in this great problem, and I hope that in the ensuing year the executives in our principal cities at least will develop much improvement and extension in this great work.

CANADIANS STAND TOGETHER

In connection with the year's outlook, I may be permitted to name one more topic which has already had some practical attention, and bulks prominently in our aims for the new year. I refer to the subject of practical patriotism so fitly brought before us by the honorable the minister of finance at our November meeting, when he called attention to the proneness of our people (as he said) "to buy foreign goods, not because they are better, but because it seemed the right thing to buy goods that are imported." These words found a responsive hearing, and many of our members have not only given practical effect to them for themselves, but have steadily sought to advance the movement which they suggest. This movement will be yours to deal with during these meetings, and during the new Association year.

We have heard the cry, "Canada for the Canadians," and we echo back the cry, "Canadians, stand together!"

In this forward movement we shall not advertise any competitor, either on this continent or in Europe. We do intend, both in our home and export trade, that the name of Canada will be kept in the fore-front, and that the words "Canadian made" will become familiar to every buyer.

There are needs which cannot yet be filled by Canadian manufacturers, but the range is narrowing. We are finding out day by day that the range of possible Canadian industries is ever widening. Let us therefore unite our people from sea to sea in the patriotic sentiment to give "Canadian made" the first call.

PATRIOTIC PURCHASES

We are importing every year upwards of \$100,000,000 of manufactured goods. May we not in the new fiscal year reduce this by at least one-eighth?

The purchase of five cents more of Canadian and five cents less of imported products by every Canadian every week for a year would accomplish this. Let us stand together for one year and try.

Every Canadian is a partner in the financial affairs of our Dominion, and is a partaker, therefore, in all her gains. Let us



J. J. MCGILL, Montreal.
Quebec Vice-President, 1901-1902, 1902-1903.

devise liberal things in promoting this movement, and all our people will be partakers with us in the benefit.

THE CONCLUSION

I hope the conveners will pardon these references to some of the subjects to which there committees are giving so much thought. I have ventured to cull these few as illustrative of the nature and scope, reflectively and prospectively, of our Association work. Were I addressing the general public, I would delight to introduce the full range of subjects, all of them greatly important, which engage the thought of our committees and officers, but I remind myself that I address the men who are doing the work, and that I have already occupied the time they place at my disposal. But to whoever hears or reads, I venture to say that I know of no more patriotic organization on the round world than the Canadian Manufacturers' Association. We are striving to

advance the Dominion's every interest, especially her industrial, and incidentally the interests of every other British possession. We have no political interests to serve or party to promote. May the day never dawn when patriotic business men, manufacturers of every shade and grade of political opinion, cannot heartily join in the deliberations of our organization.

And let me add the prayer that the same enthusiasm, devotion and patriotism that has brought our organization to its present high state of efficiency will be not only maintained but advanced, so that the great themes that open out before us may be deliberated upon wisely, and that the labors of our new executive and committees may in the coming year help forward the development of our loved Dominion and the comfort and happiness of all our people.

HIS HONOR THE LIEUTENANT-GOVERNOR

Mr. Chairman: I should not like to leave without expressing for myself and for the citizens of Halifax the very great gratification with which we have listened to this practical and instructive address. I hope it will be extensively circulated and read by the people throughout the country. Reference was made to one point that is likely to become of much importance in the not distant future, that is our relations with the West Indies and Newfoundland. The people of Canada require, if it can be arranged, and I have no doubt it can be, that the Island of Newfoundland should become a part of the Dominion of Canada.

THE WEST INDIES

With regard to the West Indies any one familiar with the position of affairs there must know that things cannot go on much longer as they are now. It is an impossibility for the industrial and loyal people of those Islands to continue producing sugar, which is their chief export, at a loss, when sugar from other countries belonging to the United States is enabled to find a market in that country with great advantage to the producers. I do not see what arrangements can be made to meet the difficulty but there is great danger in allowing the people of the West Indies to go on as they are. If the Dominion of Canada can in some way co-operate with the Imperial Government so as to bring the people of the West Indies into the union, that may be a solution of the difficulty. It seems a difficult matter, I admit, but if it can be accomplished, and if the West Indies can be brought into the Dominion and afforded a market for their produce, taking ours in return, it will be less an extension of territory than of commerce, and should be effective as a means of perpetuating the connection of the Islands with the British crown. I am aware that this is not a matter for deliberation to-day, but all

questions relating to the future of our country are important, and this is one in relation to which I think the public mind of the country should be prepared. A movement is being made in the West Indies, and insidious temptations are being held out by our ambitious friends alongside of us, who are desirous of adding still further to their possessions. I hope this may never result in anything, but it is worth bearing in mind. I rose, however, more for the purpose of expressing my gratification at listening to the able and instructive address read by the President of the Association.

Mr. Munro—I desire to express my gratification at meeting again the Lieutenant-Governor of Nova Scotia, with whom I had the pleasantest relations at one time in the past. We are all pleased to see him here to-day so hale and hearty, and so strongly in sympathy with our views, and I think you would be pleased to express your appreciation of his presence with us by a standing vote.

The members of the Association signified their concurrence in the remarks of the President by a rising vote and by singing God save the King.

Mr. W. K. McNaught, Toronto—Mr. President—I am sure that we have all listened to your address with pleasure and endorse every word that you have said. I move that your address be received and be printed with our other minutes in our publication, *INDUSTRIAL CANADA*.

Mr. George H. Hees, Toronto—I have pleasure in seconding the motion.

Mr. C. A. Birge, Hamilton—The address is so full of interest and so earnest in its tone, and covers so much ground in so short a space, that I am sure it will be helpful to us all. Those in favor of the resolution will please signify it in the usual manner.

The resolution was carried unanimously.

Mr. Birge—Mr. President—I am sure that your address will be read, studied and preserved with an equal amount of interest as that of your predecessor last year.

The President—I had no idea of making any effort that could be compared with that of our President of last year and I am conscious that the thoughts I have endeavored to express are but homespun compared with his. However, if I have afforded you any gratification, I am pleased to know it.

The general business of the Convention was then taken up.

RECEPTION AND MEMBERSHIP COMMITTEE

The chairman of the Reception and Membership Committee, Mr. J. P. Murray, was unavoidably absent from the Convention, and his report was presented by the secretary.

The President—I regret that the painstaking and hardworking chairman of this committee has been prevented from attending the Convention by reason of difficulties with his employees, but we can assure him that the good work of his committee is fully appreciated.

The report was presented by the Secretary.

REPORT OF RECEPTION AND MEMBERSHIP COMMITTEE

JAMES P. MURRAY, CHAIRMAN

Your Reception and Membership Committee beg to submit the following report:

MEMBERSHIP

It is a great pleasure for us to report to you that the splendid growth in membership which began two years ago has continued steadily since our last Annual Meeting. When we met last year in Montreal, we reported a membership of 825. It was then our aim to become one thousand strong before the next Annual Meeting, and we report to-day a total membership of 1,021, with 25 applications waiting to be received.

During the past year 226 applications have been passed, as follows:

In November	39
" December	24
" January	25
" February	46
" March	15
" April	10
" May	11
" June	27
" July	29
Total	226

This increased membership, with the increased influence which naturally accompanies it, have only led us to feel more confidently what a great power the Association is, and what a still more powerful organization it may become in advancing the interests of the manufacturing industries of the Dominion, and the interests of Canada as a whole. Your Committee would state their belief that we have not yet attained our full strength and we beg to impress upon the Association the absolute need that all the manufacturers of the Dominion, large and small, in every province, should be brought



J. P. MURRAY,

Toronto Carpet Mfg. Co., Toronto.

Chairman Industry & Membership Committee, 1900-1901.
Chairman Reception & Membership Committee, 1900-1901.
Chairman Commercial Intelligence Committee, 1901-1902.

into the ranks, and share together the work, and the success which is sure to follow.

MONTHLY DINNERS

Since our last Annual Meeting three monthly dinners have been held; one at the Temple Building in Toronto last December, when a presentation was made to our esteemed Treasurer, and a stirring address delivered by Mr. Wm. Robins, of Walkerville, on "Canadian Loyalty;" one at Hamilton on January 23rd, when a large

gathering listened with great pleasure to a masterly address by Dr. Montague, on "Canada and Australia;" and a third at Toronto on May 15th last when our President and Assistant Secretary presented their reports on the West Indies, and an acknowledgment was made to our late worthy Secretary, Mr. Russell.

All three dinners were a great success, and each showed a credit balance financially. Another monthly gathering which was arranged to be held at Brantford, in April, was postponed at the request of the members there.

Your committee call to your notice with pleasure also a very successful dinner given under the auspices of the Montreal Branch in February last, when Mr. Arch. Campbell, M.P. delivered an interesting address on the problem of "Transportation."

LECTURES

One lecture has been given under the auspices of the Association during the year. This was delivered in Toronto on the evening of Jan. 16th last by Mr. Henry Souther of Hartford, Conn., on the subject of "Power and its Economical Transmission," and proved not only very interesting but very valuable.

An effort was made during the year to secure addresses and favorable replies received from other public men, notably Hon. J. H. Ross, Administrator of the Yukon, Mr. James Ross of Montreal, Mr. F. W. Thompson of Montreal, and Mr. J. R. Freeman of Toronto. We are looking forward to these.

NEW BRANCHES

Your committee are pleased to report that the Association has grown in branches as well as in membership. We look with pride upon the vigorous new Provincial Branch formed in the city of Halifax last June, with an initial membership of fifty-five.

Your committee also recommended the organization of a branch in the city of Quebec.

VISITORS

Since the last annual meeting many important representatives from other countries have been entertained by your committee. We have endeavored to lose no opportunity to impress upon visitors to Canada the many resources and advantages in our country. Amongst those entertained we would mention specially Sir James Graham, M.P., Mayor of Sydney, N. S. W., Mr. D. R. Caldwell, President of the New Zealand Chamber of Commerce, and Mr. W. H. Lyon of Wellington, N. Z.

In closing we beg to recommend to the Association the continuance of the practice of holding lectures and monthly dinners, and would urge that where deemed advisable this policy be adopted by the local branches, in order that their members may be brought into closer touch.

We beg further to recommend that the members should recognize the importance of securing the co-operation of all the manufacturers of Canada in the work of our Association, and thus increase as far as possible the influence of our organization.

All of which is submitted.

Alderman Sadler, Montreal, moved, seconded by J. Fortier of Montreal, that the report of the Committee, which was laid before the Association in printed form, be taken as read.

The motion was put and carried.

Mr. C. A. Birge, Hamilton—I move that

the report be received and adopted. The work of the Committee has been of an onerous character and the appreciation expressed by the President of the work of Mr. Murray, the chairman, is well deserved.

Mr. S. M. Wickett, Toronto—I have great pleasure in seconding the motion. We all sympathize with the Chairman in the cause which has prevented him from being here with us, and I know that his report will interest us all.

There being no discussion, the motion was then put and carried unanimously.

COMMERCIAL INTELLIGENCE

The President—I now call for the presentation of the report on Commercial Intelligence by Mr. Hees.

Mr. George H. Hees, Chairman of the Commercial Intelligence Committee, presented his report.

REPORT OF THE COMMERCIAL INTELLIGENCE COMMITTEE

GEO. H. HEES, CHAIRMAN

Your Commercial Intelligence Committee beg to report progress along their many lines of work during the past year. In no previous year has Canada been so widely advertised abroad, and we note with satisfaction the splendid results in the increase of our export trade.

In many cases this work has been encouraged and stimulated by the Association through its correspondent members in various parts of the world, and many of our members can bear testimony to the practical assistance given by our officers in placing them in touch with foreign buyers.

We note with pleasure the many expressions of friendliness and kindredship which have been received and especially from our sister-colonies during the past year. These with the splendid advances already made in placing the goods upon foreign markets only tend to place before us more prominently the wonderful possibilities which await Canadian manufacturers in supplying the demands of other countries.

The report of our work may be summarized under the following heads:

INFORMATION REGARDING FOREIGN MARKETS

By increasing the number of our foreign exchanges and placing ourselves in touch with representatives in almost every part of the globe, we are able to furnish to our members what information they may require concerning almost any foreign markets and by careful use of the Index System interesting articles on the various industries and countries of the world are being filed away from week to week. These are for the service of our members and may be obtained at any time by communication with the Office.



GEO. H. HEES,

Geo. H. Hees, Son & Co., Toronto.

Chairman Tariff Committee, 1900-1901. Chairman Commercial Intelligence Committee, 1901-1902.

FINANCIAL REPORTS ON FOREIGN FIRMS

Last year arrangements were made whereby the Association supplied to its members a double financial report on foreign firms as follows:—Firms in Great Britain \$2.00, Europe \$3.00 and South Africa or Australia \$5.00. In order to further increase the facilities of the office in this respect, arrangements have been made with the United States Export Association, whereby we are given the exclusive right to supply their reports in Canada, and special arrangements have also been made with the Australian Commercial Agency of London, England, who make a speciality of reports on firms in

Australia and India, to answer our enquiries regarding firms in these countries. These single reports on firms in any part of the world are now supplied to our members at the rate of \$1.50 each, and so far we have every reason to believe that the work done has been satisfactory.

FOREIGN TRADE ENQUIRIES

Largely owing to the wide circulation of the Trade Index issued last year we have had an exceedingly large number of enquiries for various articles of Canadian manufacture from all parts of the world. These have been distributed as fully as possible among our members, giving special attention to those who are interested in the Export Trade. During the past nine months 2,498 enquiries have been forwarded to members of the Association and in many cases these have led to considerable business. In addition to these enquiries our office has been visited during the year by foreign agents and representatives from many countries interested in the manufactures of Canada, notably Great Britain, New Zealand, Germany, Australia, The West Indies, and South Africa. To these we have extended a warm welcome and our office has in almost every case been utilized for the extension of our foreign trade.

THE WORD "AMERICAN"

The attention of the Association has been called very forcibly to the fact that the word "American" as generally used is being applied only to the people and goods of the United States. This being the case, much injustice is being done to Canada and other countries, and it was felt that Canadians were in part responsible for the misuse of the word as little or no attempt was being made to educate our own citizens as to its

correct meaning. At the recommendation of your committee letters were forwarded to the Departments of Education in the various Provinces and Territories of the Dominion asking that the ministers in each case should take steps to have the school children educated as to the desirability of referring to matters pertaining to the United States as such and not as American. Letters were also sent to the leading journals of Great Britain and Ireland. In many cases splendid replies were received stating that the Association would meet with hearty co-operation in endeavoring to maintain for Canada her own important place on the American continent and to insure her manufactured goods being recognized as her own and not as "United States." We would particularly urge upon our members to further this campaign by their own correct use of the term.

TRADE COMMISSIONER AND BUILDING IN GREAT BRITAIN

Your committee would express its great pleasure at the action recently taken by the Dominion Government in appropriating \$20,000 for the establishment of a Canadian Trade Building and Commissioner in Great Britain. This action was taken upon recommendations made to the Government by our Association last year, and pressed upon during the recent session by a strong deputation. The action of the special committee appointed by the Executive Council at its meeting in May, to bring these matters before the Government, was made known to your committee and received its hearty support. The Ontario Government has voted \$5,000 in support of the project, and steps are now under consideration to secure the co-operation of the other Provinces with the Dominion Government in making the enterprise as widely representative as possible.

THE WEST INDIES

Your committee beg to report with satisfaction, that in February last the President of the Association and the Assistant Secretary made a special visit to the West India Islands for the purpose of investigating thoroughly the conditions of the trade with Canada, and bringing the buyers there into close touch with the members of our Association. The detailed report of this undertaking has been placed before you in the June number of "INDUSTRIAL CANADA," and the results so far are very encouraging, though the transportation facilities must be considerably improved before there can be any great expansion in the trade.

Your committee beg to recommend that Messrs. Pickford and Black receive the thanks of the Association for the assistance rendered by them in connection with this trip. We also beg to remind the Association of its special thanks due to the President of the Association for the excellent service preformed in the West Indies, on behalf of the Association at personal sacri-

ifice and inconvenience to himself. We desire also to compliment the Assistant Secretary upon the report presented and would emphasize again the fact that our members should interest themselves in the West India trade and make the fullest possible use of the information contained in the report, and the facilities afforded by our office.

YUKON TRADE

During the past few months the attention of the Association has been called very forcibly to the state of trade in the Yukon Territory. The Yukon is a part of our own Dominion which is enjoying a very steady growth and promises to become an important market. At present about 75% of their imports are received from the United States and no special effort seems to have been put forth by Canadians to hold the market. Your



D. W. ROBB,

Robb Engineering Co., Amherst, N.S.
Nova Scotia Vice-President, 1900-1903.

committee and the Association is deeply indebted to our chairman, Mr. Hees, who has furnished much valuable information as the result of investigations made in the Yukon during the summer; and having considered the situation very carefully your committee recommended that the Executive appoint a special commissioner who should proceed to the Yukon and make as full investigations as possible for the purpose of placing our members in direct touch with the market. The best possible arrangement was made with the railways, and Mr. S. M. Wickett having been appointed to do the work notice of his mission was sent out to all our members. He is at present in the Yukon and we look forward confidently to a report from him which will throw much additional light on the situation and be of much practical benefit to our members.

CORRESPONDENT MEMBERS

Our committee has seen fit to continue

the line of policy laid down last year in appointing correspondent members to the Association in various foreign trade centres, the appointments to run for one year. During the year the following appointments have been made:—Emile Pauweart, Ghent, for Belgium; J. W. Taylor, Johannesburg, for the Transvaal; Henry Becker, Berlin, for Germany; Jacob Jesurun for Curacao, South America. Applications for similar appointments are now being considered from firms in Italy, India, Turkey and Denmark. Your committee recommend that the members use these correspondents just as freely as possible when they desire information regarding any of the foreign markets represented.

APPOINTMENT OF SPECIAL REPRESENTATIVES IN OTHER COUNTRIES BY THE DOMINION GOVERNMENT

The Association has reason to complain that in some cases where the Dominion Government has appointed representatives to foreign countries men have been appointed who are not practically in touch and conversant with the manufacturing industries of the Dominion and they are thus handicapped in the work which they might do in extending Canadian Export Trade. The Executive Council have agreed that this question should be brought up at this annual meeting for your consideration and that you should be asked to express your opinion and take some action in the matter. In these days when we have so much competition to meet it is absolutely necessary that we take advantage of every opportunity to further our trade in other countries and Canada should be represented by men who are able to protect her interests along commercial lines. We trust that the situation will appeal to you and that strong pressure may be brought to bear upon the Government so that competent men may be appointed in future.

NEW TRADE INDEX

The publication last October of a Canadian Trade Index having been followed by so many beneficial results and the membership of the Association having increased considerably in the meantime, your committee has been encouraged to recommend to the Executive that this meeting should consider the publication of another volume of the same kind in the near future. We would recommend this meeting to consider whether or not the next issue contain the names of all the manufacturers in the Dominion, so that it may be more thoroughly representative. Should such a plan be adopted, special attention should be called to the names of the members of our Association. There can be no doubt that the last edition has done much to increase the Export Trade of Canada, and if the co-operation of the Government can be secured in distributing the next edition your committee has every reason to believe that much larger results may be obtained.

After concluding the reading of the report Mr. Hees added: I am glad to say that the Trade Commissioner referred to in the report will be appointed before the end of the year. I was one of the committee appointed to wait on the Premier and we were assured that an allowance was provided for that purpose. The amount is \$20,000 to begin with, and we have \$5,000 additional from the Ontario Government, and hope that other Provinces will continue. I was in the Yukon for some time and took note of what was going on for the benefit of the Association. I will not go into details here as my report was printed and can be found in last number of *INDUSTRIAL CANADA*. I can only say that about 75% of the merchants doing business in Dawson City are Americans. The miners on the coast were the first to take advantage of the discovery of the gold fields in 1897, and merchants went with them carrying their stocks of goods and, being the first on the ground, reaped great benefit from it. The representatives of Toronto, Montreal and other eastern sources of supply, being far away, were late in getting there and when they did arrive found that the trade was pretty well settled. The Americans brought in their supplies from the States. They said that they did not mind the duty of 35% as they got large profits. The ships took their orders to San Francisco, and the goods were returned on the same ships that carried the orders. The more far seeing and enterprising merchants are now buying from Toronto and other eastern places, and business is settling down. So far as the future business is concerned, I think that most of the supplies will be bought here in Canada. The Government are interested in appointing more trade commissioners, as those now in the field are doing good work, especially the one in Australia, and we are constantly receiving business through his efforts. We have made efforts to get the Government to bring him back to this country so that he may become better posted as to the present condition of things, and visit our factories and see what new goods we have to offer. We have not been able to get him back yet, but I hope we will be able to do so soon. With these remarks I move the adoption of the report.

Mr. T. A. Russell, Toronto Junction—I second the motion, and in doing so would like to emphasize one or two points. First, the information we are getting as to the needs of other countries and the information furnished to our members as to the standing of firms with which they do business. With reference to the appointment of representatives in foreign countries, I have been time and again disappointed to see the good intentions of the Government thwarted by the inefficiency of the persons appointed. Too often when a foreign representative is appointed, he departs without any notice to the manufactur-

ers, and without giving them any opportunity of meeting him and informing him on what lines they would like him to pursue his investigations.

TRADE INDEX

The Trade Index is a matter of great importance, as the distribution of the book enables anyone to find out by whom certain lines of goods are made in Canada. Hundreds of enquiries have come in as a result of the circulation of the Index. Some complaint has been made that the information given in relation to the number of people engaged in certain lines of business is insufficient. With reference to the dairying industry, for example, it has been said that the Index only gave one or two names and was not as representative as it should be, and it was felt that the best solution of the difficulty would be for the Association to undertake the publication of a work which



C. J. OSMAN,

Albert Manufacturing Co., Hillsboro, N.B.
New Brunswick Vice-President, 1900-1903.

would do justice to the manufacturing industries of the country by including both members and non-members, but giving special prominence to the names of members. I am in favor of that and second the motion for the adoption of the report.

With reference to the Australian Commissioner, that officer was appointed some seven or eight years ago and has been absent from Canada all this time. For the last three years this Association has been representing that the Australian Commissioner, owing to his long absence, cannot represent Canada well, and that he should be brought back here and given an opportunity of meeting the manufacturers and learning something himself. Despite these representations nothing has been done. I thought this so important that I felt like bringing in a resolution but probably the discussion in the report will be sufficient. It seems deplor-

able that the Government should fail so signally in this matter for no other reason than the omission to take ordinary business precautions in making the appointments.

Mr. J. O. Thorn, Toronto—I think that several resolutions will be necessary to deal with all the matters referred to in the report but there has been no opportunity, so far, of preparing them and placing them before the committee. I had it in mind to draw up a resolution of thanks for Messrs. Pickford and Black in connection with the trip to the West Indies and also a resolution in relation to the appointment of special representatives by the Government, but I should not like to deal with those matters now without an opportunity of drawing up the resolutions and placing them before the committee on resolutions.

Alderman Sadler, Montreal—I think the name "Trade Index" is hardly appropriate. We should have an Index of the manufacturing industries of Canada, and if anything else is taken in, make it separate. The resolutions refers to complaints about the names of manufacturers not appearing in it. It is strange that any manufacturer should complain about his name not appearing in the Index and still not being a member of the Association. I am willing to put the name of every manufacturer in, but if so I hope that those who are not now members of the Association will become so.

Mr. C. A. Birge—We should be just before we are generous. I appreciate the objection that the "Trade Index does not cover the entire manufacturing industries of Canada and hence is not complete when circulated in other countries. At the same time it is published in the interests of members of the Association, and we would be going beyond our aims and objects if we undertook to advance the interests of those who are not members of the Association when they may become members by payment of a small fee. If a manufacturer is not sufficiently interested in his own products to become a member of the Association, in my opinion he deserves to be left out.

Mr. W. A. Strowger, Toronto—I would suggest that if a note is published in the Index to the effect that the names given are the names only of those manufacturers belonging to the Association, this would overcome the difficulty and would avoid giving the impression that there are no others than those mentioned.

Mr. A. S. Rogers, Toronto—If we include in the Index to be sent abroad the names of all the manufacturers in Canada, we will make the mistake of giving too many. It would be rather confusing for the foreigner, and the difficulty would be quite as great as any that could be caused by giving the smaller number. Between the two I think we should confine ourselves to members of

the Association, making the note just suggested.

Mr. C. N. Candee, Toronto—We want to decide what the publication is. Is it a directory or is it something intended to advance the interests of members of the Association.

Mr. J. O. Thorn—We are taking up time in discussing what should be decided by the committee. The financial side of the question will have to be considered

The President—The council wanted to

obtain the views of members on this very point.

Mr. F. B. Fetherstonhaugh, Toronto—It seems to me the name might be changed, "Industrial Canada Index" would bring the Association paper before the world more than the words "Trade Index" would. If a fee were paid for the index the entry of names would not be any cause for complaint.

Alderman Sadler, Montreal—I am inclined to adopt Mr. Birge's idea that the Index should consist of manufacturing industries, members of which belong to this Association.

The President—Will those who favor limiting the publication to our own membership hold up their hands. I see that the opinion is almost unanimously in favor of confining the publication to members of the Association.

The report was then adopted unanimously.
REPORT OF INDUSTRIAL CANADA COMMITTEE

Mr. W. K. George, Toronto, in the absence of S. M. Wickett, chairman, moved the adoption of the report of the INDUSTRIAL CANADA committee.

REPORT OF "INDUSTRIAL CANADA" COMMITTEE

S. MORLEY WICKETT, Ph.D., CHAIRMAN

Your INDUSTRIAL CANADA Committee have great pleasure in submitting the following report.

In all the various branches of the work of the Association there is no other where progress is more apparent or more remarkable than in the development of our official organ.

SIZE

INDUSTRIAL CANADA was inaugurated just two years ago. Its first issues contained eight pages without a cover. Its numbers for the last year have averaged forty-six pages. This astonishing growth has been due largely to the policy adopted by the Association, in making it as widely useful as possible to our members, and a thoroughly representative Journal for the manufacturing industries of Canada. Its primary function as the mouth-piece of the Executive Council, keeping the members of the Association informed regarding all the work which is being done, has never been lost sight of. But its importance has far exceeded this one essential duty.

STATUS

By a series of striking articles on the development of manufacturing in Canada; by its valuable reports on the requirements of foreign markets; by its persistent advocacy of the rights of Canadian manufacturers, and its unshaken confidence in the resources and capabilities of the Dominion, it has attained a high standing both at home and abroad. In Canada it is regarded as the most important expression of industrial opinion—and in many leading foreign journals it is constantly being quoted and admired.

CIRCULATION

The average monthly circulation of the paper has increased during the past year from 1750 to 2325. The policy adopted upon its inception of sending it free to all our members and to British Consuls and Chambers of Commerce the world over remains unchanged.

ADVERTISING

INDUSTRIAL CANADA has added to its usefulness and importance by its splendid

growth as an advertising medium for the members of the Association. No undue emphasis has been laid upon this branch of its work, but, its columns have been thrown



S. M. WICKETT, PH. D.,
Wickett & Craig, Toronto.

Chairman Commercial Intelligence Committee, 1901-1901.
Chairman Industrial Canada Committee, 1901-1902.
Chairman Reception & Membership Committee, 1902-1903.

open to the members, in order that they may have the advantage of utilizing a medium which is essentially their own, and whose worth is so generally recognized.

As a result of this, we are able to report, notwithstanding the very great increase in the expense of publishing the paper, it is now upon a paying basis, and as the official organ of the Association, receiving the support of the members it may be depended upon to care for itself.

THE PROSPECT

The increased value and size of the paper have of necessity enlarged the work connected with its publication, and your Committee note with satisfaction that the Executive Council has authorized the Secretary to add a special Editorial and News writer

to the staff. We have every reason to believe that by continuing its present broad and aggressive policy, there is a bright future for the paper, and your Committee, in closing, would recommend that the members of the Association from the Atlantic to the Pacific should give even greater attention to its columns than they have in the past, feeling especially that it is their own organ, and using it as far as possible for the benefit of their various industries and the expression of their individual views upon the important lines of work undertaken by the Association.

All of which is submitted.

After submitting the report Mr. George said: I have much pleasure in moving the adoption of this report and we hope that INDUSTRIAL CANADA is read by all the members of the Association as it is the only way that we have of conveying an idea of the work of the Association. Even this can give but a small idea of the days and hours and weeks that are spent by members of the committees over the work brought before them. You will find a small report stating what has been done, or the decision that has been arrived at, but this does not show the hours of work spent by the committee discussing in all their phases the questions brought before them. This however, is the only medium that we have for laying before our members the work of the Association and we hope and trust that the various issues will be carefully read and considered by all our members. You will see from the report the progress that the paper is making. I move the adoption of the report of the committee.

Mr. George E. Drummond, Montreal — I second the motion. I hardly think we realize what a force we can make of this organ for spreading abroad the theories and knowledge we have, and I want to ask every member here to make it easy for the advertising agent of the paper. We are coming to have confidence in ourselves and the future is all right but INDUSTRIAL CANADA should be in every sense the organ of the Association and we should advertise in it so freely that its future will be assured.

Mr. W. A. Strowger, Toronto—Would it be a wise suggestion that the Trade Index should be published in INDUSTRIAL CANADA

The President—I am afraid it would be hardly possible.

Mr. W. A. Strowger—I would suggest that the names only might appear twice a year.

The President—It would add greatly to the cost of the publication.

Mr. F. B. Fetherstonhaugh—Some reference should be made to the Trade Index in every number

The question being then put the report was adopted.

REVISION OF THE CONSTITUTION

The Constitution and By-Laws are given in full on another page.

Mr. J. O. Thorn, Toronto—I move that the new Constitution and By-Laws be adopted. The constitution of the Association is now contained in the act of incorporation passed by the Senate and House of Commons of Canada in the year 1902. With reference to the by-laws the committee went

into that matter very carefully, in the light of past experience but, notwithstanding, a few slight errors have crept in, and, in moving the adoption of the report, I would also move that the committee be given power to make corrections.

Mr. S. M. Wickett, Toronto—I second the motion that the Constitution and By-Laws as printed be adopted, and that the committee be empowered to make the corrections referred to.

The report was unanimously adopted.

REPORT OF INDUSTRIAL EXHIBITION COMMITTEE

W. K. McNAUGHT, CHAIRMAN

OTHER CANADIAN EXHIBITIONS

Believing that all the large Canadian Exhibitions should be utilized by the manufacturers of Canada, and carrying out the suggestion made in our last Annual Report, your committee has endeavored to have the Canadian Manufacturers' Association represented on the management of the most important exhibitions held in Canada. Accordingly, the following representatives for the present year were officially appointed by the Executive Council, and have been duly accepted by the Exhibition Associations for which they were nominated.

Western Fair, London:—Messrs. A. W. White, (Geo. White and Sons Co., Ltd.); F. W. Coles, (Globe Casket Co.)

Ottawa Exhibition—Messrs. W. H. Rowley, (The E. B. Eddy Co., Ltd); B. Rosamond, M.P., (Rosamond Woollen Co.)

Winnipeg Industrial Exhibition—E. L. Drewry, Man. Vice-President of Association.

Nominations are now being made for next year, and in addition to the above named, we believe that we will be able to have the Association represented on the management of the Nova Scotia Provincial Exhibition.

So far as can be ascertained this step has been followed by results which are sure to affect the general success of Canadian Exhibitions. Not only has it stirred up the manufacturers to a deeper sense of the importance of our exhibitions, but it has had a far-reaching influence in securing the best possible exhibits of Canadian goods, and

impressing upon the people of Canada the excellence of our own manufactures.

THE WEST

Your committee beg to direct the attention of the Association specially to the western part of our Dominion. During the past few months we have endeavored to inform you through INDUSTRIAL CANADA of the growing importance of our great Northwest as a market for all our manufactured products. So great are the possibilities there, and so much are the manufactured goods of the United States in favor at the present time, that it is absolutely necessary for the eastern manufacturer to lose no opportunity to place his goods before the Northwest farmer or Canadians will to a great extent, be driven from the market.

United States manufacturers are constantly taking advantage of all our best exhibitions to create a demand for their goods in Canada, and Canadian firms should place their manufactures as prominently as possible before our people, especially in the West.

In closing, we beg to impress upon all our members that in view of the special effort being put forth by our Association to urge upon Canadians the desirability of patronizing their own industries, that they should exhibit, as far as possible, at all the leading Canadian exhibitions, and that their displays should be not only more representative and extensive, but superior in character and quality to those made in the past.

All of which is submitted.

REPORT OF SPECIAL EXHIBITION COMMITTEE

W. K. McNAUGHT, CHAIRMAN

Your Special Exhibition Committee beg to report as follows:

It has been our aim as far as possible to keep in touch with the regular Industrial Exhibition Committee of the Association, but in justifying the reason for our appointment, to make a special study of the impor-

tant foreign exhibitions which are being held, and endeavor in all cases where it is deemed advisable to have the influence of the Association used so that Canada and especially Canadian manufacturers, are well represented.

We beg to report first with regard to the

endeavor made to secure an all-Canadian exhibition. This matter was brought before the Dominion Government soon after our last annual meeting, and this was followed up by an interview with the Premier and several members of the Cabinet on April 2nd last. We were told that the Govern-

ment could not encourage the project with a large grant at the present time, but that the matter would be considered further and acted upon at a later date. We now beg to recommend that this Association use its strongest influence to have an all-Canadian exhibition in the year 1903.

Upon consultation with the various Branches it seems to be the wish of the membership that the Exhibition should be held in Toronto, as that City is now erecting a splendid new building of brick and steel for the display of manufactures, which will afford ample accommodation for the largest display of manufactured goods ever shown in Canada. In the meantime your Committee hope that the Association will take immediate action to have the matter brought prominently before the Government so that the fullest preparations may be made for the success of the Exhibition.

We beg to report also with reference to the Canadian Exhibits which are being made at the present time in Great Britain, at London, Wolverhampton and Cork.

Our Secretary was pleased to co-operate with the Government in securing for them the best representation of food products possible, and we have reason to believe, from reports already received, that the exhibitions are proving an excellent advertisement for the products of Canada.

We have also to call the special attention of the Association to important exhibits which are to be held at Osaka, Japan, in 1903, and at St. Louis, U.S.A., in 1904. In the opinion of your Committee, neither of these Exhibitions will afford very remarkable opportunities, except in a few special lines, for enlarging the market for Canadian manufactured goods, although they will doubtless furnish a good opportunity of exploiting the products of our fisheries, farms and mines. More important than these, however, is the Peace Exhibition which has been announced to take place in Cape Town next year, and we especially urge that the Association should see that Canadian manufacturers are well represented there, as without doubt that Country will afford a favorable market for Canadian manufacturers, and we should make our facilities and wares known to these people as speedily and effectively as possible.

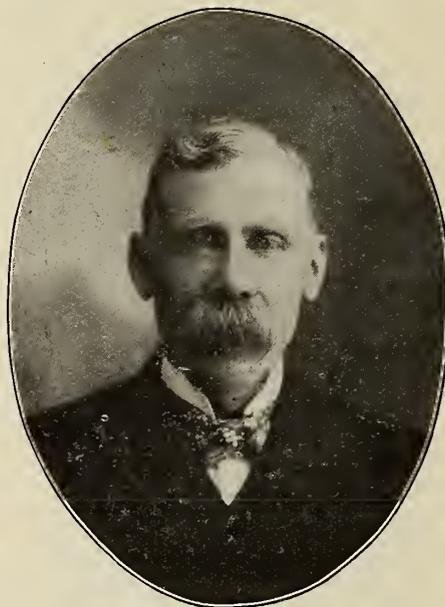
In connection with foreign exhibitions your Committee may say that they have offered their services to the Dominion Government and have expressed their willingness to assist in any work which will make the representation of Canadian manufacturers more complete. In every case this offer has been well received, and we hope to be of considerable assistance in making Canada's exhibits a good advertisement for our Dominion as well as for our individual manufacturers.

In closing, we beg to express our increasing confidence in the value of exhibitions in

certain foreign countries as an investment for the Canadian manufacturer and producer, and we trust that the members of this Association will use each of these as an opportunity to display their manufactures, and thus encourage the export trade of the Dominion.

All of which is submitted,

Mr. W. K. McNaught, Chairman, submitted the above reports of the Industrial and Special Exhibition Committees. In doing so he said: "In regard to the report you will see that we have made some advances during the year. Some years ago our report was confined to the Toronto Exhibition, but last year this Association took the ground that we should be represented in connection with other exhibitions as well, and we made application successfully for representation in connection with



E. L. DREWRY, Winnipeg.
Manitoba Vice-President, 1901-1903.

the Western Fair, held at London, Ontario, the Ottawa Exhibition and the Winnipeg Industrial Exhibition, and I believe that we are going to have representation on the Nova Scotia Provincial Exhibition, held in this city. The report presented speaks for itself and I will not take up time further than to say that our members should be more alive to the importance of these exhibitions in connection with our business. I don't believe that we can expend our money to better advantage than in displaying our goods to our own people.

WINNIPEG EXHIBITION

I have never seen the Winnipeg Exhibition, but I understand it is visited by from 70,000 to 80,000 people, and I do not know of any place where our Association can do better missionary work than there. I think we will all agree that we should do everything in

our power to encourage the use of goods of Canadian instead of goods of foreign manufacture. We all know how our country is filling up and that many of the people who are coming in are citizens of the United States who naturally want to keep on buying and using the goods they were accustomed to buying and using when living in their own country. What we should do is to make a large exhibit at Winnipeg next year, in order to encourage them to use goods of Canadian manufacture. We should make a similar exhibit here as well as at Ottawa, London and Toronto. This should be as much a part of our educational campaign as any other.

ALL CANADIAN EXHIBITION

In regard to the all Canadian exhibition the Association passed a resolution on that subject last year. We thought it would be an excellent thing for the country to have a great exhibition of our manufactures and we believe that in no other way can we so impress upon the people the great variety of goods that we make here. When I am shown the cloths that are made here in Canada I am astonished that I should buy goods of foreign manufacture when we are making goods here in our own country that look quite as well and are perhaps better. It is the same with other goods and we cannot do a better thing for ourselves and for the country than to impress on the people what the country can do in these various lines. Two or three years ago the largest and most representative delegation that ever waited upon the Government urged the great importance of showing the people at home what we have been endeavoring for some time to show the people abroad, and asked a vote of \$100,000 to be expended in carrying out this object. The Government have not yet seen their way clear to comply with that request, but we hope they will do so this year. Our committee in Montreal made a unanimous recommendation that the city of Toronto be selected for that purpose, as the buildings now in course of erection there will be available for use next year. With these remarks I move the adoption of the report.

Mr. C. A. Birge—I second the motion for the adoption of the report. It is one which we all as Canadians should heartily endorse. So far as the people of Hamilton are concerned, I know that they will give way readily to the claims of Toronto for the holding of this exhibition. They have had a magnificent exhibition in Toronto for years past, which has been a credit not only to Toronto but to Canada. They have expended a large amount of money, and are spending more this year, and they will have buildings available for exhibition purposes superior to anything they have had before.

Mr. G. H. Dobson, North Sydney—I it is important to have an all Canadian exhibition

but could we not make it an all British-American exhibition so as to include Newfoundland and the British West Indies?

Mr. J. O. Thorn—I think the date should be changed from 1903 to 1904, as I do not think we can have an all Canadian exhibition as early as 1903.

Mr. W. K. McNaught—The committee thought that to put it off for one year would be ample. The buildings in Toronto will be ready this year and I think the date should remain as it is.

Alderman Sadler, Montreal—I agree that 1903 is late enough. I think we ought to be able to induce the Government to assist and I would like to say that nothing I know of can advance our manufacturing industries more than exhibitions. I was one of the

organizers of the Montreal Exhibition and have since then followed exhibitions through the Dominion and know a good deal about it. A great many industries cater for middle men who handle imported goods and use some form of trade mark that conveys no idea where the goods are made. That is a thing I have always regretted. I label the boots of my manufacture "Pure Canadian product," and I never could understand why our manufacturers did not decide, years ago, to throw aside those who wished to handle their goods without a name. With respect to the All-Canadian Exhibition, if we are to have such an exhibition let it be all Canadian and let every exhibitor say where his goods are made. I, for one, am in favor of an exhibition for Canada only, for the reason that

the most of our people do not know what is made in Canada.

Mr. D. W. Robb, Amherst, N.S.—I agree that the exhibition should be British-American, as in that way we will enlist the sympathies of the people of the West Indies and Newfoundland whom we want to have with us. These people do not compete with us in any way, and I think it would be of great advantage to us as well as to them to give the exhibition a wider scope.

The question was then taken on the recommendation that the Industrial Exhibition be held in 1903, which was carried in the affirmative.

The consideration of the remainder of the report was deferred until the afternoon session.

The Convention then rose.

WEDNESDAY AFTERNOON SESSION

The Association resumed the transaction of business at 2.40 p.m.

The secretary read a cablegram from Sir William Mulock, giving particulars of South African steamship service, which was received with loud applause.

EXHIBITION REPORTS—(Discussion Continued).

President Munro.—The discussion has now been narrowed down to two points. The first as to whether the Exhibition should be held in 1903 or 1904, has already been decided in favor of 1903. The second point is whether we should confine the exhibition to Canada or should

include the West Indies and Newfoundland. If there is to be no further debate on this question, I will take the vote by asking those in favor of including the West Indies and Newfoundland to signify their wishes by a show of hands.

The vote was unanimous in favor of including the West Indies and Newfoundland.

President Munro.—I am sure that the result of the vote will be a source of great satisfaction to our friends in the West Indies. I know the minds of the people there well.

Mr. F. B. Fetherstonhaugh.—With respect to the date of holding the exhibi-

tion, it strikes me that 1903 has been well chosen, because it was in 1603 that Champlain landed on the St. Lawrence, and Champlain is known as the "Father of Canada." In this connection the question occurs to me whether it would not be wise to make the exhibition an historical as well as an industrial exhibition, as by so doing we would be more likely to induce the people from other countries to come and see it.

The President.—I think that is a good suggestion, and one that should be considered by the committee.

The question being then put, the report was carried as a whole.

REPORT OF THE TARIFF COMMITTEE

W. K. McNAUGHT, Chairman.

Your Tariff Committee beg leave to submit the following report. As the result of the last Annual meeting of the Association there were some seven recommendations to the Government for Tariff Changes. At the same time a number of other items were discussed of which notice was not given to the members and on which final action was impossible. In order that these might be disposed of, a circular letter was sent to the membership on November 30th last year, asking that any who had Tariff grievances should notify your Committee as soon as possible. Some 30 changes in all were asked for at that time, and these were then incorporated in a circular letter under date of December 12th, and sent to every member in order that their views might be ascertained and personal representation made at the meeting of your Committee which was held on the 18th of December. At this

meeting representatives from about sixty of our manufacturers were present to discuss the changes asked for.

Your Committee appointed special sub-committees to deal with each of the thirty requests made and their report, which was amended and adopted by the meeting of the Executive Council on December 19th, decided to urge upon the Government a general revision of the Tariff. The report as finally adopted by the Executive was sent out to our members on January 10th last, and upon hearing further from those interested, a meeting of the Committee was called on January 18th, when each item was gone over very carefully and a few changes recommended.

Following up this work of investigation, and carrying out the wishes of the Executive Council, a large deputation visited Ottawa on January 21st and 22nd last, and interviewed the Ministers. Interviews were

granted to the deputation on two successive days and your representatives had an opportunity of going thoroughly into the several specific Tariff Changes that were asked for, and also of impressing upon the Ministers of the Government the necessity of protecting adequately our Canadian investors.

At that time the representations of the Association were supplemented by representations from particular industries, notably the woollen manufacturers and the agricultural implement men, who sent special deputations to Ottawa.

We regret very much that the Government has seen fit to let the last session of Parliament pass without granting any of the changes which were so strongly pressed upon them. When your representatives appeared before them they received an excellent hearing and received the impres-

sion that the Government were strongly in sympathy with protecting Canadian industries, wherever this policy was necessary for maintaining the national prosperity. Your representatives were also given to understand that while the Government would make changes just as soon as the electorate of Canada demanded them, and were willing to go just as far as the voice of the people warranted, still in their opinion (especially in view of the then coming Imperial conference) the time was premature for any decided action on their part.

It was after the meeting of our most important deputation with the Government that their assurance along this line led your representatives to question very seriously as to whether steps should not be taken by the Association to educate the people of Canada regarding the importance of our manufacturing industries; exhibiting to them the excellency of Canadian goods and urging upon them a preference for home-made manufactures. From this arose the movement known as "The Educational Campaign," which has already been begun and upon which a separate report will be made.

In addition to the revision of the tariff asked for during the present year, our Association through your Committee, made representations to the Department of Customs with reference to various matters. Chief among these was our request that the importation of goods made by prison labor be strictly prohibited, to which the Department replied that all such shipments would be carefully watched and that they would be glad at any time to receive information as to any entries which might be supposed to be made in contravention of the law.

Your Committee also had under consideration during the present year the important question of the present dissatisfaction arising from the invoiced value of importations received into Canada. We were furnished with information which showed that in many cases importations were largely underestimated and for this reason escaped much of the duty which should have been paid. We have the assurance of the Customs Department that very careful attention is now being given to this matter and that in all probability in the near future something will be done along the line of our suggestion, viz., to appoint Customs Agents on the Continent, Great Britain and the United States, for the purpose of securing information as to the proper valuation at which goods should be entered.

Near the close of the last session of Parliament the attention of your Committee was directed to the announcement that a number of articles had been placed upon the free list for the purpose of encouraging manufacture, and stating at the same time that the articles specified were not manufactured in the Dominion. As some of these were known to be manufactured in Canada

to a considerable extent, a strong letter was addressed to the Minister of Finance entering our emphatic protest against tariff changes of this nature and suggesting that before such alterations were made, our Association would only be too pleased to place before the Government accurate information as to whether the goods were being manufactured in Canada or not.

In conclusion your Committee beg to state that while they come before you this year without seemingly having made any headway towards a revision of the tariff, there is much that is encouraging in the present situation. It is true that another session of Parliament has passed without bringing the changes which we have so strongly advocated, but although this is the case, we believe that the situation at Ottawa is being gradually changed, and time as well as the logic of events is on our side.



W. K. MCNAUGHT,
American Watch Case Co., Toronto.
Past President of the Association.
Representative on the Toronto Industrial Exhibition
Board. Chairman Tariff Committee, 1901-1902.

Under these circumstances your Committee believe that it would be injudicious at this meeting to either consider or press upon the Government any specific items in the Tariff which require re-adjustment.

If your Committee can gauge aright the signs of the times, public interests now demand a thorough revision of the entire Tariff upon lines which will transfer to the workshops of the country the manufacture of much of the goods which under present conditions are imported from foreign countries.

In the opinion of your Committee, therefore, the pressing duty of the hour is to do all that lies in our power to educate the public regarding Tariff requirements and the advantages of using Canadian products, and thus pave the way for a real Canadian Tariff framed for the benefit of Canadians generally.

In view of these facts your Committee beg to recommend that the hearty sympathy and financial support of every member of the Association be given to the Educational Campaign Fund, and that a strong and united effort be made for a general revision of the Tariff, bringing all the influence possible to bear upon the Government towards that end.

All of which is submitted.

In moving the adoption of the report, Mr. W. K. McNaught, chairman, said: As the report is in the hands of every member of the Association present, I will employ the few minutes at my disposal in making some remarks in regard to the tariff and by introducing a resolution which may be considered with the other. I might say with regard to the work of the committee, that they did a good deal of work even if we have not much to show for it in the way of tariff reform or revision. It would not be judicious for us to go into items, as we believe that before long the Government will have to take up the matter as a whole, and from our interview with the Government, we have reason to believe that that is what they intend to do. We believe further that in this revision of the tariff they will go as far as public opinion will back them, up and no farther, and it is for us to so mould and shape public opinion that the Government will be justified in giving us the measure of reform that we desire. From the last Government returns, relating to the trade of the Dominion to the end of June, 1902, I notice that we imported goods from the United States to the value of \$121,000,000, and exported to that country goods to the value of \$71,000,000; the difference amounting to \$50,000,000. On the other hand we imported from Great Britain goods to the value of \$49,000,000, and sent in return goods to the value of \$109,000,000, leaving a balance of \$60,000,000 in our favor which the British traders have to pay us. In other words, we take the \$60,000,000, which comes to us from Great Britain, and pay over more than \$50,000,000 of it to the people of the United States. Of course, there are raw materials which it is to our own advantage to bring in free, but it is not to our advantage to import from the United States goods which we should manufacture ourselves, and the tariff should be so revised as to encourage the manufacture of these goods in Canada. I believe that these goods could be made here quite as well and of as good quality as in the United States, and, if they were, the consumers would get the advantage of low prices.

I furthermore believe that while we have prosperous times to-day, they may

not be so good in the future, and while the tariff of to-day may be moderately fair, it would be disastrous in a time of depression when we would be flooded out by United States competition.

In order to bring the matter to a focus, I desire to move, seconded by Mr Drummond, the following resolution, which I think will commend itself to the approval of this meeting. I hope the matter will be thoroughly discussed and that we can go before the Government as a unit and make such representations to them as we may decide upon.

The resolution was then read by the secretary, as follows:

REVISION OF THE TARIFF

Resolved, That in the opinion of this Association the changed conditions which now obtain in Canada demand the immediate and thorough revision of the tariff upon lines which will more effectually transfer to the workshops of our Dominion the manufacture of many of the goods which we now import from other countries.

That, in any such revision the interests of all sections of the community, whether of agriculture, mining, fishing or manufacturing, should be fully considered, with a view not only to the preservation, but to the further development of all these great natural industries.

That, while such a 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.

Mr. George E. Drummond, Montreal.—In seconding the resolution, which I do with pleasure, I feel that I need not do so at any length, for I am speaking as a Canadian manufacturer to manufacturers who have already made up their minds on the subject. Situated as we are with the greatest producer in the world along side of us, we cannot but take a practical view of the situation and endeavor to arrive at a system which will enable us to have at least an equal chance with our competitors. We are a British people and Great Britain is our best customer, and, as she will be increasingly our customer, if we have anything to give away, it must be to the Mother Country. We have, therefore, provided in the resolution for a preference to the Mother Country whenever she is ready to give it to us, and we are ready to give it now as far as we can consistently with the building up of the industries upon which we and our children have to depend. The Tariff Committee at Toronto found thirty or forty industries with grievances against the present tariff, and a general complaint that we were losing trade to our

friends on the south. The balance of trade between Canada and the United States is largely in favor of the latter country. We buy from them goods to the value of \$121,000,000, and all we can export to that country is goods to the value of \$71,000,000. This is wrong on the face of it, and when these thirty or forty manufacturers came to us and laid their grievances before us, we thought that the situation was serious and deserved attention. We found, too, that many others had serious grievances to complain of in connection with the tariff. When we went to Ottawa and interviewed the Government, we found that they wanted a free hand to send representatives to London for the purpose of discussing the best method of bringing about a preferential arrangement between Great Britain and her colonies. A



JOHN HENDRY,

British Columbia Mills Timber and Trading Co., Vancouver.

British Columbia Vice-President.

year has gone by and the question now is, what is best to be done? We have from thirty to sixty different lines of business all with grievances against the tariff, and we want a revision that will be effective in 1902. Canada stands in a very different position to-day from what it did ten years ago. What we ask is that the tariff shall be revised and shall be made sufficient to preserve to Canada her own manufacturing interests, so that for any article we want, we can invest our money and get returns if that article can be produced in Canada. If any article that we require can be produced in Canada we should have sufficient encouragement to enable us to produce it here. We speak not only for the manufacturer, but for the agriculturist, as well as for the artisan, the clerk

and the laborer. It is recognized in the United States that the best of all markets is the home market. If we obtain a revision of the tariff, although it may for a short time appear that the people will have to pay more for their goods, we will find in the end that the nation whose manufacturers want to make use of Canada as a dumping-ground will have to assume the extra cost. Any system that will tend to prevent the manufacturers of the United States from making use of Canada in that way and which will enable us to find money for the development of our transportation routes and the building up of the manufactures of our own country is a system that every sane man should support. I have much pleasure, therefore, in seconding the resolution, and I hope it will be carried unanimsly.

Mr. E. G. Henderson, Windsor, Ont.—This report is the most important of any that will come before us. The question of the tariff is one that touches us all closely. While I am in accord with the resolution, the question occurs to me whether it is not too general. Anything that concerns the tariff will have opposition. We have had the opposition of the farmers in the past, and we will have opposition in the future and the question is whether this resolution will have the weight it ought to have. I recognize that it is difficult to go into details, but we are making the bold statement that we should have more protection, and we will be met with this statement that if we cannot live without protection, we had better go out of business.

Mr. T. A. Russell, Toronto Junction.—I have great pleasure in adding a word of endorsement to the resolution which calls for a thorough study and revision of the whole Canadian tariff. We have arrived at this as the proper procedure because we have found from time to time, when we came before the Government to take up one question or another, that as soon as you touch the tariff at one point you affect it at some other. We think, therefore, that the tariff should only be dealt with at long periods and then thoroughly and as a whole in order that all interests may be gone into. At the present time a revision of the tariff is especially necessary. A tariff cannot help getting out of date as times change, and we all know that times have changed radically within the past six or seven years. We have had new lines of industry started of which we had no conception when the tariff was framed, and we have undertaken lines of manufacture that were formerly not deemed possible. There are certain conditions under which manufacturers

of iron and steel get a good protection; but immediately they undertake a larger and more difficult operation there is none. There is no reason why a man engaged in heavy work should not receive protection as well as a man engaged in light work. As to lead, no measure can give relief to the lead industry unless we deal with other industries affected. Other changes have taken place. With respect to the preferential tariff, it may be that in some industries the deduction of 25 or 30 per cent. is right while in others it may be wrong. Furthermore, conditions have changed in the United States since the tariff was framed. Industrial organization has proceeded there more rapidly than ever before, and we on our side had not the market formerly that we have to-day. Goods intended for the American market are equally suitable for ours, and this makes it the more difficult for our manufacturers to compete with them. For these reasons I think the tariff requires careful revision. It is said that the farmers will oppose the revision sought for. I do not think that the opposition will be as serious as it was before. There was a time when the tariff was regarded as an engine of oppression by which the masses were oppressed for the benefit of the few. But when we consider that one-third of the people of Canada are engaged in some way or other in connection with manufactures, I think we are in a position to speak fairly to and to expect fair treatment from the other two-thirds. What concerns our welfare concerns theirs as well. What we are asking is not any special benefit for the manufacturers, but a revision of the tariff which will apply to the farmers, the miners and the lumbermen the same principals that we ask to have applied to ourselves.

PREFERENTIAL

The question of our relations with the Mother Country has been brought up. It has been thought that, however willing we may be to put up a tariff to protect our industries against foreign competition we should admit the goods of the Mother Country. I believe that we will render the best service to the Empire not so much by giving advantages to the manufacturers of the Mother Country as by building up in Canada a strong nation which will be an important factor of that Empire. Following out that policy we will follow the most effective immigration policy that we can adopt. I believe it will pay us infinitely better to adopt a policy which will induce one live Canadian citizen to remain at home rather than a policy to induce five Galicians to come here for the purpose of trying to make Canadian citizens out of them. The

only way to do this is to make it profitable for our people to remain at home by finding employment for them in mining or manufacturing. The views of the manufacturers should be given with no uncertain sound in favor of the contention that the tariff should be considered as a whole, and that the additions put in from time to time should be thoroughly gone into, and a strong Canadian tariff framed that will more effectively convey to the workshops of our own country the work that is now being done in foreign workshops.

Mr. C. Kloepfer, Guelph.—Why should we buy so much from the United States when we get so little in return? Our money leaves us and goes there, and we have no means of getting it back. There should be no politics here, we should be all manufacturers. It is my principle to



CAPT. J. O. THORN,

Metallic Roofing Co., Toronto.

Chairman of the Toronto Branch, 1901-1902. Chairman of the Railway and Transportation Committee, 1902-1903.

be a Canadian and a Canadian only, and look after the interest of Canada as well as I can. If I do well others must do well also. The people of the United States make use of this country as a slaughter market for their goods. Their manufacturers sell here at from 25 to 50 per cent less than they do to their own people. In good times we do not feel this, but when the crops are not up to the average that is the time they scalp us. We should look after ourselves as they do on the other side, and build up our own country. Why should we not do so when we have a country that is second to none in the world in mining, in agriculture, and in everything else that makes a country worth living in.

Mr. Harry Cockshutt, Brantford, Ont.—In regard to taking up questions individually I may say that that has been

done. We have had discussions at different meetings in Toronto, and at other places, and at Ottawa the claims of the manufacturers were presented in the best form in which we were able to present them, although we failed to accomplish what we would like. We are now taking the matter up in a collective form in order to secure adequate protection to the manufacturers of Canada. I believe that those manufactures are only in their infancy, and as the population grows the manufacturers should benefit by it. If we can secure adequate protection to build us up at the present time we can allow the future to take care of itself. The steel industry has been fostered by the protection given to it, and we will be benefited to a greater extent in the future than we have been in the past. What has been done in connection with the steel industry can be done equally well in connection with other industries. The manufacturers should not take any selfish stand on this question, but should ask for a general protection to all the industries of the country. Pig iron is selling here at a lower price than it is in the United States, and our manufacturers who buy their raw material here, and our people, including the farmers, are finding a better market for their products, and are being benefited in consequence. This is the way in which we should build up the whole of Canada from Halifax to Vancouver. To-day we find that Canadians who emigrated to the United States are coming back and settling in the Northwest, fulfilling the prophecy uttered by Sir Charles Tupper when he said that that country would yet raise many millions of bushels of wheat. If Canadians will only stand together we can demand and obtain our rights, and push the country forward in progress and prosperity.

Mr. Henry Miles, Montreal.—The most successful manufacturers are those who confine themselves to one or two articles which they can produce to the greatest advantage. I think in this resolution we should carry that principle into effect by sticking to the main points we are aiming at. It seems to me that the early part of the resolution is strong and covers the point. In the latter part you branch off into intercolonial preferences and preferences to the mother country. I would suggest that we stick to the point which is the conditions as the result of which we want a revision of the tariff. The industries of Canada constitute the backbone of the country, and must be protected. In my opinion our demand for a revision of the tariff will carry more weight if pressed by itself than if mixed up with other subjects. I would prefer to adopt the part of the resolution down to the words "National In-

dustries," and leave the balance to be dealt with in a subsequent resolution.

Mr. Munro, President.—Individual resolutions will be in order after the general resolution is dealt with. If there is no further discussion on the resolution submitted by Mr. McNaught I will take the sense of the meeting by a show of hands.

The question being put the resolution was carried unanimously.

Mr. Munro, President.—The resolution being carried carries with it the report of the committee.

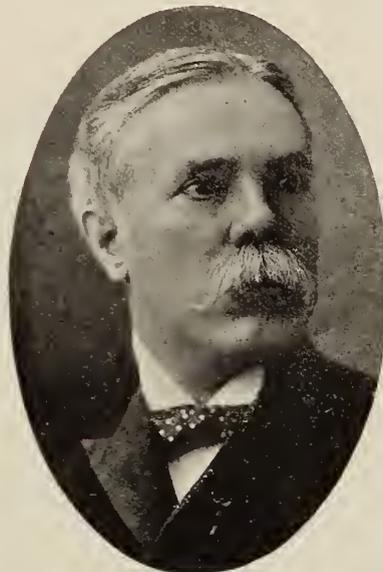
PULP WOOD INDUSTRY

Mr. E. B. Eddy, Hull.—I wish to bring in a resolution relating to the export tariff. I refer to the pulpwood industry. The large export of wood which has been going on from Canada for the last two or three years is rapidly depleting the forests of the country. We are denuding the country of wood, and allowing the wood that should be a source of wealth to Canada to be sent to the United States to the detriment of Canada. One million five hundred thousand cords of wood have gone to the United States within 14 months. This quantity of wood would be sufficient to produce 1,500,000 tons of pulp which costs from \$3 to \$3.50 a ton to manufacture. All the labor represented by this large expenditure of money goes to build up the United States. The duty on pulp going into the United States is \$3.30 a ton, and it is obvious that no manufacturer in Canada can manufacture pulp and send it to the United States, paying the import duty of \$3.30 a ton and compete with the United States manufacturer who takes our wood scot free and manufactures it into pulp on the other side of the line.

PROVINCIAL LEGISLATION

The Ontario Government adopted the principle that timber grown on the Crown lands of that province must be manufactured in the province, which excludes the wood grown on the Crown lands of Ontario from being exported to the United States and being manufactured there. The same thing has been done in the province of Quebec. But apart from this large areas of good land are owned by private individuals, and large areas are being taken up by mining companies, and companies are being formed for the purpose of floating timber to the United States, thus robbing this country of its natural wealth. If the Federal Government will put an export duty on pulpwood the result will be that capital will be invested in this country to the extent of millions of dollars. The farmers have said in some instances that they would not know what to do

with their wood if an export duty were put on it. I would say in reply that if an export duty of \$4 or more were put on Canadian wood the farmers in three years time would be earning from \$1 to \$1.50 more than they are getting to-day. We have water power in Canada that is second to none, and this pulpwood extends from Nova Scotia in the east to the Lake of the Woods in the west. There is no question but what in a few years, not exceeding five or six years, we would have mills on all our streams and numerous villages of from 1,000 to 4,000 people would be built up. If the Government can be induced to impose this duty the evil of this source of wealth being sent out of the country and our people being deprived of employment will be stopped. Every public man is interested in this



P. W. ELLIS,
P. W. Ellis & Co., Toronto.
President, 1900-1901.
Chairman Parliamentary Committee, 1902-1903

industry. The provinces of Nova Scotia and New Brunswick have been a little lukewarm in advocating and supporting an export duty for the reason that they cannot export largely from there to the United States. But in the west, to our sorrow, we can do it, and if this duty is put on the result will be that instead of injuring the people in any way we will obtain a market in the United States that will take all the pulp that can be made, because from 65 to 70 per cent. of the pulp manufactured in the States is made from wood that comes from Canada. We want people to develop the interests and industries of this country and make it grow. To-day this is one of the most important industries we have but if it is allowed to go on as it is it will be ruined in less than 15 years.

AN EXPORT DUTY

Why not put an embargo on the

export of wood? I venture to say that if such a duty were put on, and the wood manufactured here you would see a population exceeding the present by more than six millions in less than sixty years. I know what I am talking about, and I think it is the duty of every man, of every Government, and of the Canadian Manufacturers' Association to do everything in their power to bring this about so that our wealth may remain at home, and we may increase and grow. Then we will be a great nation. Without it we cannot. I propose the following resolution, seconded by George E. Drummond, of Montreal.

That whereas, a very large quantity of spruce, balsam and poplar are each year exported from Canada to supply the 1,100 paper mills in the United States and, notwithstanding the fact that these mills are dependent upon Canada for three-quarters of their total supply, no effort is being made by the Dominion Government to retain for Canadians this great source of national wealth.

Be it resolved, That in order to preserve for Canadians and Canadian industries their own natural resources and to encourage the manufacture of paper in our own country, the Dominion Government should be asked to place an export duty upon pulp wood of not less than \$4 per cord.

Mr. G. E. Drummond.—Mr. Eddy knows this business so well that his resolution does not require any indorsation from anyone, but I wish to say that if anyone here is not convinced that Mr. Eddy is right I would like him to go to Georgian Bay and take the inner trip and he will get an object lesson that will convince him that Mr. Eddy is right, and that Canada owes it to herself to make all she can for herself out of her own resources. Since the imposition of the duty by the Ontario Government, Americans who were sawing on their own side have come over to the Canadian side, and are employing Canadian labor, and are becoming Canadian citizens, and good ones.

President Munro.—The resolution will go to the committee on resolutions, and be reported back to us to-morrow.

ALCOHOL AND ITS PRODUCTS

Mr. Henry Miles, Montreal.—I have a resolution here in relation to the manufacture of alcohol and products of which alcohol is the base. I may explain that Germany is the great country of production for alcohol, and that in furtherance of their system of technical education they give free alcohol for use in the arts and manufactures, where as in Canada the price is fixed by a combination at \$1.15 a gallon, as against 22c a gallon in the United States. The fact is that here alcohol employed for manufacturing purposes is treated the same as if it were

to be employed for drinking purposes which is wrong. All we wish is that the resolution which asks for investigation on the part of the Government should go before the committee and be investigated.

This resolution, together with a resolution introduced by Mr. E. G. Henderson, respecting bleaching powder and caustic soda, was referred to the committee on resolutions for a report.

TREASURER'S REPORT

Mr. W. K. George, in the absence of the treasurer, moved the adoption of the treasurer's and auditor's reports as follows:

TREASURER'S AND AUDITOR'S REPORT

To the Officers and Members of the Canadian Manufacturers' Association:

It is my pleasing duty to present the Financial Statement of the Canadian Manufacturers' Association for the year ending July 31st, 1902.

You will notice the expenditure has been considerably increased over former years, which follows in the natural order of things owing to the widening influence of our association and the consequent responsibilities devolving upon your directors in order to maintain the status of our organization and forward the interests of its members.

Some of the items may need explanation.

THE POSTAGE ACCOUNT

has exceeded that of last year by \$424. This, however, is only an evidence of the growing work caused by the increased correspondence from our office. A daily account is kept of the stamps used, and the secretary will verify the correctness and necessity for this expenditure.

INDUSTRIAL CANADA

No one thing has been of more assistance in building up our association than "Industrial Canada." It is a necessity, and is so considered by our members, who have evinced their approval of it by the interest they take in reading its pages, and the patronage they have bestowed upon its advertising columns.

Perhaps there is no enterprise more uncertain than the establishing of a newspaper or periodical, but "Industrial Canada" has been an exception in that its success has been assured from the start, but this has not been attained without the financial backing of this association. And, while your directors have appropriated the large sum of \$1,056.70 to "Industrial Canada" for the past year they are of the opinion that it has now reached the stage where it is self-supporting, and can be produced and published from its own earnings.

The actual amount received for members' fees for the year ending July 31st, 1902, is \$9,146, an increase over the previous year of \$4,914.

Were we a dividend paying institution the statement of assets and liabilities would show a balance on the wrong side, but as we are not, and what has been done has been done for the best inter-

ests of the association, and our requirements for the present year are amply pro-

vided, I trust the action of the board will meet the approval of the association.

FINANCIAL STATEMENT FOR YEAR ENDING 31ST JULY, 1902.

CASH BOOK.

RECEIPTS.	
Cash Balance 31st July, 1901	\$ 337 14
Fees	\$8,477 24
Trade Index	7,031 77
Industrial Canada	3 524 14
Receptions	568 20
Woollen Section	555 00
Commercial Reports	115 50
Interest	53 09
Sundries	54 48
Translation account	11 30
	<u>\$20,390 72</u>

EXPENDITURE	
Expenses	\$ 2,139 86
Printing	280 22
Stationery	178 34
Translation Account	8 95
Salaries	3,191 36
Travellers Expenses	476 55
Furniture	324 61
Postage	969 72
Telephones	84 25
Rent—1901	150 00
Rent—1901-1902	600 00
Trade Index	3,554 39
Industrial Canada	4,369 14
Annual Meeting, 1901	232 45
Annual Meeting, 1902	7 50
Receptions	561 95
Yukon Trip	3 25
Woollen Section	305 28
Commercial Reports	86 28
Educational Campaign	102 25
Montreal Branch	634 08
Toronto "	154 81
Vancouver "	87 58
Manitoba "	37 75
Halifax "	9 17
	<u>\$18,549 74</u>
Balance on hand	2,178 12
	<u>\$20,727 86</u>

\$20,727 86

BALANCE SHEET

LIABILITIES	
Fees paid in advance	\$3,058 25
ACCOUNTS PAYABLE	
Account Industrial Canada	\$ 333 32
Salaries	124 86
Expense Account, etc.	373 13
	<u>831 31</u>
WOOLLEN SECTION	
Balance at Cr.	315 95
	<u>\$4,205 51</u>

ASSETS	
Fees unpaid	\$ 66 00
FURNITURE AS PER INVENTORY	
Toronto	\$ 837 30
Montreal	101 50
	<u>938 80</u>
Less depreciation	35 16
	<u>\$ 903 64</u>
Stationery and office supplies	117 65
Advertisements accruing due 31 July, 1902	121 62
Cash in bank	2,178 12
Balance, excess liabilities	818 48
	<u>\$4,205 51</u>

All of which is respectfully submitted,

Yours truly,
GEO. BOOTH,
Treasurer.

Audited and found correct.

WILTON C. EDDIS, F.C.A.,
Auditor.

August 7, 1902.

Mr. George.—With regard to the paper "Industrial Canada." I am pleased to say that since February of this year it has been self-supporting, and we hope that henceforth it will be a source of

revenue. I have much pleasure in moving the adoption of the report.

Mr. A. W. Thomas, Toronto, seconded the motion which was declared carried.

SECRETARY'S REPORT

MR. R. J. YOUNGE, SECRETARY

Mr. R. J. Younge, secretary, made the following report:

Your secretary has pleasure in submitting his first report to the association. Aside from the loss sustained in the resignation of the late secretary, Mr. T. A. Russell, which was so generally felt throughout the association, I speak for the entire staff when I say that we greatly regretted his departure from office, and it might be only natural to expect that his leadership would be greatly missed in the general management and office work which he had so well inaugurated and established.

Thanks, however, to the foundations so well laid, the assistance of a competent staff, and the splendid support of the officers and committees of the association, your secretary is able to present a report which shows progress in every department of the work.

The first, and perhaps the most important impression which has stamped itself upon my mind in connection with the work, is the general standing of the association. It is a matter of some satisfaction to know that our work along so many important lines tending to the advancement of manufacturing industries of Canada, has made the association known as one of the great factors in the development of our country, and without doubt the strongest organization of commercial and industrial interests in the Dominion. In whatever way your secretary and his assistants have come in contact with the public in the interests of the association, whether at Ottawa or any of the provincial legislatures, before municipal bodies, the large transportation companies or the public press of Canada, this recognition is everywhere apparent.

MEMBERSHIP

This is, no doubt, due in some measure to our increased membership. During the past nine months 226 new members have been received, and after revising our lists we come together with a membership of more than one thousand. These are divided among the provinces as follows:

Ontario, 600; Quebec, 279; Nova Scotia, 55; British Columbia, 36; New Brunswick, 27; Manitoba, 18; Northwest Territories, 3.

The remarkable progress made by the Montreal branch during the past year of a growth in membership of from 118 to 219 is worthy of special notice.

The prospects for increasing the mem-

bership are still very bright. Only bona fide manufacturers are eligible, but the continued success of the association depends largely upon united action and the earnest co-operation of all the officers and members is requested in increasing the membership as much as possible during the coming year.

FINANCES

This increased membership, while increasing the revenue, has also increased the work and the expenses of the office. During the past year the Montreal branch has been granted a special secretary who gives all his time to the work, and this with the furnishing of an office there has added considerably to the ex-



W. P. GUNDY,
W. J. Gage & Co.,
Chairman Toronto Branch, 1902-1903.

penses. It may be necessary during the coming year to increase the staff at the head office, but the association may depend that expenditures of any kind will be made judiciously, and the good financial standing of the association maintained as well as thorough efficiency in every department of the work.

OFFICE FACILITIES

Your secretary would invite the members of the association to use more and more the facilities afforded by the office. Ninety exchanges from almost every part of the globe are kept regularly on file, and an effort made through the use of an index system to keep for the ready reference of our members any information

they may desire relating to industries and business houses in the home and foreign markets. Our library, too, is being enlarged, and many useful manuals and statistics are available to our members at any time.

MEETINGS

During the past year your committees have shown splendid attention to the work. Nine meetings of the Executive Council were held, each of them well attended. Two members, Messrs. W. K. McNaught and A. W. Thomas, were present at all of these, while Messrs. J. O. Thorn, R. J. Christie, J. P. Murray, W. K. George, were present at eight; Messrs. C. A. Birge, Geo. Booth, at seven; Messrs. Robt. Munro and P. W. Ellis, at six; Messrs. C. R. H. Warnock, H. Cockshutt, R. Y. Ellis, R. Millichamp, Thos. Roden and J. F. Ellis, at five.

Eighty-four other committee meetings were held, the following officers being most conspicuous:

Mr. W. K. George attended 47 meetings; Mr. J. P. Murray, 44; Mr. J. O. Thorn, 30; Mr. Geo. Booth, 22; Mr. W. K. McNaught, 16; Mr. P. W. Ellis, 15; Mr. L. V. Dusseau, 12; Mr. J. F. Ellis, 12. It is worthy of note and appreciation that Mr. T. A. Russell has attended almost every committee meeting throughout the year.

This is one of the most necessary parts of the work; indeed, one of the most striking features of the association, when busy men give up so much of their time, and are so faithful, in advancing the management and usefulness of the organization. It is to be hoped that the spirit of service which characterized the officers and committees during the past year may be continued in their successors, and from the excellent nominations made, we have every reason to believe that this hope will be realized.

In conclusion, your secretary would thank the association for the confidence reposed in him, with the hope that each member will keep in touch as far as possible with all the work which is being done, and the promise that no effort will be spared to maintain and to advance in every branch and department of the organization the high efficiency which has characterized the office in the past.

All of which is submitted.

The report was received.

REPORT OF PARLIAMENTARY COMMITTEE

Mr. T. A. Russell, Toronto Junction, presented the report of the Parliamentary Committee, as follows:

REPORT OF PARLIAMENTARY COMMITTEE

T. A. RUSSELL, Chairman.

Your Parliamentary Committee begs to submit the following report of its work during the past year. It has been the constant aim of the committee to maintain a vigilant watch over all legislation introduced into the Federal Parliament and the Provincial Legislatures of the Dominion, which affected the interests of our members.

ACT OF INCORPORATION

Your committee reports with pleasure that the step recommended at the last meeting regarding the incorporation of the Association has been successfully carried out and that in the recent Session at Ottawa, special legislation was passed in both the Senate and the House of Commons granting a Dominion Charter which is as follows:

"AN ACT TO INCORPORATE THE CANADIAN MANUFACTURERS' ASSOCIATION"

PREAMBLE

Whereas the persons hereinafter named have, by their petition, represented that they and others have for some time past been associated together under the name of The Canadian Manufacturers' Association, and have prayed that it be enacted as hereinafter set forth, and it is expedient to grant the prayer of the said petition: Therefore His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:—

INCORPORATION

1. W. K. George, J. J. McGill, Geo. Booth, A. Campbell, C. R. H. Warnock, H. Cockshutt, James Goldie, W. C. Breckenridge, T. H. Smallman, J. B. Henderson, J. O. Thorn, S. M. Wickett, Wm. Stone, J. H. Housser, R. J. Christie, Geo. H. Hees, J. R. Shaw, Jno. M. Taylor, Thos. Roden, J. P. Murray, A. W. Thomas, E. G. Gooderham, P. H. Burton, Frederic Nicholls, C. N. Candee, R. Millichamp, E. C. Boeckh, R. Y. Ellis, Frank Paul, the Honorable J. D. Rolland, W. W. Watson, A. E. Ogilvie, Wm. McMaster, Jas. Davidson, C. C. Ballantyne, G. W. Sadler, P. W. Ellis, J. F. Ellis, A. E. Kemp, W. K. McNaught, Edward Gurney, and such others as are now members of the Association mentioned in the preamble, together with such others as hereafter become members of the Association hereby incorporated, are incorporated under

CORPORATE NAME

the name of "The Canadian Manufacturers' Association," hereinafter called "the Association."

OBJECTS

2. The objects of the Association shall be to promote Canadian industries and to further the interests of Canadian manufacturers and exporters, and to render such ser-

vices and assistance to members of the Association, and to manufacturers and exporters generally, as the Association shall deem advisable from time to time.

EXISTING OFFICERS AND BY-LAWS CONTINUED

3. The members of the Association who, at the time of the passing of this Act, hold office in, or are members of any committee of the unincorporated association, shall continue to hold the same offices, and to act on the same committees, until the next annual general meeting of the Association: and, in like manner, the Association shall continue to work under the existing constitution, by-laws and regulations of the unincorporated association until the next annual meeting of



T. A. RUSSELL,

Canada Cycle and Motor Co., Toronto Junction.
Secretary, 1900-1902. Chairman Parliamentary Committee, 1902.

the Association, and from that date the Association shall have such officers and committees having such powers and duties as the Association may, from time to time, by by-law or resolution determine.

HEAD OFFICE

4. Until otherwise determined by the Association, the head office of the Association shall be in the city of Toronto, in the province of Ontario.

BY-LAWS, ETC.

5. The majority of the members of the Association present at any annual or special meeting called for that purpose may make by-laws, rules and regulations for the government of the Association, including by-laws providing for the admission, suspension, expulsion or retirement of members, and for the imposing of fees, subscriptions and penalties, which shall be binding upon all mem-

bers of the Association, and on all its officers, servants and others lawfully under its control.

POWERS OF ASSOCIATION

6. The Association may—

(a) Publish such pamphlets, periodicals or other publications as are deemed advisable in the interests of the Association or any of its members;

(b) Organize, establish, regulate and dissolve branches or sections of the Association, but no such branch or section shall be deemed to be a separate corporation;

(c) Engage in the work of developing and promoting the export trade of Canadian goods by such means as may be considered desirable by the Association;

(d) Obtain information and statistics for its members or for Canadian manufacturers and exporters, and render to them such other services or assistance as may be deemed advisable;

(e) Purchase or acquire real property, and mortgage, lease, sell or otherwise alienate the same, provided that the value of such property held by the Association at any one time shall not exceed fifty thousand dollars.

ARBITRATION POWERS

7. The Association may provide by by-law for the appointment of arbitrators, members of the Association, to hear and decide controversies, disputes or misunderstandings relating to any commercial matter which may arise between members of the Association or any person whatsoever claiming by, through or under them, which may be voluntarily submitted for arbitration by the parties in dispute.

AGREEMENT TO SUBMIT TO ARBITRATION

2. Members assenting to an arbitration by an instrument in writing shall be understood to have submitted to the decision of the majority of the arbitrators appointed to hear the case and to decide upon the same.

3. The arbitrators appointed to hear any case submitted for arbitration as aforesaid, may examine upon oath (which oath any one of such arbitrators is hereby empowered to administer) any party or witness who appears before them, and shall give their award thereupon in writing, and their decision, or that of a majority of them, given in such award shall be final and binding upon the parties.

COMMITTEES OF ENQUIRY

8. The Association may, by by-law or resolution, provide for the appointment of committees of enquiry to enquire into any matter affecting the manufacturing import or export interests of Canada, and such committees may examine upon oath (which oath any member of said committee is hereby

empowered to administer) any party who appears before them, and the evidence so taken may be used to assist the Association in arriving at a decision with reference to the matter under consideration.

NOTICES OF MEETINGS

9. All meetings of the Association shall be called by notice mailed to each member at least fifteen days before the holding of such meetings, and all notices of special meetings shall state the objects of such meetings."

Upon the strength of the Charter obtained the Association is entitled to add the word "Incorporated" to its name, which action has been recommended by the Executive Council.

We also beg to report with regard to the following other matters:

ALIEN LABOR ACT

(1) The present Alien Labor Act prohibits the importation of skilled labor into Canada by manufacturers except "to perform labor in or upon any new industry not at present established in Canada, provided that skilled labor cannot otherwise be obtained." No Canadian organization is more patriotic in the employment of labor than this Association, yet cases have arisen where the interests of manufacturers have suffered under the existing law because they were unable to import skilled labor which was absolutely unavailable in Canada. An effort was made by your committee to have this Act amended so that skilled labor for any industry, new or already established, might be procured if the labor was not obtainable in Canada. At the suggestion of your committee a Bill was introduced by Mr. John Charlton providing to strike out the words "in or upon any new industry not at present established in Canada." This would make it lawful for labor to be imported for any industry where a supply could not be had in Canada. Partly owing to press of business during the session and some opposition to the measure, it was not passed, but your committee received assurance that until such a time as it became law the present Act would be so construed as not to interfere with the necessities of manufacturers. It is confidently expected that the Bill will become law at the next session of Parliament.

(2) Upon the recommendation of your committee the Association strongly opposed a measure introduced during the last session of Parliament by Mr. Smith, M.P., providing for the transfer of the power to investigate and punish violations of the Alien Labor Act from the Department of Justice to that of the Minister of Labor. Your committee believe that the Department of Justice is fulfilling its functions quite satisfactorily and that there is no occasion to have this work undertaken by the Department of Labor. The Bill was not passed in committee.

PATENTS, TRADE MARKS, AND DESIGNS

Your committee beg to report that during the past year comparatively little headway has been made with reference to improving the laws for trade marks, designs, etc.

Our recommendations passed at the last annual meeting were forwarded to the Department at Ottawa with the exception of that referring to fees, which it was deemed advisable to hold in the meantime.

Recommendation was also made to the Government that the holder of a trade mark should not be compelled to defend it, but that the Department should undertake to decide as to the justice of his position.

The Secretary having interviewed the Government and found that it was impossible to secure a complete amendment to the present Act, the following amendments were recommended as being particularly necessary:—



HON. J. D. ROLLAND,
Rolland Paper Co., Montreal.
Chairman of the Montreal Branch, 1901-1903

1. That in place of the lengthy notification now required the simple expression "Copyright in Canada" be suggested.
2. That the fee for specific trade marks be reduced.
3. That protections for illustrations, labels, etc., be provided at a slight cost.

The following special recommendations were made with reference to patent legislation:—

1. That the services of a thoroughly skilled man in Patent Office work be secured.
2. That more examiners be put on.
3. That changes in legislation be given notice of to the Association, and
4. That enquiry be made as to the cost of issue of copies of patents.

These recommendations were placed

before the Minister of Agriculture by a special delegation from the Association, who reported that in all the representations of the Association the Minister showed the deepest interest and promised to give such matters as were not of a contentious character his immediate attention.

It remains for the Association during the coming year to press for the changes asked for and also to suggest any other changes which may be deemed advisable.

With reference to the changes already requested, we beg to submit the following resolution:

That whereas, the Dominion Government having been petitioned during the past two years to amend the present Act pertaining to Patents, Designs, and Trade Marks, and the Minister in this Department having listened attentively to the representations made by our representatives, and promised the prompt attention of the Government to the amendments requested;

Resolved: That this Association assembled in annual meeting, desires to impress once more upon the Dominion Government the importance and necessity of the changes asked for, and to urge upon them immediate action.

Your committee through the solicitors for the Association has made a thorough investigation as to the right of Canadian manufacturers to use the label "Made in Canada." They are assured that Dominion legislation with regard to the use of this term gives the manufacturer the right to use it, and affords him the fullest protection possible in so doing.

INSOLVENCY LEGISLATION

On the recommendation of your Committee, the Executive Council appointed a committee to prepare a draft form of a Dominion Insolvency Act, which would best meet the requirements of the commerce of the country.

It was impossible to get this Committee to undertake such a work, and your committee would recommend that at the present time the Association should let the matter stand in abeyance until such a time as the needs of the situation form some clearer basis for a law which will suit all the provinces.

EXTRA PROVINCIAL COMPANIES

Your Committee would call to the notice of the Association the fact that an obnoxious measure, imposing a heavy tax on Extra Provincial Companies, which was passed some time ago by the Legislature of the North-West Territories, was disallowed by the Dominion Government during the last session of Parliament, and we beg to recommend that this class of legislation be watched very carefully.

COPYRIGHT

A difference of opinion exists among our membership as to whether the present Copyright Law is doing an injustice to the Canadian manufacturer. Having listened to the various opinions of our members an

reported to the Executive Council the minutes of a special meeting which was held to discuss the subject, that body decided that the Fisher Copyright Law, 1900, having been in force so short a time and also in view of the many conflicting opinions on the subject that the question should not be re-opened for consideration by the Association at that time.

POSTAL LEGISLATION

Your Committee recommended to the Executive Council an emphatic protest on the part of our Association against some of the changes recently proposed in the postal rates by the Dominion Government. The new rates were deemed particularly unfair with regard to books, catalogues, etc., forwarded to the Yukon. These were protested against, not only because the new rate of 1c. per oz. was four times the previous rate, but is double the charge made by the Government for the same class of material forwarded from United States firms. No reply has, as yet, been received, as to whether the new rate will remain in force.

LABOR LEGISLATION

Your Committee submit that one of the most perplexing problems confronting the manufacturers of Canada at the present time is that of organized labor. We are of the opinion that the unreasonable actions of the various labor unions and their constant effort to encroach upon the rights of employers, demand some concerted action on the part of the manufacturers. During the past session of Parliament, a bill was introduced by Mr. Puttee amending the Conciliation Act, by providing for the appointment of Arbitrators "on the application of either party to the difference," and further specifying that any decision reached by said arbitrators should not stipulate "that any employee shall relinquish his membership in any local, national or international trades-union or labor association; nor shall any agreement subject any employee to a penalty on account of such membership."

Your committee opposed this very strongly owing to the difficulty always experienced in securing proper arbitration and also because the measure laid undue emphasis upon the protection of union membership without providing in any way for recognizing the rights of the employer. Owing to the representations made by the Association at Ottawa, the Bill was not passed.

GOVERNMENT PURCHASES

Enquiry has been made as to whether the duty is taken into consideration by the various departments of the Dominion Government in all cases where contracts for supplies are awarded to firms outside of Canada. We are assured by the departments of Customs, Public Works, Railways and Canals, and the Government Printing Bureau, that in each case the duty is considered and Canadian firms given every opportunity of supplying the goods.

The foregoing paragraphs include the most important Dominion legislation which has come before your Committee. Provincial legislation has been dealt with largely by the Branch Association in the various Provinces, and your Committee begs to report the following Provincial Legislation dealt with in the Province of Ontario.

FACTORY ACT

An amendment to the Factory Act introduced during the past year discriminated in favor of tin doors, sash, etc., as against all others for being fire-proof. This was opposed by the committee and the suggestion made that fire-proof glass doors, frames and window sash such as are now being manufactured should also be made acceptable, and the Government is making a thorough investigation of the merits of these, which will doubtless result in permitting their use.



WM. SULLEY,

E. H. Heaps & Co., Vancouver.

Chairman British Columbia Branch, 1902-1903.

RESPECTING CIVIL ENGINEERS

A Bill to restrict the use of the title "Civil Engineer" and which might probably have interfered with one class of our members was opposed by the committee and the Bill was finally dropped.

NIAGARA POWER

The Committee have taken strong grounds that the power at Niagara should be carefully guarded by the Ontario Government and preserved for the use of Canadian industries. In this they have seconded the action taken by the Toronto Branch in a special interview with the Premier of Ontario.

Other minor matters have come before the Committee during the year. The attention of the office has interestedly been called to dissatisfaction arising in Manitoba with regard to the Act respecting the employment of female labor in factories. The law

in that Province is unusually severe upon the employer, and if enforced strictly would retard the manufacturing industries. We have reason to believe that it will be amended at the next session of the Legislature.

Your Committee regrets that the removal from Toronto to Guelph of Mr. J. M. Taylor, who was appointed chairman at the last annual meeting, necessitated his resignation of the position. Mr. T. A. Russell was appointed in his place.

All of which is submitted.

In presenting the report Mr. Russell explained at some length the different matters dealt with by the committee.

With respect to labor legislation, Mr. Russell said: We find an increasing difficulty in dealing with such legislation, both in the Dominion and Local Parliaments. We find that whenever a labor organization brings forward a new piece of legislation, members of Parliament who have no two opinions as to what they ought to do are apt to carry out their views. One of the most serious matters that the committee will have to deal with is the aggressive attitude of these labor organizations in endeavoring to secure legislation affecting arbitration, alien labor and other matters of that kind.

I move the adoption of the report, and with it the adoption of the resolution affecting trade marks.

Mr. F. B. Fetherstonhaugh, Toronto.—I second the motion, but in relation to patents and trade marks where the report recommends that the services of a thoroughly skilled man in patent office work be secured, I would like to ask what official that refers to.

Mr. T. A. Russell.—That refers to the fact that the office is in charge of the Department of Agriculture and, consequently, in charge of the Deputy Minister of Agriculture. In asking for changes we have been met by the Minister with the statement that the gentleman who should undertake the work of revision was not able to give the matter his personal attention, and who had to look after not only the work of the patent office, but all the other work of the Department of Agriculture. Our contention is that, under the Minister, someone specially skilled in patent office work should be obtained to act as the head of, and be responsible for the work of the patent office.

Mr. Fetherstonhaugh.—The resolution does not say that he should be the chief of the department, but the explanation makes it clear.

The motion being put the report of the committee was adopted.

LABOR ORGANIZATIONS

Mr. T. L. Moffatt, jr., Weston—I have a resolution here that a special committee should be appointed to enquire into labor organizations, and various matters connected with them. This is a subject that requires careful handling, but I do not see why we should not face it. Labor is well organized, having its local unions and trade combinations, while we have nothing. A few individuals are doing the best they can but they are working without organization. We must have labor, and if any restriction brought about by labor unions causes a radical change in price the effect will be to prevent Canadian manufacturers from obtaining a foot-hold not only in the home, but in foreign markets. Unless we have organization we cannot hold our own. For this reason I desire to bring forward a resolution in order that a special committee may take it up carefully and bring in a report at a subsequent meeting.

Mr. Geo. H. Hees.—I second the motion.

Mr. Munro, President.—This is a question of extreme importance, and unless someone has something further to say we will pass it on to the committee on resolutions.

There being no further discussion the resolution was deferred accordingly.

METRIC SYSTEM

Resolution moved by Mr. Jas. Fyfe, Montreal, seconded by Mr. Geo. Esplin, Montreal, on the metric system was referred to the committee on resolutions.

COPYRIGHT

Mr. W. P. Gundy.—I move, seconded by Mr. McNaught, that a special committee be appointed to consider the question of Canadian Copyright. This was also referred to the Resolution Committee.

REPORT OF WOOLLEN SECTION

Mr. T. A. Russell, in the absence of Mr. J. B. Henderson, Paris, Ont., chairman of the Woolen Section, read the report as follows:

Since the annual report of the Woolen Manufacturers Section given in Montreal last November, determined efforts have been made to secure relief from the unfair tariff under which woolen manufacturing is carried on in Canada, but as far as practical results are concerned we regret that we are unable to make a very satisfactory report.

The section decided to declare in favor of a specific duty on cloths and knitted goods of 30 per cent. ad valorem and 6c. per lb. up to 30c. in value, and a pound duty of 10c. on goods valued above 30c., and also to declare their opinion that no satisfactory specific duty could be imposed on carpets.

A very careful statement of the case was prepared and forwarded to the Government. This showed the increase in the importation of woolen goods, and the unsatisfactory conditions under which Canadian woolen manufacturers were carrying on their business. This statement was followed up, by a deputation from the section, who waited on the Ministers at Ottawa in January last.

The members of the section endeavored to secure the co-operation of their representatives in Parliament, and the press was used in various sections of the country to state the facts, and advocate the claims of the woolen men.

In view of the charge being made that the Canadian mills were not equipped with up-to-date machinery, the then secretary, Mr. Russell, visited several of them, and was instructed to give the Ministers



E. F. HUTCHINGS,
The Great West Saddlery Co., Winnipeg,
Chairman Manitoba Branch, 1902-1903.

the results of his investigations. The Ministers were also extended a special invitation to visit the mills and examine for themselves the factories and equipment.

EXHIBIT AT OTTAWA

Perhaps the most important part of the year's work consisted in a display of the output of Canadian mills, which was made for the enlightenment of the members of Parliament at Ottawa in February last. For this purpose the Hon. J. I. Tarte kindly placed at the disposal of the woolen manufacturers, rooms in the main building. The arrangements were entrusted to Mr. Russell, who personally superintended the exhibit.

It is gratifying to note that the different manufacturers took hold of this exhibit with good spirit. The products of no

less than 18 mills were on exhibition, and the display was a great credit to the mills, and to Canadian industry. The Ministers and members of Parliament were surprised at the quality and range of goods, and the position of the woolen industry was appreciated much better than before.

During this exhibit a deputation again waited on the Government, and the case was presented by Mr. Russell and several of the manufacturers. That no change was made in the tariff in response to the efforts made, was a great disappointment to the association generally.

The question of asking the Government to appoint a special appraiser to value imported woolen goods entered through the customs, came before your section, and the views of the members were taken. Opinion as to the advisability of such a request being about evenly divided, no action was recommended.

FINANCES

The last annual report showed a credit balance of \$66.23. After making a levy upon the woolen men, and meeting the expenses during the year of \$305, there is still a balance in the treasury of \$315.95.

Although as mentioned before your committee cannot report any practical results to-day, we cannot but feel that the work, as carried out, has very favorably impressed the Government and the people of Canada.

We believe that the work of the year has been valuable, and what has been done will not have to be repeated again during the next session of Parliament. At the same time the section will have to take action in good time, and keep the claims of the woolen men before the Government at every turn.

All of which is submitted.

I move that the report be received.

Mr. McNaught.—I second the motion.

AGRICULTURAL SECTION

Mr. Jas. Maxwell, St. Mary's, presented the report of the Agricultural Section.

We have to report that during the past year we took up the question of agricultural implements with the Government at Ottawa, in connection with other industries, and were met practically with the same answer given in connection with all cases presented, viz., that the Government did not desire to tinker with the tariff, but would consider it at a future time as a whole, and in connection with the general revision. I judge from the manner in which we were received that in the future when the general revision talked of comes up we may expect some consideration, al-

though I cannot say that any distinct promise was given to that effect. So far as agricultural implements are concerned that is one of the cases which can lay more claim to consideration than any other item of the tariff. Formerly the duty on agricultural implements was 35 per cent. The Government, during Mr. Foster's regime, reduced the duty from 35 to 30 per cent., and since that time the importation of implements has gone on steadily increasing. While in 1896 the value of imports was \$200,000 or \$300,000, to-day it is in the neighborhood of \$2,000,000. With fair protection in our own market I have no doubt that the Canadian makers would be able to compete successfully with the makers of the United States elsewhere. Where we have a population of only 5,500,000 our friends to the south of us have a population of 76,000,000 to cater for, and it follows that, manufacturing for a population so much larger than that of Canada, they can do so somewhat cheaper than we can. Notwithstanding this, figures that I have been able to obtain show that while the American farmer pays for a harvester and binder from \$105 to \$110, the Canadian is paying only \$5 more. Considering the difference in the field that is open to the American makers and the size and capacity of their works, and the amount of capital at their disposal, the difference in cost is not great, and if we were to give the entire market of Canada to Canadian makers there is no doubt that we could produce implements and sell them to the farmers as cheap, if not cheaper than the American makers are doing to-day. That probably will not meet the views of my free trade friends who insist that a higher duty means increased cost to the consumer. But the fact remains that in the United States, which has the highest protection of any country on earth, the farmer is buying cheaper than he does anywhere else, while in Great Britain, under the system of free trade, the farmer pays for his implements from 15 to 20 per cent. more than either the Canadian farmer or the American. Under these circumstances we claim that the Government would lose nothing by granting increased protection to the manufacturers of agricultural implements beyond the revenue they derive from the duty on goods imported, which we claim would be more than counter-balanced by the gain to Canadian labor, which is now lost, and goes to the building up of the factories in the United States.

The report was received.

LEAD INDUSTRY

Mr. H. E. Croasdaile, Nelson, B.C., Board of Trade.—Those chiefly interested in lead mining in British Columbia, that is to say, the lead miners and business men of the Kootenay districts, have recently been striving to bring the present condition of the lead mining industry to the knowledge of the people of the other provinces and of the Government with the view of obtaining such a duty on pig lead as will enable the lead mines to work. In this matter the Nelson Board of Trade has taken a leading part, and in June last sent a representative to the conference of Boards of Trade held at Toronto. At that meeting a resolution was unanimously adopted favoring such a readjustment of the tariff as would encourage the develop-



J. S. HENDERSON,
Henderson & Potts, Halifax.
Chairman Nova Scotia Branch, 1902-1903

ment of the mining, smelting and refining of lead and of various manufactures of lead within the Dominion. Our success in securing this support was encouraging, and the Nelson Board has now sent me as a delegate to this meeting of your association, knowing as they do your political weight where questions of tariff are involved, and fully appreciating the immense value and importance of your support to our cause should we be successful in gaining it.

There is no object to be gained in going over a number of years, so I will commence with the year 1900. Mr. Croasdaile then gave figures which showed that the lead produced for 1902 will be some 65 per cent. less than what was produced in 1900; and this was not through any falling off in the producing capacity of the mines, the reverse being the case, for additional lead mines have

since been opened and brought forward to the producing stage. Mr. Croasdaile went carefully into the conditions of mining, giving figures to show that under present conditions the Canadian mines were operating at a loss, while under a protective duty on lead in ore of 1½ cents per lb., and on lead in bullion of 2½ cents per lb. in the United States the mines secured a substantial profit, which demonstrated that the present Canadian tariff affords practically no protection whatever to the lead mining industry, for when it was framed not a pound of lead was being produced in the country.

THE REMEDY

What is desired and asked for by the mining industry of British Columbia is a specific import duty of 1½ cents per pound on pig lead and lead in base bullion, 1 cent per pound on lead in ore, and a re-adjustment of the tariff so as to proportionally protect all the manufactures of lead. It must, however, be borne in mind that as most of the lead and products of lead coming into the country are imported from Great Britain that the proposed protection for pig lead only amounts to 1 cent per pound.

Such protection as we ask for would secure the markets of Canada at least for Canadian lead; but it would do far more than this, it would bring into existence in Canada, industries for the manufacture of the products of lead. It would keep in the country many hundreds of thousands of dollars that now go out of the Dominion to pay wages in other countries for the goods consumed here. It would give an immense impetus to lead mining by enabling the mine owner to produce his lead at small profit instead of a loss while working his mine to its full capacity. The demand for mining machinery and other manufactures of Eastern Canada would be enormously increased, and Alberta and other portions of the Northwest would again richly benefit by having a good market for their produce close at home, and their demand for Eastern goods would in turn increase.

THE POSSIBILITIES

Let me tell you that under favorable conditions the lead that can be produced in British Columbia is no small matter. Before leaving Nelson last week I had a careful estimate made of the capacity of the various lead mines in the Kootenay. That is under normal; not forced conditions. And the tonnage that could be shipped annually amounts to at least 120,000 tons of ores and concentrates, carrying over 60,000 tons of lead.

I desire to remind you that apart from canned salmon and lumber, British Col-

umbia is not a manufacturing province. Almost the only article manufactured that is used in the mines is dynamite.

Taken as a whole British Columbia is anything but benefited by the protective policy. I believe I am safe in saying that since Confederation this is the first effort, with the exception of some attempt to get a duty on lumber, that British Columbia has made towards obtaining an increase of duty. British Columbia has always quietly borne the heavy burden inflicted on her, although a non-manufacturing province, by the tariff brought in at the time the National Policy was inaugurated, and perhaps she has some right to consideration, in view of the fact that she pays to the Dominion revenue between two and three times as much per head as the rest of the population of the Dominion.

While you in the East have been building up great industries that have given a backbone and stability to this country and enabled it to take a leading place and to play a leading part in the concert of the countries that form the British Empire—while you, gentlemen, have been successful—and we all rejoice in your success—British Columbia has been a patient sufferer from the cause that has led to that success. She has patiently borne her share but she now asks that one of her leading industries shall receive the protection necessary to revive and stimulate it, and that the large production of lead

of which British Columbia is capable shall not be lost to the Dominion, and she appeals with confidence to the Manufacturers' Association for their support in her efforts

Mr. C. A. Birge—The remarks made by Mr. Croisdale have been of interest to us all and I have only a word or two to say by reason of a letter written by a merchant doing business in Nelson, or that district, asking that we should take up the matter of this duty on lead. We are looking to the North-West and to British Columbia to take the products of our factories, and I am sure that the members of this Association are heartily in accord with the views and requests set forth by Mr. Croisdale on behalf of the lead mining industry in British Columbia. I think it would be well to formulate a resolution on the subject and put it before the tariff committee for their action.

Mr. Munro, President.—The conditions prevailing in Canada in respect to the production of lead are most anomalous, inasmuch as we are paying duty at both ends, and it is plain that the Government should do something towards placing the industry on the basis of present day conditions. While I am glad to have low rates of duty on products that I consume in large quantities I claim that the tariff should be remodelled on the basis of present day conditions, and if Mr. Croasdaile would accept the resolution passed in Toronto, to meet this par-

ticular case, I am sure that this meeting would do so, that is that the Government be asked to so re-adjust the tariff as to lead to the setting up in Canada of factories for the manufacture of the products of lead required for use in the Dominion.

Mr. Croasdaile.—I am greatly obliged for the support I have received, but I wish to point out that the resolution passed at Toronto hardly covers the ground. It asks for a re-adjustment of the tariff on products of lead, but without the re-adjustment of the duty on pig lead, Canadian lead will continue to be exported, and you will import other lead for manufacturing purposes. To make the resolution of any effect you must incorporate pig lead as well as its products.

Mr. W. K. McNaught.—I don't think this question should be discussed here. We should have both sides represented before the Tariff Committee.

Mr. Munro, President.—I look forward to the time when we will manufacture our own products from our own lead. I hope we can help forward these important industries, as I do not like to see so much going out of Canada.

It was then resolved that Mr. Croasdaile be asked to submit the matter to the Tariff Committee.

After the reading of announcements the meeting adjourned.

LAST BUSINESS SESSION

THURSDAY, August 14, 1902.

The Association resumed its meeting at 9 o'clock, a.m., Mr. C. A. Birge, in the

absence of the President, occupying the chair.

The report of the Railway and Transport-

ation Committee, A. Campbell, M.P., the chairman, not being present, was read by the Secretary, as follows :

REPORT OF THE RAILWAY AND TRANSPORTATION COMMITTEE

Your Railway and Transportation Committee beg leave to submit their report regarding the work of the past year.

The policy laid down by the committee last year of striving as far as possible to avoid making the committee a mere grievance section to assist in the presentation of every minor complaint to the railway companies, has been adhered to, and while we have always heard with consideration every individual grievance submitted, we have sought in a broad way to advance the transportation interests of our members by dealing chiefly with the great problems of transportation which at the present time are of the utmost importance in the development of our Dominion.

The work may be briefly referred to as follows :

RATES TO THE YUKON

A schedule of rates to be charged on the White Pass and Yukon Railway, submitted to the Department of Railways and Canals, was examined carefully by your committee. The rates were very excessive and after carefully considering the circumstances surrounding the carrying of freight to the Yukon district, we could not see that they were justifiable in any particular. The Department of Railways and Canals was communicated with and they were asked to insist upon a very considerable reduction in the rates as submitted. We are pleased to note that the rates were considerably lowered before being ratified by the Government. Reductions were effected in Class No. 1 from \$2.85 per 100 lbs. to \$1.90, and in Class No. 10 from \$2.70 per 100 lbs. to

70 cents, with corresponding reductions in the other classes.

NEW YORK FORWARDING AGENT

In view of the volume of Canadian freight passing through the port of New York, and the vexatious delays and costly storage charges that are often involved there, your committee acted on the recommendation given in the annual report of this committee as submitted last year, and after careful enquiries appointed Messrs. Alfred H. Post & Co. as official forwarding agents of the Association for the Port of New York. The agreement with this firm promises all the assistance possible to our members and insures for them minimum rates and prompt attention. From reports received we have reason to believe that the agreement is giving general satisfaction.

INTERCOLONIAL RAILWAY

The question of changes in the management of the Intercolonial Railway was brought before your committee by a resolution forwarded by the Halifax Board of Trade. This resolution recommended that the Intercolonial be handed over to the Canadian Pacific Railway in order that the advantages which it afforded might be used to a greater extent than they are at the present time. After considering the question very thoroughly your committee reported as follows to the Executive Council:

(1) That the Association would not favorably consider the handing over of the Intercolonial Railway to the Canadian Pacific Railway;

(2) That the Association favor the extension of the Intercolonial westward to Georgian Bay in Western Ontario;

(3) That the Association urge for aggressive improvement in the business policy and methods of the present management under Government control.

This report was adopted and received the sanction of the Executive.

SETTLEMENT OF CLAIMS

The unjustifiable delay in the settlement of claims by the Railway Companies was again called to the attention of your committee. It was pointed out to the railways that this matter had been promised consideration a year ago, and that nothing had as yet been done. Replies were received from the heads of the G.T.R. and C.P.R. promising the immediate attention of these roads to any cases of this kind and inviting the Association to lay before them at any time particular cases which were not being promptly settled. We are pleased to learn that the action taken by our Association has been followed by beneficial results, the management in every case having shown much greater promptness than heretofore in the settlement of claims.

RAILWAY COMMISSION

Your committee beg to note with satisfaction the action taken by the Dominion Government during the last session in introducing an Act providing for the appointment of a Railway Commission. This Bill is the result of a detailed report made to the Department of Railways and Canals by Dr. S. J. McLean, and is a direct response to the needs of the case as pointed out by our Association, and embodied in a resolution passed at the last annual meeting.

The Act, which is a very comprehensive one, is under consideration by your committee, who may have some suggestions to make to the Government and hope that the Bill will receive attention at the next session of Parliament.

FAST STEAMSHIP SERVICE

It has been said in recent years that the greatest problem in Canada is that of transportation. This would seem to be true

when we find our exports growing from \$98,417,296 in 1891 to \$196,487,632 in 1901, and yet find ourselves at this moment poorly equipped with fast steamship service to many parts of the world.

We beg to deal with this important question in parts:

(1) TO GREAT BRITAIN

While we would commend the improvements in accommodation and sailing made during the past year by the various lines leaving Canadian ports, it is still a matter for regret that we have no independent fast service to Great Britain, capable of competing in speed and rates with lines leaving other ports on the American Continent. We possess the shortest route and are entitled to the fastest service to Great Britain, yet we are outstripped in many particulars by the steamship facilities



ARCH. CAMPBELL, M.P.,
Queen City Flour Mills, Toronto Junction.
Chairman Railway and Transportation Committee, 1900-1901, 1901-1902.

afforded from United States ports. We recommend therefore, for the consideration and adoption of the annual meeting, the following resolution.

Resolved: That in view of the recent alleged combination of shipping interests in the United States, the continually growing trade of Canada with the Mother Country, and the need for closer union between Great Britain and her colonies, this Association, in annual meeting assembled, does respectfully urge upon the Dominion Government the necessity for a fast steamship service between Canada and Great Britain and would recommend the granting of a reasonable subsidy for the establishment of the same;

And resolved further: that we respectfully recommend that the Dominion Government should retain the right to fix freight and passenger charges which will not exceed the rates charged by competing lines from Boston and New York.

And be it further resolved to recommend that

the said fast steamship service be equally accessible to all transportation companies at present established in the Dominion of Canada.

(2) TO SOUTH AFRICA AND AUSTRALIA

At the last annual meeting of the Association the following resolution was passed:

Resolved: That in the opinion of this Association the time has now arrived when the Government of the Dominion of Canada should assist by a subsidy a line of steamships that would operate from the ports of Eastern Canada to South Africa and Australia.

In furtherance of this object your committee had a memorandum prepared on this subject setting forth the reasons why such a service was desirable, and the same was forwarded to the Premier, the Department of Railways and Canals, the Minister of Trade and Commerce and the Minister of Finance.

With special reference to the shipments to South Africa your committee recommended to the Executive Council that they urge upon the Minister of Agriculture that he endeavor to secure space for manufactured goods on the vessels carrying war supplies from Canada to South Africa. This met with the approval of the Executive and was acted upon by the Government. Space for a limited quantity of general cargo was available *on one steamer a month* and many of our members availed themselves of the opportunity thus afforded them. Owing to the termination of the war these facilities are no longer available. It is a well-known fact also that a very large percentage of our shipments to Australia and New Zealand are forwarded from United States ports. We are beginning an export trade with these colonies which has magnificent possibilities, but we have been handicapped in the very outset by not having a line of steamships from Canadian ports by which our shipments could be made.

In this connection it is extremely gratifying to the members of this Association that the Canadian Cabinet Ministers now in London have made definite arrangements for a direct line of steamships from a Canadian port to South Africa, and we propose the following resolution for your consideration:

Resolved: That the Canadian Manufacturers' Association express to the Dominion Government their very high appreciation of their action in arranging for a direct service from Canada to South Africa, and would respectfully point out to the Government that in order that a new line may be successful, freight rates and frequency of sailings must compare favorably with other carrying lines competing for the same trade;

And further, that in connection with the South African market, it is extremely important to have the Canadian boats call at Port Elizabeth and Durban, as well as Capetown, in order that Canadian shippers be given an opportunity to secure the Transvaal trade.

(3) TO THE WEST INDIES

Whereas, the representatives of the Association to the West Indies in their report submitted

pointed out that the service from St. John and Halifax to Demerara and intermediate points was not sufficiently frequent in sailings, and in some cases the rates were found to be higher than the rates on similar goods from United States ports, which does not give Canada a fair chance to compete with the United States; it was pointed out also that the service to the Island of Jamaica was at present of little value;

Be it resolved: That in the opinion of this Association the Government should arrange for a more satisfactory schedule of sailings together with competing rates on the route from Halifax to Demerara and intermediate points and that the Government should encourage a direct line from a Canadian port to Jamaica, and further, with respect to the Canada-Jamaica line the question of imposing an import duty on bananas and other fruit when imported into Canada otherwise than by a direct route to a Canadian port, should be considered.

(4) TO JAPAN

Whereas the shipments of Canadian exporters to Japan have greatly increased within the last few years and the present steamship accommodation from Canada does not offer rates to compete with United States lines, nor give a sufficiently frequent service,

Be it resolved: That in the opinion of this Association the Government should take steps to have a service established between Canada and Japan which will give satisfaction to shippers both as to rates and sailings.

Your committee also beg to submit for your consideration the following resolutions, first, regarding the

ENCOURAGING OF THE SHIPBUILDING INDUSTRY IN CANADA

regarding which the following expression of opinion has been unanimously carried by the Executive Council and under its direction is submitted to this meeting:

Resolved: That in the opinion of the Railway and Transportation Committee, the establishment of the shipbuilding industry in Canada would be of great benefit to the Dominion, and that the Government of Canada should be asked to encourage the inception of such an industry by a reasonable subsidy."

It was further resolved that the question should be taken up in annual meeting.

Second, regarding the

IMPROVEMENT OF CANADIAN HARBORS

We beg to submit the following:

Resolved: That this Association view with approval the several improvements carried out with regard to Canadian railways and harbors within the last few years.

And be it further resolved: that while we commend the Dominion Government for the improvements already undertaken we should urge upon them the necessity for further efforts to perfect the different harbors and waterways of Canada, with special reference to the St. Lawrence route, which is now so much discriminated against by insurance and steamship companies.

All of which is respectfully submitted.

Mr. W. K. George—I think it would be interesting to draw the attention of members to the rates to the Yukon as demonstrating in one respect the work done by the Association, and for which the Association has received the thanks of the people of the Coast. We made a recommendation to the Department of Railways and Canals, asking for a very considerable reduction of the rates—virtually that they should be cut in half. This was done, and this, we believe, was largely due to the recommendation of the Railway and Transportation Committee, and the Association received letters thanking us heartily for the good work we had done. I wish to draw the attention of members to that fact, because while you may merely see it stated here, it shows one important line of work that the Association is doing.

Mr. C. A. Birge—The resolution of the railway and transportation committee with

tion of the Minister of Railways and Canals can be considered or tolerated for a moment, because whenever it has been commented upon it has received nothing but jeers. The English papers say that we might as well throw our money into the gutter as to pay it out for such a purpose and I think that is the opinion of us' all. We should insist upon having the most up-to-date service that it is possible for us to get, and I would like to hear a fair amount of discussion on this point.

THE TERMINUS

Mr. Rainsford, Clinton—I would like to see the meeting go a step further than the last speaker. While I would endorse what he says we should place ourselves on record as regards this service. No gentleman would entertain any other idea than that the best and fastest service is what we should have. I hope I will not throw a firebrand into the discussion by suggesting an expression of opinion with regard to the terminal port. In my opinion the idea of talking about Quebec or Montreal in connection with anything like a fast passenger service is absolutely monstrous when we know that we cannot successfully navigate slow cargo boats at a speed of 12 to 14 knots up the St. Lawrence without mishap. The sooner we disabuse ourselves of the idea of bringing 22 knot boats up the St. Lawrence, and the sooner we apply our common sense to this question the better. I know that certain people take a different view of this matter, some of them for political reasons and some of them on account of local interests, and, in a half-hearted sort of way, they throw out these suggestions that this line will make its terminus at Halifax or St. John in the winter and that Quebec should be the summer port. But we, as members of this Association, have no local interests to serve. We are an organization of business men and let us view the question from an ordinary business man's point of view and no other, and place ourselves on record in a businesslike manner and let the people of Canada know that when we speak of the fast passenger service we mean a service to and from a port from which a vessel can at once get into open water, and not a service up the St. Lawrence.

Mr. Drummond—I cannot allow the remarks of the last speaker to pass without some reply. He says that you cannot navigate a steamer to Quebec or Montreal at a 22 knot rate. We do not ask, we never did ask, that you should navigate steamers at a speed of 22 knots through the magnificent scenery of the St. Lawrence. But the Government have entered upon the policy of improving the navigation of the St. Lawrence and the fact has been demonstrated that the channel can be so lighted and deepened that vessels can traverse it with ease and safety by night or by day. It is a mere question of money and it is in the interest of the whole



JAS. MAXWELL,
David Maxwell & Sons, St. Marys.
Chairman of the Agricultural Implement Manufacturers' Section.

reference to the establishment of the ship building industry in Canada as embodied in the report is before the Association for discussion and decision.

THE FAST LINE

Mr. W. K. George—I would like to hear someone give this clause relating to the Fast Line a little more attention. In my opinion we should put ourselves on record as not favoring anything but the best service that can be obtained. We have seen it stated by a minister of the crown that an 18 knot service is sufficient for the needs of Canada, but I do not believe there is a man in the room who believes that anything but the most up-to-date service—as good as can be got—and, if anything, ahead of the times, is what we want. The Association should make its wishes on this point known most emphatically. I do not see how the sugges-

country that this should be done. We have water powers along the river by which we can light the channel at a minimum cost. No country can stand against us on that point. It has always been the policy to reach the heart of the country by water so as to carry freight cheaply right to the heart of the country. When Montreal started to deepen the Channel of the St. Lawrence Quebec held the trade, but the people of Montreal have shown what can be done even in these days by making the water navigable. We propose to continue that. I agree that so far as the mails are concerned we ought to have a port of call, which might be Sydney in summer, but Mr. Rainsford himself would not want to miss the St. Lawrence trip, and, landing at Sydney, travel all day in a train in order to reach Montreal. He would rather remain on the boat and proceed to Montreal in that way even if he had to do so at a slower rate of speed. The whole thing depends on the number of boats you have. I am glad that the Canadian Pacific Company have taken the matter up, because whatever they do they do well. The question all along has been to get men with money to do the thing right, and the C. P. R. Company can do it. Halifax surely is the port for winter, while in summer the steamers should land their mails at Sydney and then proceed to Montreal. As the resolution reads it is about as nearly right as we could get it. So many interests are represented that we should not lay down any particular port, although I think that Quebec and Montreal are all right in summer.

Mr. Rainsford—I have no doubt but what in course of time the channel of the St. Lawrence could be deepened, but I am speaking for the present time and not for the time to come.

Mr. George Dobson, North Sydney—I think the resolution is ambiguous, considering the statement made by a gentleman in high position respecting the question of speed. If the press reports are correct, we are told that an 18 knot service is suggested and is being advocated. As this is a representative body of Canada, we should give an expression of opinion on a question of this kind. It would be utterly useless in my opinion to stipulate for an 18 or 20, or even a 22 knot service. The German boats have made a record of 25 knots, and it is expected that a new boat to be launched will make a speed of 26 knots.

If we are to compete with the American combination, which is taking in English lines with a view of controlling traffic, we must have boats of equal speed with the American lines, or we must lose our traffic to the United States. I would like to see the resolution made more definite on this point.

Alderman Sadler, Montreal—I would suggest that with regard to the class of vessels

the clause be made to read "second to none now crossing the Atlantic," and that in relation to the payment of subsidy the recommendation be that the "necessary subsidy be given for establishing the same."

Mr. G. S. Campbell, Halifax—I would support the suggestion just made by Mr. Sadler, as I think the wording of the resolution, as it stands, is not definite enough. It does seem that if we are going to have a fast service we should have the best, and I favor the suggestion made that the service should be "second to none now crossing the Atlantic" and that the "necessary subsidy" should be granted. If we are going to pronounce on the subject we should do so strongly and definitely and I think the amendment suggested is a good one.

Mr. G. E. Drummond—Would you stipulate that the service should "not be less than 22 knots"?

Mr. G. S. Campbell—No. A 22 knot boat would be out of it to-day. I am inclined to favor the words "second to none crossing the Atlantic" rather than mention any minimum speed.

Mr. Munro, President (who had in the meantime taken the chair)—I think the feeling in Canada is that the vessels should be of the "highest class" or "second to none" and that "the necessary subsidy should be given."

The resolution passed unanimously as amended.

SOUTH AFRICAN AND AUSTRALIAN LINE

The resolution relating to the operation of the line of steamers from Eastern Canada to South Africa and Australia was then taken up and discussed.

Mr. E. G. Henderson, Windsor, Ont.—I do not understand that the steamers arranged for by the Government are going any further than South Africa. It is important that we should have vessels going to Australia and New Zealand, as the business to be worked up there is more important than that with South Africa. I am aware that at the present time shipments from Canada are going by way of New York, but there is difficulty in connection with customs papers and freights, and if we wish to do business with Australia and New Zealand, it is important that we should have our own steamers. We should represent to the Government that the steamers should also go to Australia and New Zealand, and would move a resolution to that effect.

Mr. Goodwill, Montreal—I have pleasure in seconding the resolution that the steamers continue the service to Australia and New Zealand. Under existing circumstances it is almost impossible for Canadians to compete successfully in those markets, as the customs and transfer charges at New York place us at a disadvantage of from 5 to 10 per cent. Shipments are made by the Canada Pacific

Railway by way of Vancouver, but freight costs as much that way as by way of New York, and the only chance we have of doing business is to secure a direct line.

Mr. Munro, President—The Association is already in evidence in favor of binding the colonies together. Mr. Mulock stated that within a few months we would have a service to Australia, and as we are all of one mind as to the desirableness of it, we should pass a resolution advocating an immediate extension to that part of the empire.

Mr. McNaught—Mr. Mulock told me that his report to the Government would recommend a line to Australia by way of the Cape, the idea being that the vessel should call at the Cape in going, and return by way of Great Britain.

Mr. James Cummings, Lyn, Ont.—Having acted as commissioner for the Dominion Government, and having visited South Africa in the interests of our trade and commerce last year, I would say that on this point some of the members of the Association appear to be laboring under a misapprehension. Imagine a steamer sailing from Halifax with three thousand tons of freight for South Africa, and three thousand tons additional for Australia, having to wait to unload her freight for South Africa and then proceed with her remaining freight for Australia. You could not do it. The steamers of the White Star Company go from Liverpool, Eng., to South Africa and then proceed to Australia, but at Cape Town they only land passengers and mails and then go right on. The steamer never goes to the wharf at Cape Town but only takes on or lands passengers. You can have no idea of the delay attending the unloading of vessels in South Africa. They have no white labor there and are obliged to depend upon a lot of ignorant natives. Take the ports of Elizabeth and Durban for example. A great deal of the freight has to be unloaded two miles from the shore and ships often have to lie there for ten days before they can be unloaded. If you are going to send freight to Australia you must send it direct. The Government will understand this matter as I have urged it in my report, with a view to the establishment of direct communication with Australia from the eastern ports, but you must understand that we cannot combine the freight business to South Africa and Australia in the one ship.

Hon. Wm. Ross, M.P.—I have a son in Sydney, New South Wales, who is familiar with the trade that could be carried on between the Dominion of Canada and Australia. At the desire of Sir Richard Cartwright he wrote a letter on the subject, a copy of which I have here and can place at your disposal. He says that one publishing house in Sydney would take three thousand tons of printing paper but cannot get it from Canada because we have to send it by way of New York. He states further that furniture of

every description knocked down and without being painted will find a ready market there. There is a good market also for boots and shoes. If this line is once established it is sure to bring a large amount of trade to Canada. I am much pleased that this subject has been taken up and I hope it will be pressed upon the Government. It is impossible for us to send goods successfully to Australia by way of Vancouver, they must be sent in summer from Montreal or Quebec and in winter from St. John or Halifax.

The resolution was then passed.

JAPAN SERVICE

Mr. J. O. Thorn—The next clause of the report deals with the steamship service to Japan. The main difficulty at present is that the sailings are infrequent, and the freight rates are necessarily high on account of the long rail haul, more so than by New York, and we are handicapped in that way. Unless the service can be improved and the rates considerably reduced, shipments will continue to go by way of New York. It is our desire to build up Canadian ports, but it is impossible to do so under existing circumstances so far as shipments to Japan are concerned.

Mr. E. G. Henderson, Windsor—My impression in reference to the service to Japan was somewhat different. I had occasion to get rates by way of New York and by the C. P. R., and the rates by the latter route were better than those by way of New York. I think we should not pass this clause of

the report as it is a serious matter to reflect on this service.

The Secretary—It is not the purpose to find fault with the efficiency of the service, but the infrequency of the service and the high rates charged. The general resolution commends the efficiency of the boats.

Mr. Henderson—I move that this portion of the report be referred back to the Committee.

The motion, being seconded passed.

SHIP BUILDING INDUSTRY

The portion of the report respecting the encouraging of the ship building industry in Canada was next considered.

Mr. G. Dobson Sydney—The resolution is all right as far as it goes, but our shipbuilding industry is much hampered by the competition of Norwegian and Swedish ships in the coasting trade. We export between three and four million tons dead weight in the year, and 60 to 70 per cent. of it is carried by Norwegian shipping. You may say that we should build as cheaply as the Norwegians, and we can in some respects, but not altogether. Norwegian shipping is under an inferior class. Lloyds requires a much higher standard in order to obtain a first class certificate. The Norwegians have no coasting trade from which we can obtain any benefit, while they have the privilege of our trade and are doing a large percentage of it. It is almost impossible for us to compete at once with the cheap labor and

the low classification of which they have the advantage. I would suggest that we ask the Government to take steps to preserve to Canadian and British shipping the carrying trade of the Dominion. In the lakes the Americans are not allowed to take part in the coasting trade, although American shipping costs much more to build than the Norwegian, and the men employed are paid higher wages. If our friends who do business on the Great Lakes object to the Americans competing with them for their coasting trade, how much more should they assist us in our efforts to prevent foreign ships from competing in our carrying trade on the Atlantic coast.

Mr. Munro, President—The wording of the resolution might be considered a little inaccurate, inasmuch as it speaks of the "establishment" of the shipbuilding industry in Canada, whereas that business is already established to some extent, as we are already building ships on the lakes. The word "development" might be substituted for the word "establishment" and for "the encouragement of such an industry by a reasonable subsidy" we might substitute the words "this industry by a suitable subsidy."

This portion of the report was passed with the amendment suggested.

The portion of the report relating to the improvement of Canadian Harbours was next passed, and the report was then adopted as a whole.

REPORT OF COMMITTEE ON RESOLUTIONS

Mr. McNaught, as chairman of the Committee on Resolutions, submitted the report of the committee recommending the adoption of the following resolutions:

RESOLUTION RE TARIFF CHANGES

We have also to recommend that the following resolutions with regard to the tariff be referred directly to the Tariff Committee of the Association to be taken up as soon as it may be expedient in the present year:

- (a) With regard to the duty on alcohol.
- (b) With regard to the duty on salt.
- (c) With regard to the duty on bleaching powder and caustic soda.
- (d) With regard to the export duty on pulp wood.
- (e) With regard to duty on pig lead and lead products.

COMMERCIAL AGENTS

Moved by Mr. J. O. Thorn, Toronto, seconded by Mr. T. A. Russell, Toronto Junction:

That the Canadian Manufacturers' Association urge upon the Government in sending commercial representatives to foreign countries the absolute necessity of sending men whose training and experience fits them for such important work.

And that when they are appointed they

be given every opportunity of meeting those interested in trade with the country to which they are sent before leaving to take up their duties abroad.

And be it further resolved that the Government be asked once more to arrange for the periodic return to Canada of such representatives so that they may inform themselves and Canadian exporters as to the method of extending the trade relations desired.

SOUTH AFRICAN STEAMSHIPS

Moved by Mr. J. O. Thorn, Toronto, seconded by Mr. C. A. Birge, Hamilton.

That whereas the Canadian Manufacturers' Association recently urged the Dominion Government to arrange for a steamship service to South Africa and Australia.

And whereas a cablegram has just been received from Sir William Mulock stating that the Government has completed a contract with a syndicate composed of the Allan, Elder Dempster and Furness lines for a service between Canada and South Africa; sailings at least monthly, with provision for increased frequency. Summer sailings from Montreal and Quebec, winter sailings from St. John and Halifax, to Capetown and two other South African ports. First sailings in October from Montreal, ships to carry mail and being supplied with cold storage facilities.

Be it resolved that the thanks of this Convention be conveyed to the Dominion Government for the prompt and satisfactory arrangements that they have made in this respect, and that the following cable be sent to Sir William Mulock:

"Annual Convention Canadian Manufacturers convey thanks for South African steamship arrangements."

REPRESENTATIVE TO SOUTH AFRICA

Moved by Mr. W. A. Strowger, Toronto seconded by Mr. J. W. Scott, Listowel:

That in view of the establishment of a direct line of steamships from Canada to South Africa and the present favorable indications of a market for Canadian goods in that country, it would be in the interests of the Canadian Manufacturers' Association to send a representative to South Africa at the earliest possible date to represent the Association, as the members interested may desire, as soon as the finances of the Association will permit and that this matter be referred to the Executive Council for action as soon as possible.

WEST INDIAN TRADE

Moved by Mr. I. C. Stewart, Halifax, seconded by Mr. Geo. S. Campbell, Halifax:

Whereas, the manufacturers of Canada desire to increase their export trade with the British West Indies.

And whereas the report of the President and Assistant Secretary of this Association submits the assurance that the agricultural and manufactured products of Canada are suitable to the requirements of the British West Indies, and

Whereas, the United States at present supply those articles largely because it buys considerable quantities of British West India sugar, and

Whereas the diverting of this export trade from New York to Canadian ports might be accomplished by increasing our direct imports of British West India sugar.

Therefore resolved, that this Association lend its efforts by such measures as may seem desirable to the executive to promote an increase in our direct imports of sugar and other products of the British West Indies.

BRITISH AMERICAN EXHIBITION

Moved by Mr. J. O. Thorn, Toronto, seconded by Mr. Geo. E. Drummond, Montreal :

CANADIAN COPYRIGHT

Moved by Mr. W. P. Gundy, Toronto, seconded by Mr. W. K. McNaught, Toronto :

Resolved, That a special committee, consisting of Messrs. T. A. Russell, R. J. Christie, A. W. Thomas, J. F. Ritchie, J. P. Murray, the mover and seconder, be appointed to consider the question of Canadian Copyright.

LABOR ORGANIZATIONS

Moved by Mr. T. L. Moffatt, jr., Toronto, seconded by Mr. Geo. H. Hees, Toronto :

That a special committee be appointed to enquire into the whole question of labor organizations and their effect on our manufacturing industries.

TECHNICAL EDUCATION

Moved by Mr. A. W. Thomas, Toronto, seconded by Mr. W. K. McNaught, Toronto :

Whereas it is of great importance to the success of manufacturing industries that those engaged in the work of producing should be fitted for their work by proper education : and

METRIC SYSTEM

Moved by Mr. James Fiffe, Montreal, seconded by Mr. George Esplin, Montreal :

Whereas, The interests of trade and commerce would be greatly benefited by the adoption of some international system of currency, weight and measure, and

Whereas, The Dominion Government, acting in unison with other leading commercial nations, is seriously considering the introduction of the metric system as the most modern scientific means of accomplishing that end.

Be it therefore resolved, That this Association concur in said contemplated legislation by the Federal Government and we most respectfully suggest that the Dominion Government seek the active co-operation of the several Provincial Legislatures with a view to introduce such a measure of legislation on educational matters as may be best calculated to impart thorough tuition in the metric system.

TRADE INDEX

Moved by Mr. T. A. Russell, Toronto Junction, seconded by Mr. J. O. Thorn, Toronto :

That the Canadian Manufacturers' Association in annual meeting assembled approve of the issue of a new Canadian Trade Index, containing as full information as possible relative to the business of its members.

And that the Executive Council be given full power to arrange for the details of such publication.

NEXT PLACE OF MEETING

Be it resolved that the Canadian Manufacturers' Association in Annual Meeting assembled, express its appreciation of the hearty invitation extended by the City of Winnipeg to the members of the Association to hold their next annual meeting in that city.

And be it resolved further that the decision as to where the meeting shall be held be left with the Executive Council of the Association with the request that they make known as soon as possible the decision reached.

PROVINCIAL GOVERNMENT

To the Acting Premier and the Members of the Provincial Government of the Province of Nova Scotia :

The Canadian Manufacturers' Association in Annual Convention assembled desire to express their hearty appreciation of the kindly interest manifested in their Convention by the Provincial Government of the province. Especially would we convey our thanks for the use of the Legislative Council Chamber, with all its historic associations, where our meetings were so successfully carried out. We would also express our thanks for the kind welcome extended in their behalf and the interest manifested in our Convention by the Honorable J. W. Longley and would express the hope that the meeting in Halifax may be the means of interesting all Canada in the resources and industries of the Province of Nova Scotia.

INTERCOLONIAL RAILWAY

The Canadian Manufacturers' Association desires to place upon record its appreciation of the generous treatment accorded to its members by the I. C. Railway during their journey



PUBLIC GARDENS, HALIFAX, WHERE GARDENS CONCERT WAS GIVEN BY THE HALIFAX ENTERTAINERS.

That whereas the Canadian Manufacturers' Association has approached the Dominion Government on various occasions with regard to a grant towards holding an all Canadian Exhibition and being fully aware of the necessity and importance of such an exhibition at the present time,

Be it resolved, that this Association assembled in Annual Meeting do again urge the matter upon the Dominion Government and authorize the Executive Council of the Association to ensure if possible the holding of such an Exhibition at Toronto in 1903.

And be it further resolved, that in addition to a display of Canadian products those of Newfoundland, the British West Indies and British Guiana be also exhibited,

Whereas, the leading manufacturing nations of the world, Great Britain, Germany and the United States, are devoting their energies to giving a thorough technical education to their young men and women ; and,

Whereas it is necessary for a young manufacturing country like Canada to take advantage of every possible means to assist its manufacturers and workers to produce goods which will successfully compete in the markets of the world.

Therefore resolved, that the Canadian Manufacturers' Association respectfully urge the Dominion Government to appoint a commission to investigate and report upon this important matter.

to and from the Halifax Convention. The special train of sleepers and dining cars placed at their disposal during the entire trip was not only well appointed and thoroughly comfortable but were manned by courteous and obliging officials, who did everything in their power to make the journey a pleasant one.

The Association also desires to express its special appreciation of the constant and unvarying kindness of Mr. E. Tiffin the General Traffic Manager, in accompanying their party and so kindly caring for the comfort and enjoyment of the members.

They desire also to make mention of the excellent services rendered by Messrs. L. C. Archibald, and H. A. Price, who in spite of many difficulties carried out transportation arrangements which have contributed in large measure to the pleasure and success of the Convention.

THANKS TO THE MAYOR AND CITY COUNCIL OF HALIFAX

Be it Resolved that the Canadian Manufacturers' Association, in annual meeting assembled, express their heartiest thanks to the Mayor and City Council, and to the citizens of Halifax for the warm welcome extended to the members of the Association throughout the sessions of their Convention. The kindly welcome extended to them on their arrival, the splendid garden concert tendered to our members, and the genial spirit manifested throughout by the citizens on every hand, have done much to make our Convention a success, and we beg to acknowledge all these favors with grateful appreciation.

VOTE OF THANKS TO THE NOVA SCOTIA BRANCH OF THE CANADIAN MANUFACTURERS' ASSOCIATION

Be it resolved that, the Canadian Manufacturers' Association assembled in Annual Convention at Halifax desire to express their warmest thanks to the Executive and members of the Nova Scotia Branch for their very warm welcome extended to them during their annual meeting in this city. They desire also to express their very warm appreciation of the elaborate entertainment arranged for the members and friends of this Association and to assure their fellow manufacturers in the Province of Nova Scotia that they appreciate their kindness and will long treasure the happiest recollections of their meeting there. They hope that at the next annual meeting the Maritime Provinces will be represented by a large delegation and that the West may have the privilege then of extending to the Eastern Manufacturers something of the same kindly greeting which has been given the Association in Halifax.

THANKS TO THE HALIFAX BOARD OF TRADE

The Canadian Manufacturers' Association in Annual Convention assembled desire to express their thanks to the Halifax Board of Trade for the very kind manner in which they have received the members of the Association during their Convention in this city. It is a source of satisfaction and pleasure to find such a warm and friendly feeling existing between sister organizations, and the many arrangements made for their entertainment so well

carried out by the assistance of the Board have done much to make this Convention a success.

RESOLUTION OF THANKS TO MESSRS. PICKFORD AND BLACK OF HALIFAX

Be it resolved that the Canadian Manufacturers' Association assembled in Annual Convention express its hearty thanks to Messrs. Pickford & Black of the city of Halifax, for the assistance rendered in investigating the trade conditions existing in the West Indies and their appreciation of the efforts put forth from time to time by Messrs. Pickford & Black to advance the mutual relations existing between those islands and Canada.

RESOLUTIONS OF THANKS

That the Canadian Manufacturers' Association in Convention assembled desires to return

posed two resolutions for the consideration of the Campaign Fund Committee, which were received and referred to that Committee.

REPORT OF STOVE SECTION

The Secretary read the following report from the stove section.

The representatives of the stove manufacturers consulted yesterday, and in accordance with arrangements made, completed the plans for organizing a stove section in the Association. The following officers are nominated :

Chairman, Lt. Col. W. M. Gartshore, McClary Mfg. Co'y. Ltd., London ; Vice-Chairman, Chas. Fawcett, Sackville, N. B.; Secretary, T. L. Moffatt, Jr., Moffat Stove Co., Weston.



GENERAL VIEW DOMINION IRON AND STEEL CO'S WORKS, FROM SYDNEY HARBOR.

its sincere thanks for the exceedingly kind welcome extended to them by the people of the Maritime Provinces. The special thanks of the Association is tendered to the following :

1. Mrs. R. L. Borden for invitation to "At Home."
2. The Halifax Club, and 3. The City Club for the privileges of their membership.
4. The Dominion Cotton Mills Co., Ltd., for invitation to visit their mills.
5. The members of the Association in New Glasgow for their kind invitation to visit New Glasgow.
6. The Maritime Board of Trade for an invitation to be present at their annual meeting in North Sydney on the 20th inst.
7. The Moncton Board of Trade for invitation to take a drive in their town.

And to all others who, in public and private, have contributed by their hospitality to the success of our Convention, and the comfort and happiness of our members.

The various resolutions were passed without discussion.

Mr. F. B. Fetherstonhaugh, Toronto, pro-

All of which is submitted.
The report was adopted.

BRANCH ASSOCIATIONS

Reports from Branch Associations being called for :

Mr. J. O. Thorn, Toronto—We have an active branch of 272 members employing 40,000 people. We have dealt with many subjects during the year and successfully with all with one exception. It would take too long to go particularly into the various matters that we have dealt with.

Mr. J. J. McGill, Montreal—The work of the Montreal branch will be embodied in the annual report. We look forward to active work during the coming season, and with an energetic Secretary we are satisfied that we will accomplish good work.

Mr. G. S. Campbell, Halifax—The Halifax branch is doing its duty in the way of pushing the interest of the Association.

The Secretary read a letter from Mr. E. L. Drewry, Vice-President of the Manitoba branch, showing that an active interest was taken in the West.

ELECTION AND INSTALLATION OF OFFICERS

The Secretary reported that the officers and committees nominated has been elected by acclamation in every case. He read the nominations which are given in full on another page.

Mr. Munro, Retiring President—It is not often so large a list of names is unanimously approved of as submitted. The officers named will now be elected unless any gentleman refuses to accept the position to which he has been nominated. We do not of course wish any gentleman to object unless he has urgent reasons for doing so.

As no objection is offered it appears that all are willing to accept.

tion of which he has now been elected president. (Applause.)

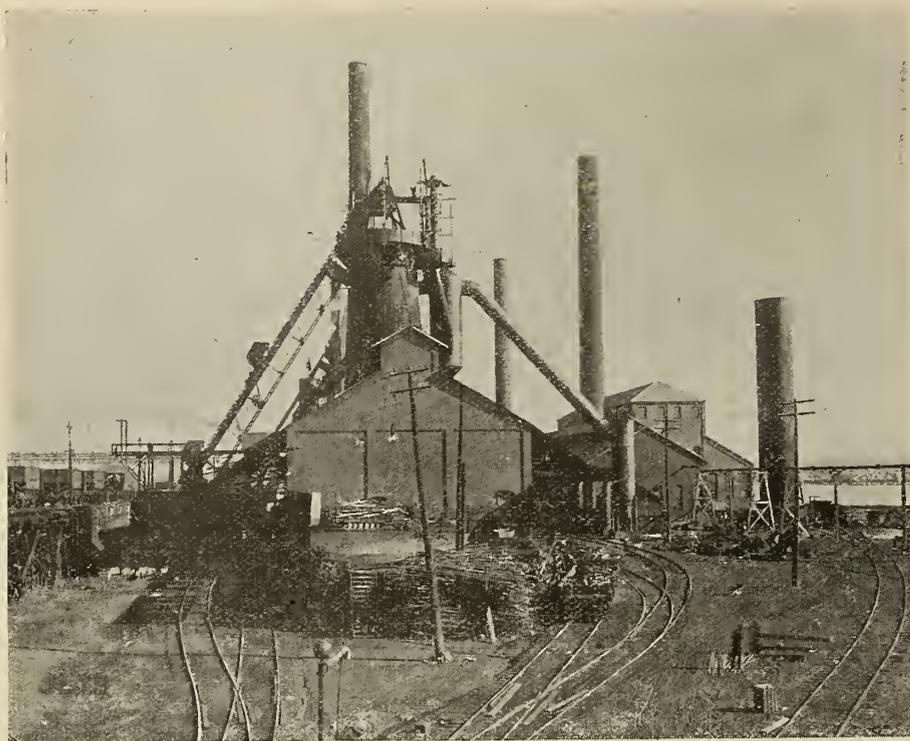
Mr. C. A. Birge, Hamilton, in taking the chair as President of the Association, said: I need not say that I feel highly honored in occupying the position I do at this moment as President of this Association. I have been connected with the Association for many years, and if I would have felt honored in its earlier days, and when its membership was smaller, at being elected to this office, I feel much more honored now in being elected President of an organization which comprises over a thousand members, and whose interests are spread over this whole country from

who lived so far away from that place. But the result of the year's operations have been such as to dispel any such fear, and the best I can promise now is to follow as closely as I can in his footsteps, and to endeavor to give as close attention as he has done to the advancement of the interests of the Association. I again thank you for the honor you have conferred upon me, and will now take the position of President of the Association. (Applause.)

Mr. Munro—I wish to take the first opportunity of saying Mr. President to the gentleman by whom I have been succeeded and at the same time I have a duty to perform towards the gentlemen who have acted with me as officials of the Association. When I assumed office one of my first duties was to take charge of a delicate secretary on a trip that was planned partly for his benefit. I am glad to observe that he is a powerful man to-day and that we need have no further concern as to the state of his health. Owing to the retirement of our Secretary to enter upon other duties, it devolved upon the Committee to nominate a successor from our own staff, and we were able to nominate Mr. Younge, who from that time has taken charge of the central work, assisted by the office staff at Toronto. At Montreal we had another office in charge of Mr. Cooper, who was appointed about the time of the last Convention. I have to say that we are very well off with respect to our officers. These gentlemen have been unwearied in their labors in connection with the work to be done, and the work I may say is very great. I am sure you will be willing that the Executive should add to their numbers if they find it necessary to do so. The work that the officers have to carry on, as I have said, is very great, and there is a great deal more in prospect. I wish to express my acknowledgements of the excellent work performed by the Secretaries during the year which has just closed.

Mr. C. A. Birge, President—I know something of the work of the officers from direct communication with them and from the members of the committee in Toronto, and a more efficient set of young men we could scarcely have. As they have assisted Mr. Munro in the past, I am sure that they will assist me during the coming year, and I have pleasure therefore in conveying to the secretaries the thanks of the Association for the work they have done.

Mr. R. J. Younge, Secretary—When Mr. Russell resigned the position of secretary last spring, it was with great trepidation that we undertook to carry on the important work of the Association which he had handled so well, but, thanks to the foundations laid by Mr. Russell and the excellent co-operation and fitness of the



END VIEW OF BLAST FURNACES, DOMINION IRON AND STEEL CO., SYDNEY, C.B.

We have, I believe, in the list of officers submitted a guarantee that the work of the Association will be carried on with abundant vigor in the year to come, and now I have to declare in your name that all these officers are elected. Following this I am no longer the President of your Association. I have pleasure in conveying to Mr. Birge the unanimous nomination of this organization and I almost envy him the distinction and the field for usefulness which it affords him. I am glad that the nomination has fallen to a man so well known to the Association as Mr. Birge. He has been identified with the Association for a long time and has done active work for it, and I hope that the honor now bestowed upon him will lead to even greater zeal in advancing the interests of this great and patriotic organiza-

tion of the Atlantic to the Pacific. I feel some trepidation in assuming this office, following a line of Presidents so distinguished by their ability and earnestness. During the past three years the Association has grown rapidly, and its Presidents have been called upon to devote a large amount of time to its work. One of them almost frightened me by the statement that not a day of the year passed in which he had not more or less work to do in connection with the Association. At the same time, gentlemen, in undertaking the work of this office, I undertake to do the best I can and that is all I can promise. A year ago, when Mr. Munro was elected President of the Association, I felt somewhat dubious about the Presidency of an Association whose headquarters were at Toronto, being assumed by a gentleman

committees appointed last year, the work has gone on and has met with a very considerable amount of success. I can only say on behalf of myself and the other officers, while we appreciate the thanks that you have given us and the manner in which your thanks has been expressed, we promise to do our best during the coming year to advance the interest of the Association in every department of work. We look forward with confidence, believing that with the enlarged sphere of work of the Association, and the spirit of progress always shown by the executive, we will be given every opportunity to do the work you expect, and do it well. I can only say that as far as lies in our power this will be done.

Mr. W. K. McNaught—It would be unworthy of us to part without giving some expression of our appreciation of the services of our late President. I am able to speak on this matter with a good deal of knowledge as I have been in close contact with him during the whole year. Like Mr. Birge I had some misgivings fearing that a gentleman located so far from the head office would not be able to devote sufficient time and attention to the proper carrying out of our work. I am glad to say, however, during the whole year Mr. Munro was most assiduous in his attention to the affairs of the Association, and that he was never absent from any executive meeting while he was in Canada. In fact, he was the most regular attendant we had and devoted himself thoroughly to the work. I have pleasure in moving that the thanks of the Association

be tendered to Mr. Munro for the very efficient discharge of his duties as President of the Association and that a sum of money be appropriated and a special committee appointed to present him with some tangible recognition of his services during the past year.

Mr. T. A. Russell—It affords me much pleasure to second the resolution moved by Mr. McNaught. I have good grounds for doing so because I have an intimate knowledge of the work of the late President, both as the late Secretary of the Association, under his direction and since then as a member of the Association. I know of no officer of any organization occupying a like honorable position who has devoted his time and his services more constantly and faithfully to the work under his direction than Mr. Munro has done. I was struck with this especially at the time of his visit to the West Indies. At that time Mr. Munro devoted his time, not to the pursuit of health or pleasure, but to the promotion of the interests of the Association. He went from place to place with the Assistant Secretary, carrying the message from the merchants and manufacturers of Canadian goods to the merchants of the West Indies. Time and again he changed his plans in order to satisfy the wishes and best interests of the Association, and I think it highly fitting, therefore, on his retirement from the office of President that we should give some suitable expression to the affection with which we regard him.

Mr. Birge, President, then put the resolu-

tion which was carried by a rising vote followed by cheers.

Mr. Munro—Mr. President and members of the Association I feel very much obliged for the kind manner in which you have received this resolution. The work in which I have been engaged is one which is its own reward. I may say that I have never engaged in any work of a more delightful character than that of conducting the affairs of the executive of this Association. It is a work that is inspiring to anyone having a proper conception of the importance and the possibilities of our country and the feeling that I was in a position that enabled me to lend a hand in this work, has been to me a source of great pleasure as well as an honor. In view of the energy and talent devoted to its affairs by the members of the executive I shall be surprised if the Association does not continue to grow in the future as it has done in the past. I wish in conclusion to express my deep obligations to all the members of the Association for the courtesy I have received at their hands during this Convention. You have been extremely tolerant and courteous towards me from the beginning. It has appeared to me that everyone to the best of his ability has endeavored to facilitate the proceedings of the Convention, and in withdrawing from the Convention I desire again to express to you my great obligation for the kindness extended to me while in the chair. (Applause.)

After singing "God Save the King" the business sessions of the Convention were at an end.

THE BANQUET

THE banquet given by the Canadian Manufacturers' Association was held at the Halifax Hotel, Thursday evening, August 14th. Mr. C. A. Birge, President of the Association, occupying the chair. Among those present were the Hon. J. I. Tarte, Minister of Public Works; R. L. Borden, Esq., M.P.; Major General Sir Charles Parsons, commanding the Imperial forces; the Hon. J. W. Longley, Attorney General of Nova Scotia; Mayor Crosby, of Halifax; G. S. Campbell, Esq., President of the Halifax Board of Trade; Mr. W. A. Black, President Maritime Board of Trade; Hon. Geo. Robertson, M.P.P., St. John, N.B., and the Rev. W. J. Armitage. The vice-chairs were occupied by J. R. Henderson, T. M. Cutler, T. A. Russell and George E. Boak.

Letters of regret were read by the Secretary from Lord Strathcona, Sir Wilfrid Laurier, Hon. W. S. Fielding, Hon. Wm. Paterson, Hon. Sydney Fisher, Sir Wm. Mulock, Hon. A. C. Blair, Premier Ross, Premier Parent, Premier Murray, Hon. Wm.

Pugsley, Sir Thomas Shaughnessy, A. E. Ames, Esq., Toronto; John Russell, Esq., Winnipeg; W. M. Jarvis, Esq., St. John; Walter Crowe, Esq., Sydney; W. H. White, Esq., St. John. C. J. Osman, M.P.P., Hillsboro, N.B.; R. Muir, Esq., Winnipeg; A. Campbell, M.P., Toronto; James Ross, Esq., Sydney, John Hendry, Esq., Vancouver.

The toast list was taken up shortly before 11 o'clock. The first toast, to "The King," was honored with enthusiasm.

CANADA AND THE EMPIRE

Mr. Birge—I have now to propose a toast, second only in importance to that which we received a few minutes ago, "Canada and the Empire." Had any one prophesied a few short years ago that the bond uniting us to the Empire would have been drawn as closely as it has been to-day, he would have been regarded as an optimist indeed. It needed only the note of war in South Africa to touch the feelings of the Canadian people and to cause to spring into life this feeling

of attachment to the Empire and to strengthen the bonds of union to such an extent that our sons came forward freely to offer their services to the mother country, and to establish more strongly than ever before, the bond of union between us, so that to-day instead of asking you to drink to our own country "Canada," we unite with it the word "Empire" and make our toast "Canada and the Empire." A few short years ago a few men were thinking about the Empire and some few others were talking about it, and a few others were working along these lines, but to-day we realize in the fullest sense what a few years the most of us had not expected to see. However, I am not going to take up your time, as we have three gentlemen present who are well able to respond to this toast, and I shall call upon the Hon. J. I. Tarte, R. L. Borden, M.P., and Major General Sir Charles Parsons to address you. The latter gentleman is a stranger to many of us but I am sure we are all glad to give him a cordial welcome.

THE HON. J. I. TARTE

The Hon. J. I. Tarte was received with loud applause and the singing of the Maple Leaf. In responding to the toast he said:

Mr. President and gentlemen: I am just back from a tour of the Great Lakes. I have seen some of them before, but never to the same extent as I have done on this

read a good deal about the trade of the Great Lakes. I have seen something of it, but what a magnificent sight have I witnessed! Standing on the bridge of the "Lord Stanley," night and day, I met ships of 5,000, 6,000, 7,000 and 8,000 tons, carrying the traffic between the ports of those Great Lakes.

River is the most tortuous stream I have ever seen, and yet ships of 8,000 tons capacity can navigate it freely night and day, because our American neighbors have buoyed the river and lighted the channel just as well as the best street in the City of Halifax is lighted. Why have not Canadians done the same thing? (Hear,



HON. J. ISRAEL TARTE, MINISTER OF PUBLIC WORKS

occasion. I started from Montreal on the 8th of July—on the Government boat. (Laughter.) I went up the Canadian canals, built with Canadian money; I went up Lake Ontario; I went from there to Lake Erie; I then passed through Lake Huron; then through Lake Superior; and then through Lake Michigan. I am addressing myself to men of this country, but I believe that very many of you have not made the trip that I have made. Let me say that this is a great Dominion of ours. I have

UNITED STATES SHIPPING

I am sorry to say that very few of those ships are Canadian. Our American friends have the control of the trade of the lakes. The waters belong to us as well as to them but we have not taken advantage of the opportunities that nature has given us. They have equipped the rivers and the waters of the lakes in a way that would surprise you. I have heard, often, doubts expressed as to the possibility of navigation of the St. Lawrence River by night. But the St. Mary's

hear.) The Americans have splendid harbours on the lakes. Milwaukee, Chicago and Duluth deserve to be seen by all who take any interest in the transportation question. Duluth, which is situated 100 miles from Port Arthur and Fort William, has one of the best equipped and most modern harbors in the world. The greater part of the immense traffic on these lakes, as I said, is carried in American bottoms. From west to east and from east to west they have an immense traffic. They

do not carry trade for export only. Their rivers and harbors are equipped for their internal trade as well. From Lake Superior their ships carry wheat to eastern points, and from eastern points they carry coal in return. They are building up great cities, great manufactures and a vast trade on the lakes, because they have solved the transportation problem, as we call it. We have not solved it yet, but the solution for us is not only possible but easy. What is our position? Look at the map for a moment and follow me. We can offer the trade to West a route 300 miles shorter than the route from Milwaukee, Duluth and Chicago to Buffalo. We are in that position. From the Georgian Bay to Liverpool we can offer a route, in round numbers, 300 miles shorter than the route through New York or Boston. We have not done in the past what we have made up our minds, I hope, to do in the future. We have the money to do it. Those who say that the Canadian people cannot make the necessary expenditure do not know the Canadian people. (Applause.)

WESTERN FREIGHT

I read in a newspaper a few days ago, that if the Canadian people could be made happy by the expenditure of money, the Minister of Public Works would make them happy. I had ventured to say that it was time for us to handle Canadian trade with our own Canadian hands. Speaking at Port Arthur, I referred to the fact that Port William and Port Arthur had not been equipped as Duluth had been equipped, and I said that while we exported 45,000,000 bushels of Canadian wheat, the most of it went in American bottoms through American channels (Shame) Yes, it is perhaps a shame, but it is not too late to mend. This year we will have 55,000,000 bushels of Canadian grain to export, and I make the prophesy that although two Canadian railroads will handle it, we will not export much of it through Canadian channels. We have not the equipment. I do not say that we have no confidence in our system of canals, but we are living in a time, in a century, where time is money and the shortest cut is generally the best. The Georgian Bay is destined to be the great centre, not only for Canadian but for the American north western trade. Speaking at the launch of a steamer at Collingwood, I had as my neighbor Mr. Reeves of the Grand Trunk Railway. Mr. Reeves you know is a great Portland man, but I said to Mr. Reeves, "Yours is a powerful company; you, Mr. Reeves, are a strong man, you command large capital, but let me say to you that no company is strong enough to face a strong Government supported by a strong public opinion, and when we are properly equipped to handle this traffic, if the G. T. Railway does not make up its mind to be a Canadian railway, I will want to know the reason why." Mr. Reeves laughed yellow because I was

cheered to the echo. Mr. Hayes resumed his office and immediately understood the position. He came to see me and paid me the compliment of saying that he had read my speech and that he had made up his mind that the G. T. Company was to be a Canadian company, and before I went on my western trip I placed my signature at the foot of a document under the terms of which the G. T. Railway Company settled in the port of Montreal.

CANADIAN PACIFIC

The Canadian Pacific Railway has done a great deal for this country. (Applause.) The Canadian people built that railway, not entirely with their money, but largely so, and it is essentially a Canadian railway. However, it has not in the past taken care of the Canadian trade on the lakes. When the trade was taken to Fort William it was open to any other company to take care of it and carry it where it liked. But the Canadian Pacific Railway, I hope, before we are much older, will agree with the Grand Trunk Railway to work from Canadian ports and will carry Canadian grain through Canadian channels from beginning to end.

THE FAST LINE

I have spoken so often on the transportation question that I do not feel called upon to say much more this evening on that subject, but I cannot stop without saying a word on the subject of the fast line. We must have transportation from east to west as well as from west to east. When I speak of Montreal I speak at the same time of St. John and Halifax. This country must be one. (Applause.) We must have our own winter ports. And I will say here that you will have the fast line, and you will have it very soon, and the port of Halifax, the magnificent and splendid port of Halifax that we have all admired so much today, is beyond doubt the natural terminus for the line during the winter months. (Loud Applause.)

With regard to the character of the service required, I know we are all of the same mind. If we are to have the fast line it must be a fast line. (Applause.) I am speaking for myself and have no right to engage others, but I am not a believer in that so-called ministry of discretion. I would rather say what I think, and may God help me if I have made a mistake, that my colleagues will regret. I am strongly in favor of the fast line, and I am equally strongly of the opinion that we must have the best ships that can be navigated. We want no half measures. A friend of mine interrupted me a minute ago and asked what about freight. In reply let me say, that I do not believe Halifax is the proper port for freight. St. John is the port for freight. (No, no). You may say "No, no." You have the right to say "No,"

but let us be business men, let us not be sectional. (Hear, hear). If you want to succeed you must be business men. Sentiment is a fine thing, but business is also a fine thing. You will have the fast line, you will have a magnificent fleet of fast steamers coming here in the winter months, but I verily believe that

QUEBEC

is the port for the summer season. I am a Montreal man, as many of you are, but I say that Montreal cannot have the fast line. Montreal will handle passengers when they are delivered there, but the fast line must reach the points where it will be most readily brought into contact with the railway system of the country.

THE TARIFF

But let me say here that transportation between the people of the Dominion and the people of Great Britain—transportation from the producers in this country to the markets of Great Britain—cannot be successfully carried on unless we have at the same time a strong British-Canadian tariff. You cannot build up this nation, you cannot be a people by yourselves, unless you have manufactures, unless you have industries which will help us to obtain cheap transportation from the North-West to the sea, and which will protect us against the inroads of American manufacturers. The geographical position of this country is peculiar. We have as our neighbors one of the greatest nations, one of the greatest manufacturing nations, under the sun. They are in a position to slaughter us if it is their disposition to do so. Although I am not a manufacturer, I have studied the interests of my country, and it is my opinion that we can sell to the Canadian consumer just as cheaply as the American manufacturer can, provided we have the proper tariff. (Applause.) I want to know why the American manufacturer of American agricultural implements should be permitted to slaughter the Canadian manufacturer? I want to know why the American manufacturer of woolen goods or the German manufacturer of woolen goods, or even the British manufacturer should be permitted to slaughter the Canadian manufacturer of woolen goods. It is a false notion that if we have a Canadian tariff to suit our own purposes, the Canadian consumer must pay dearer for what he buys. If we allow the German or the English or the French or the American manufacturer to slaughter the manufacturer of this country, what will be the result? Simply that when the foreign manufacturer becomes the master of your market, he will sell at what price he pleases. I am prepared to state this position and to stand or fall by it; that

this country must be united both in respect to cheap transportation and in respect to its strong Canadian tariff. (Loud applause).

A STRONG CANADIAN GOVERNMENT

The Government of Canada to-day must be a strong Canadian Government. The Government to-morrow will have to be a strong Canadian Government. Politics is one thing, but the interests of a nation are above all party politics. The consumers and the manufacturers of this country are one people. We are at the climax of a difficult national situation. Our American friends are making tremendous efforts to take possession of everything Canadian. When they cross the line to settle with us here that is all well and good, but when they try to get our railways, and when they try to control our navigation companies it is time to take a strong stand in support of our own interests. No Canadian industry should be permitted to be slaughtered by the manufacturers of any foreign nation. We must have industries of our own, we must build our own ships, and it is an easy thing to do it. We are building at Sorel dredges that cannot be excelled anywhere. In the east we are producing iron at Sydney, and in the west we are also manufacturing iron. If we can build ships on the Great Lakes, we can build them at Halifax. There is no reason why we should not have a ship-building policy. There is no reason why we should not carry the traffic of this country by water in Canadian bottoms and by land in Canadian cars, drawn by Canadian locomotives. I myself have built nearly a dozen dredges with Canadian industry, and they are quite as good as if they had been built on the other side of the line.

Now, Mr. Chairman, allow me to say that you have not introduced me in the way you should have done. I have suffered great injustice at your hands. I

visited Chicago a few days ago instead of going to England with some of my colleagues. If I had gone to England it is not impossible that I might have come back with some sort of a title in my pocket. But instead of going to the Coronation I remained here and went to the democratic nation along side of us, and there I was made a lord. (Laughter). I was on board the ship that bears the name of our esteemed Governor "Lord Stanley," and when the newspaper reporters came on board they made me Lord Tarte. (Further laughter). I suppose it is for that reason you have asked me to reply to this toast of "Canada and the Empire." It is not necessary for me to say much in reply to this toast. We are all proud to be Canadians, and we are all proud to be Britishers, and here let me say as loudly as I can that the French-Canadians are just as proud to be British citizens as you are, my friends, who are of British origin. There are no happier people in the British Empire than are the French-Canadians. They are happy and content. They may not have the same views that you have on all subjects, but they are loyal and good British citizens. I have travelled a good deal, and I am always glad to say that there is no finer land in the world than this Canadian land of ours. We are a free people. Is there any freer than we are? We make our own laws. Our population is good and law-abiding; our resources are immense; we possess everything that can contribute to the building up of a nation; we have abundant raw material, and what magnificent waters we have! On the one side we have the Pacific, and on the other the Atlantic—with those magnificent lakes between. We have everything we could desire. You complain, some of you, that the last census has not been satisfactory to you. It is not my fault that that is so. If you had married as young as I did that

would be all right, but, joking apart, we are a happy and contented people, and we have every reason to be so.

THE MANUFACTURER'S ASSOCIATION

Mr. President, I thank you for your kind invitation to be present with you on this occasion, and before taking my seat I desire to congratulate you on the great success of your gathering. The Manufacturers' Association is educating the people of Canada on the right lines, and there can be no greater educational power than the meetings you have held in different parts of the country. Will you take the advice of a man who has been long in public life, and who has no prejudices—try to send to the House of Commons of Canada the ablest men you can. I am sure the leader of the Opposition will agree with me that we need the best men you can send there. While we should have a strong Government we should also have a strong Opposition, and in the present leader of the Opposition you have a strong man. Nova Scotia has been peculiarly fortunate in this respect. Your present Lieutenant-Governor, the late Joseph Howe, the Hon. Mr. Fielding, Mr. Borden and Dr. Russell are all men who have done credit to the Province of Nova Scotia.

Before taking my seat I again thank you for your kindly reception. I do not know how long my political career may be, but as long as I am in the House of Commons, either as a Minister of the Crown or as a private member, you may rely on me. My views are known. I have always been a strong friend of the manufacturing interests because I believe in strengthening this country, and making it independent of our American neighbors, because I think we have a great future before us, and because in a word I am a Canadian as you all are. (Loud applause).

R. L. BORDEN, M.P.

Mr. Borden on rising was heartily greeted. Mr. Chairman and Gentlemen.—As you have been good enough to describe both Mr. Tarte and myself as jolly good fellows we may perhaps claim to be two of a kind. I think I may claim some of the credit for the holding of the present meeting of the Canadian Manufacturers' Association in Halifax, because at the last meeting in Montreal in November which I had the pleasure of attending, I took occasion to point out the great benefits which would accrue, not only to the city of Halifax, but to the members of the association as well, by having a meeting of

the association in Halifax during the present year. I am glad to say that my efforts in that respect were ably backed up by the Hon. Mr. Fielding, and that our united efforts in that direction were successful in inducing the executive of the association to decide in favor of Halifax as the place of meeting for this year. I believe that you have had a hearty welcome here, and that henceforth the city of Halifax, and your visit here in 1902, will always be associated with pleasant memories.

KNOW CANADA

Mr. Tarte referred in his speech—and

I hope I am not guilty of any want of respect for failing to give him his title—to his trip through the Great Lakes, and has pointed out to you the great advantage which the citizens of Canada generally, and which even a man so familiar with our resources as Mr. Tarte is, may derive from a better acquaintance with our country. That is a doctrine that I have been preaching for the past two or three years on every possible occasion, and I believe with Mr. Tarte that no greater duty is imposed upon the people of this country—not only upon our public men but upon our business men—than that of endeavoring to make themselves

familiar with the different portions of the country. It is in that way that we can best bring our people into a closer unity than that which has prevailed in the past. You members of the Canadian Manufacturers' Association are discharging a great duty in that respect when you hold your meetings in different parts of the country, and let the people see what manner of men you are, and also see

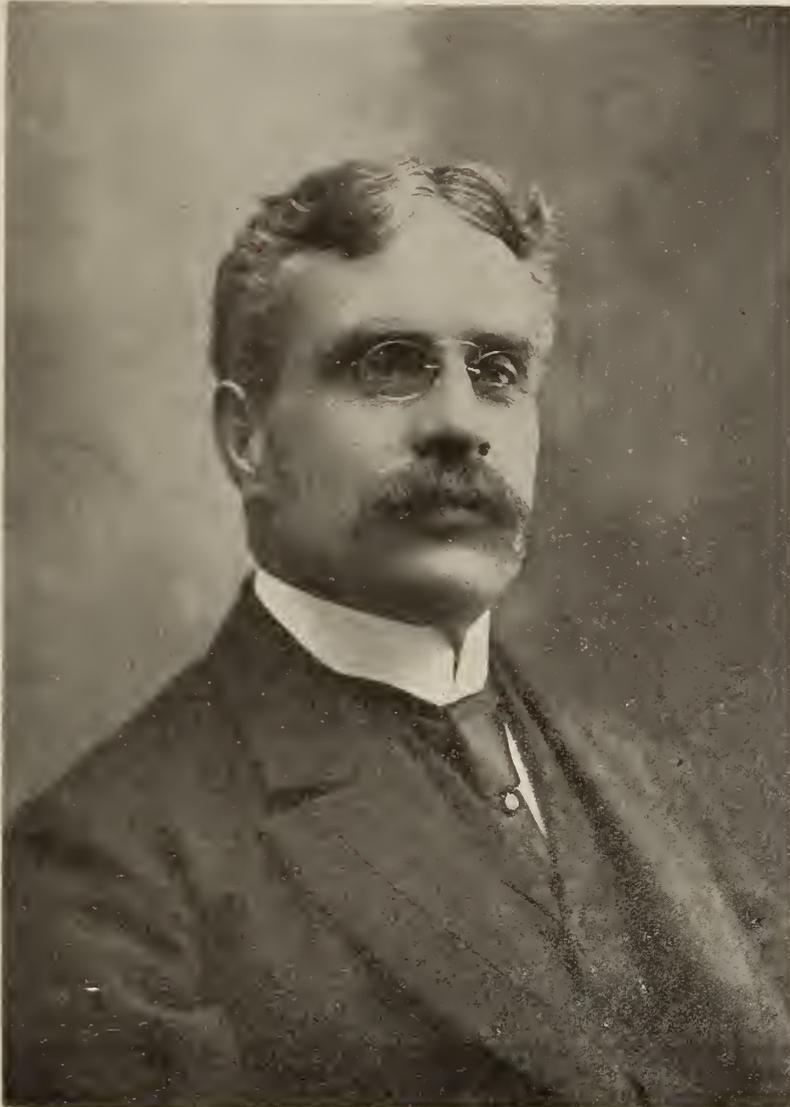
Mr. Tarte.—You can have my car.

Mr. Borden.—It is not with the idea of going to Chicago and being elevated to the peerage that I propose to take the trip I mention, but for the purpose of getting a better acquaintance with those Great Lakes which Mr. Tarte has so graphically described to us, and making myself more competent for the performance of the duties which devolve upon

bringing down of the estimates relating to the Department of Public Works by any other public man, and without Mr. Tarte, would be like the play of Hamlet with Hamlet left out.

GREATNESS OF CANADA

I am aware that I must not detain you at any length as your train leaves for Sydney at an early hour, and you have many other speeches to listen to, but I



R. L. BORDEN, ESQ., M.P., LEADER OF THE OPPOSITION

for yourselves what we for instance in this remote part of the Dominion possess in the shape of resources that may be and are being developed, thus bringing about a condition of affairs to which we looked forward for a good many years, but which is only now reaching the fruition that we hoped for so long.

Mr. Tarte referred to a trip that he recently took in a certain steamer. I would like to mention that I propose to take a trip to the West during the autumn, and I would not in the least object if he would place that steamer at my disposal.

me as a public man in the House of Commons. Mr. Tarte has referred in a flattering manner to the services which I have been able to render during the brief time that I have occupied a seat in that House. It certainly gave me a shock when I heard of Mr. Tarte's elevation to the peerage and realized what that might mean for the House of which he is so eminent a member. I could hardly conceive of the House of Commons getting along without Mr. Tarte. There is such a fire and patriotic imagery in the manner in which he presents the figures relating to his department that the

would like to add a few words to those uttered by Mr. Tarte in which he enlarged upon the greatness of the inheritance which is ours as Canadians. Although we often talk among ourselves of the greatness of Canada, and although we speak of the opportunities and resources of our country, I sometimes think that many of us hardly realize how great those resources are, and how great their development may be in the future. We in the Maritime provinces perhaps do not appreciate as we ought to do the fertile and far reaching plains of the west or the great and varied

manufacturing industries of the larger cities of Quebec and Ontario, or the rapidly developing resources of Manitoba and British Columbia. You measure the distance between our remoter points not by miles, but by the breadth of an ocean. When the sun is setting in Halifax it is shining at high noon in Vancouver. I believe that even yet we have not the confidence in Canada and her greatness and resources that we ought to have, and that every man who endeavors to implant confidence in the future greatness and resources of Canada is rendering a public service to the country no matter whether he is a Conservative or a Liberal. I for one am prepared to support Mr. Tarte in every word that he has uttered on this subject. Although in the House of Commons or on public platforms throughout the country we are apt to have sharp differences when we come to discuss public questions, that does not make it any the less possible for us to agree upon a topic of this kind, for one of the maxims that governs my public career is that the interests of the country must at all times be placed above the concerns of any political party.

TARIFF

Now, Mr. Chairman and gentlemen, my friend Mr. Tarte has given utterance to some words with reference to the tariff of the country which are not unlike those that I heard him utter nearly a year ago in Montreal, and are not unlike the words which I myself uttered in the House of Commons at Ottawa during the last session of Parliament. I regret that Mr. Tarte was not present in the House when that debate was going on so that he might have added to its vigor by putting before the House the same views he has put before you to-night.

TRADE CONDITIONS

The situation of Canada with regard to its trade is indeed a marvelous one. We bound the United States—that great country alongside of us—for a distance of 4,000 miles. We are a young country with scattered communities, and we bound for that 4,000 miles not only the greatest agricultural country but the greatest manufacturing country in the world at the present time. The only wonder to me is that the industries of Canada have made the progress they have with the tremendous competition to which they have been subjected from the country to the south of us. Look at the exports from the United States in manufactured goods. Look at their exports in the products of agriculture. Look at their total output and see what a mere fraction, their export is with their total

production, not only in agricultural products but in manufactures as well, and consider what it means to this country, which is the third best customer of the United States, if the consuming power of that country is reduced by a small fraction, or if its productive power is increased by a fraction. In either one of the cases I mention the surplus for export from the United States will be increased and Canada, which is one of the best as it is the most convenient customer for the United States, lying along the boundary line of that country for a distance of 4,000 miles, must inevitably be the place where the manufacturers of the United States will first find for their goods the slaughter market spoken of by Mr. Tarte. I do not believe that the people of Canada desire that their country should occupy that position. They are most anxious that our relations with the people of the United States should continue to be of the best, but it is also their desire that the development of Canada shall proceed not only along one line or two, but that it shall proceed along all legitimate lines. However much diversity there may be between our different interests, and I include both agriculture and manufactures, it is my belief that when the matter is placed before the people of this country they will come to the conclusion that every fair and legitimate industry must have such fair play as will enable us to prosper to the fullest extent to which the resources of the country will permit it to go.

TRADE WITH ENGLAND

In this connection I may say a word with respect to the question of the tariff relations between this country and the Mother Country. I said in Montreal, when I addressed this association there, that, in my belief, a factory in Canada was worth as much to the Empire as a factory in Yorkshire, and I have seen no reason since then to alter my opinion. I believe that we ought to give the Mother Country a fair, honest, and real preference, but I believe at the same time that that preference must be such as will give fair play to our own industries. I observe that some criticisms have been passed in relation to those who desire that the Mother Country should give us some preference in return, and our critics endeavor to point out that in asking this we are interfering unduly with the policy of the Mother Country, and are asking to place undue burdens on her people. I do not see it in that way. The Mother Country, for the purpose of raising the revenue, rendered necessary by the war in South Africa, has imposed a duty on food stuffs imported into Great Britain. What follows? It follows that

the foodstuffs going from Canada and the United States, from Europe and Australia, must all pay this duty. Are we asking the Mother Country to place any burden upon her people when we ask that in imposing duties of this nature she should give us the preference, that she should free the imports from Canada from the duty imposed upon imports upon foreign countries, and give us the chance which we are fairly and honestly entitled to, of supplying the demand in the Mother Country for articles which we are producing in and exporting from Canada? A similar preference to that which we are giving the British manufacturer of 33 $\frac{1}{3}$ per cent. on goods of British manufacture coming from the Mother Country into Canada? Is there anything unfair if we ask that? Is it not better to say that so far as the burdens of the Empire are properly imposed upon Canada we are ready and willing to take our fair share of them, but that in this matter of trade we should be given some advantage over our foreign competitors?

SOUTH AFRICAN WAR

I will add only a word more in connection with what has been spoken of by the chairman as to the closer ties established between Canada and the Mother Country by reason of the war in South Africa. That has been a good thing for Canada in more than one respect. It has been a good thing for us because it has brought our men side by side with men from the other colonies, and has tested their worth, and courage, and strength, and endurance alongside men from every quarter of the British Empire. It has brought men of Canada prominently to the front, not only in the Mother Country, but in every section of the Empire, and we may look back with modest pride upon the fact that in that war under the southern cross our men have borne themselves with a courage and consistency and endurance which has brought credit to every man in this country. I say that these men in doing what they have done have set for Canadians a standard which I am sure they will feel bound to live up to for all time. We may all take a reasonable pride in the fact that our young men, taken away from all the various affairs of life in this country, from the manufacturing industry, from the counting house, from the barristers' office, from the merchants shop, have gone to the front and shown there that the old courage and strength of the race has not been lost, and has not diminished among those members of it who came to this country, and brought up their sons and daughters here in the traditions of the dear old Motherland beyond the sea. (Loud applause).

MAJOR-GENERAL SIR CHARLES PARSONS

Mr. Chairman and Gentlemen.—It is a great honor for a soldier to be called upon to respond to this toast of "Canada and the British Empire." He is generally called upon to speak for the army, and it is a difficult thing for a soldier to speak on any subject in the presence of such orators as you have here to-night. As regards the British Empire I am perfectly certain from my own experience and observations that the British Empire does not yet understand its own magnitude. Until I reached Canada I am bound to confess that I knew very little about it. Not until I went west did I realize what a vast country and what vast resources you have here.

CANADIAN SOLDIERS

With reference to your Canadian soldiers I may say that when I was in South Africa I had the honor of commanding a flying column composed almost entirely of colonials. I had under my command men from Australia, from New Zealand and from Canada. We were about 1,200 strong. One day we received orders from the commanding officer to march to the northwestern part of Cape Colony. We had a two hundred mile march over a desolate country with no food to speak of, and bad water, but our greatest trial came when we arrived at our destination and found that the enemy had gone. I cannot help telling an amusing incident in connection with this march. A Canadian officer came to me and said, "Look here, sir, our horses are getting tired, and we have nothing to eat and something must be done about it." I directed him to take 25

men and four or five days forage, and go off and get anything he could find. He said, "That is a brilliant idea, I will go." We arranged to meet in four or five days' time. He turned up punctually to the moment, and said that he had got an excellent lot of horses. I went to see what he had and was astonished to find that he had fifty British horses bearing our mark on their hoofs. I asked where he had got them, and he said he had taken them from another one of our columns that was travelling parallel with us fifty miles away. (Laughter). It would not be fair to tell you his name. The officer commanding the other column was a great friend of mine, but I am sorry to say that he has never spoken to me since.

SOUTH AFRICA TRADE

I cannot help thinking that the announcement, if it is correct, that there is to be a direct mail service between Canada and South Africa will be of great advantage to Canada. I speak with a certain amount of knowledge from having lived in South Africa five years, and travelled over the whole of it. What South Africa wants is lumber, machinery for engineering and agricultural purposes, hardware, and boots and shoes. All these things Canada is in a position to supply, and with a line of steamers can transport the goods to the market now open in South Africa. I am certain it is bound to be a good enterprise, and that it will be a success. I hope further, that it will be a means of consolidating the Empire. From what I know of the people at home I can say

that they are entirely in favor of a thorough consolidation of the whole Empire. How far this may be carried only the future can show. When I was offered this command I made the usual visit to the War Office to pay my respects to the commander-in-chief, who requested me in coming out here to do my best to see that both the Imperial and Colonial interests were looked after to the utmost extent. It is needless to say that I promised to do the best in my power in that direction. As regards the prosperity of the Empire at large I venture to say that in no period of our history have we been so prosperous. We are now enjoying the most prosperous time that we have had in the whole course of our history. No doubt the war just closed was a thing that had to occur, and one of its happiest results has been the good feeling that has sprung up between the Old Country and the colonies. In conclusion let me say that the only thing we have to do now is to

PULL TOGETHER

Let us all row in the same boat with old England as the stroke, Australia, New Zealand and Canada as the other rowers, South Africa as the waiting member of the crew, and the King to guide us. I think that with such a crew we ought to be able to win any race that we are asked to run. (Applause).

Ex-President Munro proposed the toast of the Maritime Provinces, coupling with it the names of Hon. J. W. Longley, B. Russell, M.P., Mayor Crosby, G. S. Campbell of Halifax, and George Robertson, of St. John.

HON. J. W. LONGLEY

Hon. J. W. Longley.—Mr. Chairman and Gentlemen—We live in an age in which the practical affairs of life, such as railways, steamboats, manufactures and commercial life generally, so greatly prevail that I must confess, surrounded as I am by these influences, I have forgotten the name of the poet, whether it was Pope or Cowper, who wrote the words:

"Vice is a monster of such hideous mien,
As, to be hated, needs but to be seen;
But, seen too oft, familiar with his face
We first abhor, then pity, then embrace."

Now, I have no doubt that many within the sound of my voice will ask, What earthly connection these words can have with this magnificent gathering assembled here to-night. If you will be patient with me for a moment I will endeavor to explain as well as I can the marvelous effects of time in changing our

views and opinions. I am attending to-night a banquet of the Canadian Manufacturers' Association which I have seen for the first time within the last two days.

RED PARLOR

Previous to that time the only knowledge I had of the Canadian Manufacturers' Association was connected with a certain red parlor which I had reason to believe existed in the city of Toronto. I once was associated with a political party, but I am happy to say that I have the advantage over Mr. Tarte and Mr. Borden of being quite above those prejudices which characterize the ordinary politician. This red parlor to which I have referred is located in the Queen's Hotel in the city of Toronto, and on one occasion I availed myself of an opportunity of looking at it. Previous to that

time I had pictured it in my own imagination as being filled with furniture with crimson upholstery, its walls decorated with red paper, and its floor covered with red carpet and rugs. In the days when political spirit was running high I believed it to be illuminated by fire from the lower regions, but what do I see? I look around me to-night, and I see gathered here many of my friends and associates. I see my old friend Mr. Ross, who at one time filled the high and distinguished office of Minister of Militia. I see my friend Dr. Russell, who at one time represented the city of Halifax, and at the present moment represents another constituency in the Parliament at Ottawa. I have looked around me in the city of Halifax during the last two days, where everything has been done to make the stay of the members of your associa-

tion pleasant and agreeable, and I have asked myself, Is time the great miracle worker of the 19th century? What is going to happen? When I listened to Mr. Tarte speaking here this evening, and insisting upon a policy of Canada for the Canadians that would develop and sustain the great resources of this country, and make it one of the first and foremost among the nations of the world, and when I read the resolution passed by this association that there must be a complete and immediate revision of the tariff, and when I take the observations of Mr. Tarte in conjunction with the resolution passed by this association I can only look forward to the day, and that not far distant, when I will find my friend, Mr. Borden, standing up in his place in Parliament, and telling the people of Canada that they must rise in their might and strike down the cruel and grinding monopoly which this Government of my friend Mr. Tarte is trying to fasten upon the people. (Laughter). Some people believe in miracles, and some do not. As for me, permit me to say that I regard time as the greatest miracle worker of this or any other age. I suppose I ought to be just to the Minister and intimate that there is some doubt as to the continuity of his Liberalism.

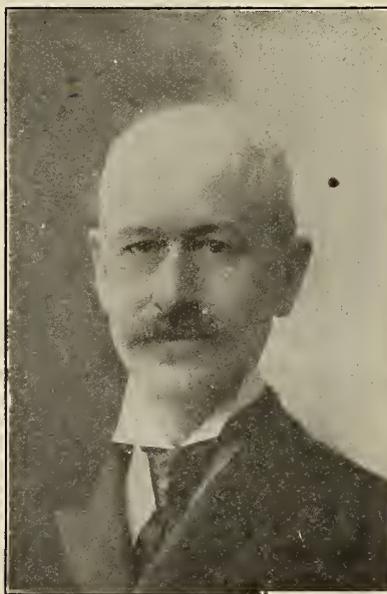
THE MARITIME PROVINCES

In connection with the toast just proposed you have been good enough to entrust to me and others the duty of responding on behalf of the Maritime Provinces. Let me say as a representative of the Government of Nova Scotia that we welcomed with the utmost possible pleasure the advent of this association, red parlor and all, to the capital city of our province. We recognize that this is an important body, and if we are to form any judgment of it, and I hope we are at liberty to do so, I feel that we should judge it by the magnificent address of your retiring president, in which not a sectional word was uttered, in which there was not a word unworthy of the highest type of Canadian citizenship, and in which every topic was dwelt upon in a broad and generous aspect. I say that if we are to form our judgment of this society from the address to which I have just referred, it has a great and vast purpose to subserve in this Dominion, and every patriotic Canadian can wish it God speed. I have pleasure in seeing before me many distinguished men from other provinces of the Dominion. I believe there has been an impression in the other provinces that this province was disloyal to the Dominion, and that we were seeking to rend asunder the work of Confederation, inaugurated amid great difficulties in 1867. There

may have been some foundation in the past for such a charge, and these early impressions are apt to linger, so it seems fitting for me to say that any prejudices which may have existed in the past have been now obliterated and set aside by that miracle worker time, and that today there is no one province of Canada in which the Canadian feeling is stronger or more intense than in the province of Nova Scotia.

TARIFF

In respect to the tariff I am not an expert, and do not undertake to speak as one, because the function of a member of a Provincial Government is not to deal with tariffs, and I have no intention of meddling with matters that come peculiarly within the scope of the Parliament of Canada. But let me say that there is no moral question in a tariff. The



HON. J. W. LONGLEY,
Attorney General of Nova Scotia

question with all nations in regard to framing a tariff is to frame it with the object and purpose of satisfying the direct and immediate interests of the country for which it is framed. Whatever the necessities of Canada are, those are the necessities that are imposed upon the Government. If it is immoral to impose a 50 per cent. tariff it is equally immoral to impose a 10 per cent. tariff. It is not then a question of a 10 per cent. or a 20 per cent. or a 50 per cent. tariff, but it is solely and entirely a question of giving relief, and of promoting the best interests of Canada.

RECIPROCITY

There is one other matter that I feel it incumbent upon me to mention, and that is that in the month of April last I was invited to the city of Boston to deliver

an address before a large gathering on the subject of reciprocity. I am pleased to notice that our friends in the United States are beginning to wake up on that question, but when I was called upon to address them I took the liberty of saying that we had gone to Washington year after year seeking a reciprocal arrangement of the tariff which would be mutually fair and just but that we had been repeatedly and systematically repulsed, and repulsed with scorn. Therefore, I said, the time had gone by for the people of Canada to send delegations to Washington, and that no more delegations would come from Canada to Washington, and that any delegation that came on the subject of reciprocity would have to come from them. (Applause). I told them that if they wanted reciprocity they had better begin at Jerusalem, that they should go to Washington and prevail upon their own Government to offer us fair terms. I mentioned another fact. I mentioned the fact that at this moment Canada was importing the products of the United States to the value of \$120,000,000, and they were taking from us our products to the value of only between \$30,000,000 and \$40,000,000, and that while Great Britain was taking from us our products to the value of considerably over \$100,000,000 we were taking only between \$38,000,000 and \$40,000,000 of their products. I told them that sooner or later the question was sure to present itself, how long we were going to permit them to send us \$120,000,000 worth of their products and take only \$30,000,000 worth of our products in return, and that while I wanted no hostilities between the two countries, but on the contrary believed that the interests of the two countries were involved in preserving the most friendly relations, such relations could only be maintained on the basis of what was fair and just, and that if the United States did not deal fairly and justly with us we would be driven to seek elsewhere the extension of our trade, and the fair treatment that they refused to give us. These are the views that I entertain, and they are materially the same as the expression of sentiment uttered this evening by the Minister of Public Works. I have no hesitation in saying that his speech to-night will be a revelation to many people in Canada, yet he has done no more than express in his speech the common sense conclusion that any man responsible for the best interests of the Canadian people must entertain.

MARITIME NATION BUILDERS

I do not want to say anything in particular in relation to the Maritime Provinces. It has been stated that we have produced a number of clever men who have won distinction, not only for

themselves, but for the Dominion of Canada. We have given you Sir Charles Tupper, we have given you Sir John Thompson, we have given you a Finance Minister whose name is known and honored throughout the British Empire, and recently when the members of the Liberal-Conservative party were called upon to select a leader it was not to Ontario they went, it was not to Quebec that they went, they came to the Province of Nova Scotia, and if, in the course of events, there should be any other Premier in Canada than Sir Wilfred Laurier, I am glad to know that that Premier is likely to be my friend and neighbor Mr. R. L. Borden. It would not be fair for me to confine my observations to the province of Nova Scotia, especially as I am aware that the gentlemen who was to represent the province of New Brunswick is unfortunately not here. The Province of New Brunswick has contributed to the Government of the Dominion, Mr. Foster, who proved himself to be an able man in the administration of the affairs of the country, and later New Brunswick has

contributed Mr. Blair, who occupies the position of head of one of the most important departments in the Dominion of Canada.

NO SECTIONALISM IN CANADA

So far as the Maritime Provinces are concerned, and so far as their best sentiment is concerned, we wish for no sectionalism. We are pleased to think that the tide of prosperity is now flowing in our direction. There was a time when it appeared to be otherwise. The Toronto Mail at one time ventured to say that the Maritime Provinces were drying up. Perhaps there was some justification for this at the time, but if so there is none to-day. In various parts of Nova Scotia there is an amount of prosperity to-day that has not been equalled at any previous period in our history. In the Island of Cape Breton they are developing a magnificent industry in which no man can fail to be interested, and it is of such a magnitude and is such a factor and element in our national prosperity, as to give light and color to all sections of the Dominion. Therefore, in speaking

for the Maritime Provinces I need do so in no sectional manner. In meeting with you we extend to you a most cordial welcome as representing other great and important sections of the Dominion. In meeting with you we, in the Maritime Provinces, feel it our duty to forget all sectional ideas and, with you, exert our most strenuous efforts in one common endeavor to make this magnificent Canada of ours great and prosperous, and to make it a country that everyone can be proud of. The 19th century was the century of the United States. I believe in my heart of hearts that the 20th century is to be the century of Canada, and that before that century is ended there will have sprung up in the northern part of this continent a nation not only great in resources, a nation not only prosperous and popular, but a nation great in the sense of the fine moral fibre of the people, and an energy in developing and impressing upon others their aims and purposes that will contribute in a marked degree to the highest prosperity of the world.

DR. B. RUSSELL, M.P.

Mr. Chairman and Gentlemen.—I should not so jauntily have undertaken to respond to this toast had I known that the appalling situation was to present itself to me of being obliged to follow so eloquent and humorous a speaker as the Hon. Attorney-General, but, even before I realized this appalling feature of the situation, I was obliged to turn in despair to my esteemed friend on my right, and ask him for heaven's sake to give me something to say in reference to the Maritime Provinces to which this toast is addressed. My friend said there is one thing you can say, and that is that there are many people who endure the torments of a voyage of three or four thousand miles over the ocean to view

NATURAL SCENERY

which does not excell in variety and beauty that which could be found at their own doors. He instanced the tour of the Trossachs with its winding roads, its heather clad hills and its lovely lakes. You yourselves are to embark at the end of this banquet—that is those of you who may be in a condition to do so—for a brief trip to the island of Cape Breton. If it were feasible for you to quit the train at Port Mulgrave and, sailing down the Strait of Canso, pass through St. Peter's canal, and then proceed up through those waters, whose golden glow gave their name to the Bras d'Or lakes, I am sure that you would realize the soundness of my friend's observation, which, moreover, is in line with the

counsel given by Joseph Howe to his fellow countrymen when they went abroad, always to speak well of their own country, and if they could find nothing else to brag about to brag about the Bore of the Bay of Fundy, the like of which was to be seen in no other part of the world. But the Maritime Provinces have other things to brag about than the Bore of the Bay of Fundy. Our friends from the city of St. John can boast of their reversible falls, which are a most interesting natural phenomenon in connection with their remarkable harbor, of which somewhat the same thing might be said as General Grant—I think it was—is reputed to have said of Mark Twain's celebrated war map of Podunk—that he had never seen such a map in his life before, and never expected to see such a map again. (Laughter). It would be an ungracious thing for us to invite our friends from the upper provinces to come here for the purpose of hearing us boast of the merits of our part of the Dominion, but if they will permit me to philosophize a little I might be permitted to mention what have appeared to me to be the causes of the very great intelligence which we are in the habit of thinking characterizes the people of the Maritime Provinces. It is a well known historical fact that these provinces have been colonized to a very considerable extent by the Loyalists who left their own country, and in some cases their own kindred, in the latter part of the 18th

century. Now, it is my conviction that no man or no class of men have ever been found who were willing to endure hardship, peril and oppression for the sake of an idea unless they were exceptionally endowed in point of intellect and morals. Even if the idea is a wrong one the willingness to suffer for it is indicative of moral strength and intellectual force; but in their case the idea was a right one, for it was the idea of loyalty to conviction and fidelity to what they believed to be right.

SEA FARING PEOPLE

But there is another idea to which the prominence which it merits has, I think, never been given. The people of the Maritime Provinces have among them at all times a large proportion of their population who go down to the sea in ships, and do business upon the great waters. From every seaport town in the province of Nova Scotia and New Brunswick men have gone out who have travelled over the wide world, have seen men and cities, have had opportunities of studying different civilizations, and have become receptive to new ideas. When these men return to their homes and settle down in their native towns, everyone of them becomes a centre of intelligence and a source of information, and I am confident that that has had this result, that our people upon the seaboard have acquired an amount of knowledge, a vivacity and a receptiveness which is not

excelled among the common people of any country in the world.

NO SECTIONALISM

One thing I think we might boast of, if it were in good taste to boast of anything, and that is the entire absence of the spirit of sectionalism throughout the Maritime Provinces. We do not here complain when we learn that a large vote of money is being made for the canals of the province of Ontario, or for the railways that are required for the development of the great West. We receive little or no direct benefit from these votes, and some of the shrewdest and most intelligent men of the Maritime Provinces have entertained the conviction that the railway development of the country has been an injury rather than a benefit to the commerce and industries of the Maritime Provinces. But when my friend Mr. Tarte brings down his enormous votes for the development of the public works of the country, and my friend Mr. Blair presents his huge estimates for canals in which we are but remotely interested, if at all, we realize that they are for the good of the country as a whole and gulp them down. Now, it is only fair, and if you will permit me to give this exhortation to our friends from the Upper Provinces, who are present with us to-night, when we accept so cheerfully these enormous expenditures for services in which they are interested they should be equally cheerful when some comparatively small vote is called for on behalf of services that are of interest to the people of the Maritime provinces. When Mr. Blair asks for some comparatively trifling sum of money for the equipment of the Intercolonial Railway I would ask them not to baulk at it or hesitate or grumble about the sink hole of the Intercolonial Railway, but to realize that it is a service which would deserve recognition if it were of interest only to the Maritime Provinces, but which has a special claim upon the treasury of the country, because it is the material bond upon the faith of which our provinces entered into the union.

TARIFFS

A great deal of the discussion that has taken place this evening has naturally had reference to the question of the tariff. My friend, the Attorney-General, seems to have realized that with reference to this matter old things have passed away and all things have become new. Speaking for myself, when I listened to the startling concessions made in this connection by the Attorney-General I must confess that I felt something like the old Covenanter—in the "Heart of Midlothian" I think it was—who remarked that he and Davie Deans were the only two who had remained faithful to the

covenant, and added that he "was no' sure o' Davie."

Let me in conclusion express my gratification in meeting so many of the representatives of the great industrial interests of the country, and to express my confidence that their deliberations and resolves will tend to the development of our industries, the expansion of our commerce, and the promotion of the best interests of this great country which is the goodly heritage that providence has placed in our hands. (Applause).

MR. A. B. CROSBY

MAYOR OF HALIFAX

Mr. Chairman and Gentlemen—In listening to the remarks made by previous speakers I had almost made up my mind that I was attending a convention of the Liberal-Conservative party. Mr. Tarte, Mr. Longley and Dr. Russell made excellent speeches, sounding very much as if they were seeking a nomination, and I began to wonder whether the convention was going to adjourn without nominating anyone. We are here, or rather this organization is here, for the purpose of discussing matters relating to the interests of this country, and I would not be on my feet after listening to the eloquent remarks of the gentlemen I have named were it not for the Irish blood I have in me, for it would take a bold man to attempt to make a speech after those that we have listened to. Mr. Chairman, I want to say that I have always been a protectionist, and that on this point I have never been under the necessity of changing my opinions. We have heard much said about shipping Canadian goods to foreign markets, but I say that we should first of all give our attention to the home market. We have here right at home a large market for our goods, and as has been said already all we require, with the energy and ability that we already possess, is the proper tariff.

Every Canadian should be glad and proud to wear and to use goods manufactured in Canada; and I would say to the manufacturers of Canada not to be afraid to put their names on their goods and show where they were made. Before taking my seat I wish to express thanks to the Manufacturers' Association for having selected Halifax as their place of meeting this year, and I am sure we would all be glad if you would come here next year again. The able and instructive address of your late president was one of the most valuable papers that I ever listened to on the commercial interests of this country. I was pleased also to have had an opportunity this evening of listening to the Minister of Public Works, Mr. Tarte, because I have heard it said by gentlemen who know him well

that if you once get him in any place you are bound to be successful forever after. I hope his coming here will be of advantage to us. I understand that Mr. Tarte favors the establishment of the fast line and the securing for that purpose of the highest class of vessels obtainable. If so, the sooner he communicates with his colleague, Mr. Blair, the better, as it is understood that gentleman is of the opinion that boats of the 18 knot class are all that we require. If Mr. Blair's views prevail the whole scheme will be a failure, because we are building schooners down here that can sail nearly 18 miles an hour.

MR. GEO. S. CAMPBELL

PRESIDENT HALIFAX BOARD OF TRADE

I should like to say a few words on the Maritime Provinces as a field for manufacturing enterprises. We should study our natural advantages, and then endeavor to use those advantages to the greatest possible extent. What advantages have we in the Maritime Provinces for manufacturing enterprises. In order to be successful in manufacturing you require two or three conditions. You require to have your raw material near at hand and easily obtainable; you require competent labor, and you require transportation facilities for the distribution for your products by land and sea after they are manufactured. How do we stand with regard to these various requirements? With regard to raw material, we have magnificent coal fields, and we know that cheap fuel is an important factor in connection with manufacturing enterprises. We are better situated in that particular than any other province. In addition to coal we have iron ore of the best quality immediately available, and we are in a position to make and sell iron and steel cheaper than it can be made and sold in any other part of the world. These two factors open up manufacturing possibilities in this province to an immense degree. Mr. Tarte has referred to the shipbuilding industry. We are going to have that industry in Nova Scotia just as surely as I stand here. In former days we built wooden ships in this province that were second to none in the world. We not only built them but we sailed them, and we will do the same again. We have a hardy and industrious population who can put their hands to all kinds of work and become expert in any trade. Our harbor facilities cannot be excelled. We are right on the borders of the ocean with fine free open ports, one of which you have seen today, where ships of the largest class can come and go at full speed at all seasons of the year. With regard to our internal facilities they are improving all the time,

and when the railways now projected are built we will have all that we want. Our only weak point is our connection with the West. As you know we are tied down to one line of railway—the Intercolonial. The Intercolonial is a very good road as far as it goes; but it has no effective connection west of Montreal, and this is what we want.

Now, Mr. Chairman. I just wish to thank you for the courtesy extended to our Board of Trade by asking me as its representative to speak in reply to this toast, and I wish at the same time to say how much we have enjoyed your visit to our city. It was a pleasure to have so many ladies and gentlemen from the west come among us, and we trust that on your return you will carry with you pleasant memories of your visit to the Maritime Provinces.

MR. GEO. ROBERTSON, M.P.P., St. John

Mr. Chairman and Gentlemen.—I regret that the Attorney-General of our province is unable to be here to respond to this toast as he was expected to do. However, in his absence, I must thank you Mr. Chairman and the mover of this toast for the courteous manner in which it was proposed, and the hearty way in which it was received by this meeting. There are only one or two thoughts that I will briefly express. The first is the progress we have made which has rendered it possible for us to have such a meeting as this at all. Twenty-five years ago it would have been a simple impossibility to have called together such a convention as we have assembled in this good city of Halifax to-day. At that time we did not know each other as we do now, and there was not enough interest to induce us to come together in any city for the purpose of advancing the manufacturing interests of Canada, and considering in what way we could best further the interests of the manufacturers of Canada, and not only the interests of the manufacturers of Canada, but the questions which Mr. Tarte has so ably placed before us to-night, the transportation of the products of the Dominion to foreign countries and the transportation of the goods which we import from foreign countries to various points in Canada. In this connection let me say that while it is all right that Canada should look well to the interest of her own manufacturers it takes two to make a bargain, and if you are going to have a great export trade you must also have a great import trade. It cannot be all one-sided.

The energetic Minister of Public Works may be assured that he has

spoken words to-night with respect to the transportation facilities of the Dominion of Canada that have sent a warm glow, not only through the hearts of the people of this good city of Halifax, but which will be felt throughout the length and breadth of Canada. I would say to him, Go on sir, and fear nothing. I like his remark that "Canada is able to do this work, and that she has the money." There are tens of millions of dollars seeking investment in Great Britain and the United States, every dollar of which might be invested in Canada.

Time will not permit me to say more than that, on behalf of the Attorney-General of New Brunswick, I thank you for the invitation to be present here. I regard it as an honor to our province. I am proud to be here and to have been able to participate in the sail on the beautiful harbor of Halifax to-day. Dr. Russell referred to the harbor of St. John, and there was a good deal of humor in what he said. I will say frankly that I do not believe there is a finer harbor in the world than the harbor of Halifax. I certainly have never seen a finer, and I felt proud when the corporation of the city of St. John passed a resolution in favor of Halifax being the terminal port for the fast Atlantic service. "Conditionally," someone said. Certainly, so far as it was said that there were also to be ten or twelve knot steamers. We think that we have won our spurs in St. John. We have a harbor there that is an ocean compared with the Clyde, and you all know the old saying that "the people of Glasgow made the Clyde, and that the Clyde made Glasgow."

MR. J. R. HENDERSON CHAIRMAN OF THE NOVA SCOTIA BRANCH

Mr. Henderson, chairman of the Nova Scotia Branch of the Canadian Manufacturers' Association, in proposing the next toast, "The Manufacturing Industries of Canada," spoke as follows:

Mr. Chairman and Gentlemen.—I think it may be as well to admit that in Nova Scotia we have been somewhat slow in embarking in manufacturing enterprises, but I also think it can now fairly be said, that in recent years, a new era of hope has dawned upon the people of this province.

DEVELOPMENT

Unfortunately, the city of Halifax is still somewhat backward in this respect, unless we are permitted to include in our list of manufacturing industries, our banking institutions which keep steadily manufacturing dividends and surpluses; but throughout the province generally, notably at Amherst, Truro, New Glasgow and Yarmouth, there has been of

late years a steady and satisfactory development. It is, however, to the eastern part of the province, to the Island of Cape Breton, that we now look with feelings of especial pride at the great industrial developments which are there taking place in connection with the works of the Dominion Iron and Steel Co. at Sydney, the Dominion Coal Co. at Glace Bay, and the Nova Scotia Steel Co. at New Glasgow and elsewhere.

The successful growth of these great enterprises is engaging not only the interest of the people of this province, but of the whole of Canada; and to us, one of the most gratifying features of this development is the interest which is being awakened in the wealthier cities of Canada, particularly Montreal and Toronto, by the opportunities for the investment of capital in this province, and also in the wider knowledge which is being obtained regarding the capabilities and resources of Nova Scotia. In this connection it is exceedingly gratifying to us that the members of the Manufacturers' Association, representing practically every line of manufacture in the Dominion, chose Halifax this year as the place of their annual meeting, and we are pleased to know that when the labors of the meeting are over, it is your intention to visit Cape Breton and see for yourselves some of the great industries to which I have alluded. I hope and trust that the trip will not only be enjoyable, but that it will prove only the first of similar journeys to our province, and that, as time goes on, we shall see more and more of the people of the Upper Provinces coming down this way for recreation, and perhaps to inspect such works as I hope will even rival our successful bankers in the manufacture of dividends and surpluses.

MR. DRUMMOND, Montreal

Mr. George E. Drummond, replying to the toast "The Manufacturing Industries of Canada," said:

I first want on behalf of the Manufacturers' Association to thank the citizens of Halifax for the splendid entertainment they have given us while here. Some of us had heard of "Blue-noses" before coming here. We looked for them but we failed to find them. We have seen nothing but smiles since our arrival, and we have received nothing but the best of treatment. With respect to the work that we have been doing, we want to say that we have no thought of politics. It is above that, and thoroughly Canadian, and if anything is wanted to set a seal upon that, the resolution we passed yesterday, and which we hope to send abroad throughout Canada, should do so, because it embodies the result of

our experience and indicates what we believe will make Canada a great nation. The speeches of Mr. Tarte, Mr. Borden, Mr. Longley and other gentlemen are to the same effect. And I want to say here, as I said on the floor of the Board of Trade at Montreal, that we have never had a better Minister of Public Works than Mr. Tarte, and the confidence he shows in the future of Canada is something that should be an example to every manufacturer. The work he is doing to solve the question of transportation by taking the wheat of the Northwest and carrying it through our own canals and over our own railways to our own ports on the seaboard, is something that is profoundly interesting to us all. I hope many such shipments will be sent to Halifax because Halifax belongs to the manufacturers of other parts of Canada as much as it does to any of its own citizens. It is our winter port, and I was glad to hear Mr. Tarte say so. We want to secure that trade and take it away from our neighbors to the south, who are not giving us anything for it.

TARIFF

With regard to the tariff question the time has come for a revision of the tariff—that is in the opinion of the manufacturers of Canada—and we want to say that we include the farmers of Canada, because the Canadian farmers are fast becoming manufacturers. We consider their cheese and many other products that they have to dispose of as being manufactured articles quite as much as anything that we produce, and they have shown their ability to make a splendid record in the markets of Europe. In agricultural machinery we are known all over the world. There was a time when this was not so. Not long ago a friend of mine had a call for a grinder of a peculiarly old type, and he replied to the man who called for it in the words of Scripture. "Two women were grinding at a mill, one was taken and the other left." If you can find the one that was left you will get the article that you require." I might say on the tariff question that there are one or two articles to which some reference might be made. Woolen goods, agricultural implement and steel rails. Steel rails, are admitted free of duty, and from five to six million dollars worth are coming in each year. In the province of Ontario and at Sydney in this province great works are being erected, and immense sums of money are being expended for the purpose of producing steel rails in Canada from Canadian steel. Free traders tell us that we might buy them cheaper in the foreign markets. That reminds me of a story told of the late Mr. McKinley, President of the United States. Mr. McKinley held up a

knife which he said cost him \$2.50, but it was bought in the United States, and made by American workmen. He was told that he might have bought a similar knife made abroad for \$1.50. "Yes," he replied, "but in that case the \$1.50 would have gone abroad; in this case, the \$2.50 is still in the United States and the knife is right here."

MANUFACTURE OF STEEL RAILS

John Stuart Mill says that "to draw inferences is the great business of life." Let us consider how our American friends have built up their great steel rail industry, and then take at the inception of the industry an equally wise course to establish the manufacture of steel rails in Canada.

Prior to 1870, steel rails required for use in the United States were largely imported from Great Britain.

In 1870 Congress placed a duty of \$28 a ton on steel rails and ingots, and the results have been most wonderful.

In 1870 only 30,000 tons of steel rails were made in the United States, but in 1888 they manufactured 1,386,277 tons of steel rails, and from 1887 to 1890 inclusive they made 16,763,116 tons of steel rails, enough to build or relay over 150,000 miles of railway, and over 5,500,000 tons of Bessemer steel ingots for other industrial purposes.

The average cost of this, 22,300,000 tons of steel was about \$50 per ton, amounting to the enormous sum of \$1,115,000,000.

Supposing we allowed \$220,000,000, or 20 per cent. as profits to the manufacturers, a profit probably much larger than the actual profit, there is left a balance of close on \$900,000,000 to the credit of the laboring men, who converted that great mountain of iron ore into first class steel. Were these workingmen, or the local farmers who raised their food supply growing poorer under protection? Again, suppose the American Congress had followed the advice of free traders and not put on that duty of \$28 per ton, nor any protective duty, the United States would have been obliged to import from England all that enormous quantity of steel. The free trader asks, "What difference would this plan have made with the American workingmen, capitalists and the country generally?"

This, the foreign workingmen would have received nearly \$900,000,000 for that labor instead of the American. The foreign capitalists would have pocketed \$220,000,000 profits instead of the American. True, the Americans would have had their rails and ingots, but the resulting benefits to that nation would have been as follows:

On the one hand free trade plus the steel, but minus \$220,000,000 of profits and almost \$900,000,000 of wages, and, on the other hand, protection plus the steel

and plus \$220,000,000 of profits, and plus almost \$900,000,000 of wages, to be spent at home among farmers and others who supplied the necessaries of life to the workingmen so employed.

We propose that our people shall carefully examine the result of American methods in the building up of the enterprise of steel rail making, and that we adopt similar methods here in Canada, giving to our own steel rail mills efficient protection, so that the business may be preserved to Canadian labor and capital, and that whatever we have to spend for steel rails shall be kept in the country, for the country's good. This in the interest of the farmer, quite as much as of the workingman and of the manufacturer.

We propose to do that right here in Canada, and with the support that Mr. Tarte and Mr. Borden give us we believe we can accomplish it. Canada is one of the wealthiest countries in the world in natural resources, and stands as an Irish friend of mine said, "Stands like a young giant with her back against the pole and her feet in the Great Lakes."

MR. C. H. WATEROUS, Brantford

When I came to this banquet I did not expect to speak, but I appreciate very much the honor of being called upon to do so in connection with this toast. I want to say, particularly for the western representatives, how much we appreciate the kindness shown us by the people of the city of Halifax. I first visited Nova Scotia, I think 27 or 28 years ago. The name of Canadian was not much thought of at that time, but I notice quite a difference to-day. While the attainment of wealth is not the chief object that we should have in view we must have some object if we wish to arrive at the ends that we all desire to reach. With reference to the tariff it is well to suggest that we must not look for any selfish interests. We should not go to the Government and tell them that we wish to have any special interest conserved or protected. What we desire is a tariff that will produce the best results for the whole of Canada and will advance all our great industries, agricultural, mining and manufacturing. The export of wheat has been referred to. We want to go further and export the manufactured article. By doing that we will be giving employment to our people. What we want is capable men, men of brains and energy to develop the natural resources of the country.

The toast of "Technical Education" was proposed by Professor Goodwin, of Kingston School of Mines.

PROF. GOODWIN

Mr. President and Gentlemen.—There are two things that I am not going to do. I am not going to declare my intention of being brief. That is dangerous. I will leave you to judge of that after I have got through. Neither am I going to declare my position on the tariff question. Having thus cleared the way I would like to call to your attention that this association invited me to speak before it at a dinner at Toronto, and on that occasion I made a plea for technical education—rather a strange plea it may have seemed. It was through the efforts of a man who had received a thorough technical education that a process had been discovered by which whiskey could be so purified that the usual after effects of it would not be felt. Let me add that the process has not yet been thoroughly worked out, and is not yet in operation.

The words "technical education" must include not only what is usually implied by that term, namely trade schools, but also schools of a higher character corresponding with our high schools, and also schools that may be considered to be on a par with our universities, in which we can train men who will investigate and make discoveries. If we are to follow out the policy that this association has inaugurated so successfully and vigorously, of doing things ourselves, we will at once begin to train men in our own country who will make discoveries for us instead of being content to stand by and take all our discoveries from other nations. If we depend on other nations for our discoveries we are apt to fall into the same mistake that Indian Joe did, who being in a shop one day and seeing a clerk turn on the electric light, watched his opportunity and cut off one of the lamps, and took it home and hung it up in his wigwam, and was unable to understand why it would not work. If we do not give the opportunity to our young men of getting the highest kind of scientific training we are apt to miss our opportunities. The question that is sometimes asked is, will it pay? I think I shall confine myself in what I have to say further to this to one thing—what will it cost. It will cost a large sum of money—a sum enormous in comparison with what we are now spending. An annual expenditure of \$500,000 does not seem large to some cities in Europe—to some small cities in Europe—but it would frighten us. In answer to the question "will it pay," I will give just one instance to show that it will pay and pay handsomely. In 1896 the mineral corundum was discovered in a corner of the province of Ontario. The Government of Ontario gave to our school the task of developing that field

and putting it in a condition for investment. That was done in two summers' and one winter's work. A company was formed and invested capital, and that company has since produced corundum to the value of \$100,000 a year. At the time this work was done the province was spending \$6,000 a year on the mining school. I will leave it to you to work out for yourselves whether the experiment paid or not. I thank you for the honor of permitting me to address you, and I hope my address has been brief.

PROF. ROBERTSON, Ottawa

Mr. Chairman and Gentlemen—A man who has a technical training can always do a great deal of work in a short time and do it well. All kinds of education that are worth naming stand for acquiring power. A Government may regulate manufactures, and to a certain extent it may widen or restrict profits, but it can never confer power on the citizen. That is the part of education and of the Omnipotent Creator. If we desire the people of this country to buy Canadian products we must study how to make them well and cheaply. For my own part I buy things in the United States whenever I can buy them better and cheaper than I can here, and I will continue to do so as long as I can. I am deeply interested in technical education. I am spending \$100,000 of one man's money a year in laying the foundations for technical education apart from the Government grant. We have seen what technical education can do in connection with agriculture. The technical education furnished by the Dominion Government, and by the Provincial Government, aided by the individual, has enabled us to fill our home markets with the best of good food, and has enabled the farmers of this country in ten years to increase their exports from \$24,000,000 to \$72,000,000. The land was no better than it was before, and they had no special tariff to aid them. All that they had was the advantages of technical education. This is enough to show that technical education makes for practical power in the individual. In this particular we are far behind other countries, such as Germany, France, England, Denmark and Sweden. You cannot have a strong people whose belief in education is limited to the three R's. We must have also the three H's, head, hand and heart. Mr. McDonald, who is one of the largest manufacturers in Canada asked me some time ago how he could best assist technical education. My advice was to join manual training departments to the public schools. This was decided upon, but we had to bring in forty

teachers from outside countries to show us how to make Canada a country worth living in, and to enable us to hold Canada for the Canadians. There are now 7,000 boys taking a three years' course. If you put up \$10,000, and start a school in one place, the tendency will be to lead to the establishment of schools elsewhere. It takes a lot of money to get good men, but the best place you can put your money is in good men. The best kind of a university is a log, with a good man at one end of it and a boy at the other. You could put up \$500,000 for this purpose and never miss it. Let your aim be, technical education for power, and then for plenty. When we acquire this power the rest will follow. Government privileges will not need to be sought when we have the best men to work up our raw materials. Knowledge is the power that always masters the market.

PROF. MACKAY, OF DALHOUSIE COLLEGE

I can only express my concurrence in the remarks made by Prof. Goodwin and Prof. Robertson. This is a subject that we cannot afford to treat lightly, and after the addresses given I feel that I need add only a word or two. As has been pointed out, we have two classes of technical education. The one class is designed to give us educated workmen, and I am sure that without discussion we will agree that kind of education deserves the support of everyone. There is another class of technical education which is intended not only to educate men to do well the scientific side of work, but to enable them to view with a critical eye the processes they are carrying out, and ask whether or not those processes might not be improved, and whether or not the waste might not be turned to better account, and also to investigate whether or not those processes are the best and the most economical. Without further discussion I think we can all agree that this kind of education deserves the highest encouragement and support, and is of the greatest value to the industries of a country. We are in some respects highly favored in Canada in being one of the youngest industrial countries in the world, and able, therefore, to profit by the experience of other countries. We are in a position, not only to profit by their errors but to gain something from their successes. I might refer in this connection to what has been accomplished in utilizing the by-products of coal tar. Three of the largest works of Germany which are engaged in this work have declared dividends of from 18 to 24 or 26 per cent. The policy which has re-

sulted in the declaring of these large dividends is the policy of supplying industries with the highest kind of research, and I look forward to the time when, with a similar policy such dividends will be made in Canada.

THE PRESS MR. W. K. GEORGE

Mr. Chairman.—Before we separate allow me to say that one of the greatest factors in the national life of Canada is the press. Permit me then, without saying anything further, to propose the

toast of the "Press," coupling with it the names of Mr. McCurdy of The Herald, and Mr. Faulkner, of The Chronicle.

MR. MCCURDY, Halifax Herald

Mr. Chairman.—I am sure it is a good thing that this association has come to Halifax. It may not do the association very much good, but it will be a benefit and an inspiration to the people of the Maritime Provinces.

MR. FAULKNER, Halifax Chronicle

Mr. Chairman.—Any influence that I can exercise in regard to the manufacturing

and other interests of the country is chiefly that of a cheerful optimist, but I think I may say for those identified with me, as well as for myself, that we have shown both by our words and by our work that we have a great abiding faith in the future of Canada. I thank you cordially for having included this toast in your list.

It being now within a half an hour of the time fixed for the departure of the train from Sydney one of the most successful gatherings of business men ever held in Canada was concluded by

"GOD SAVE THE KING."

MEMBERS OF THE ASSOCIATION AT HALIFAX CONVENTION (125)

The following is a list of members of the Association who registered :

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The attention of Members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

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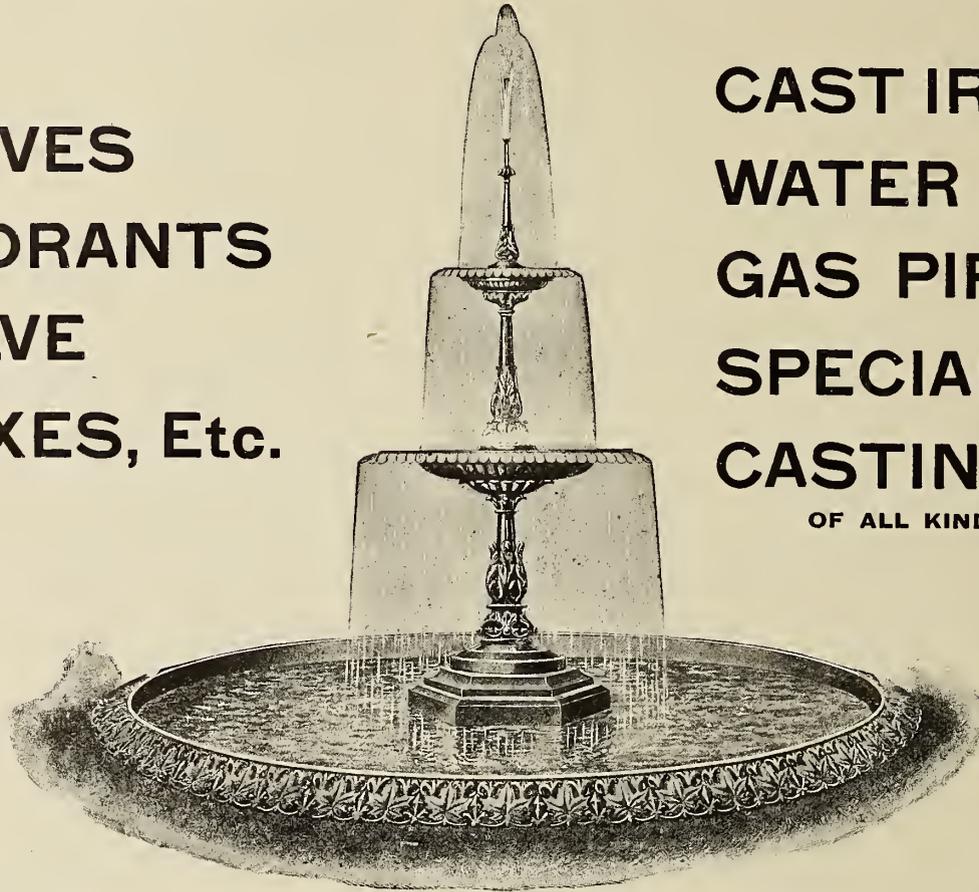
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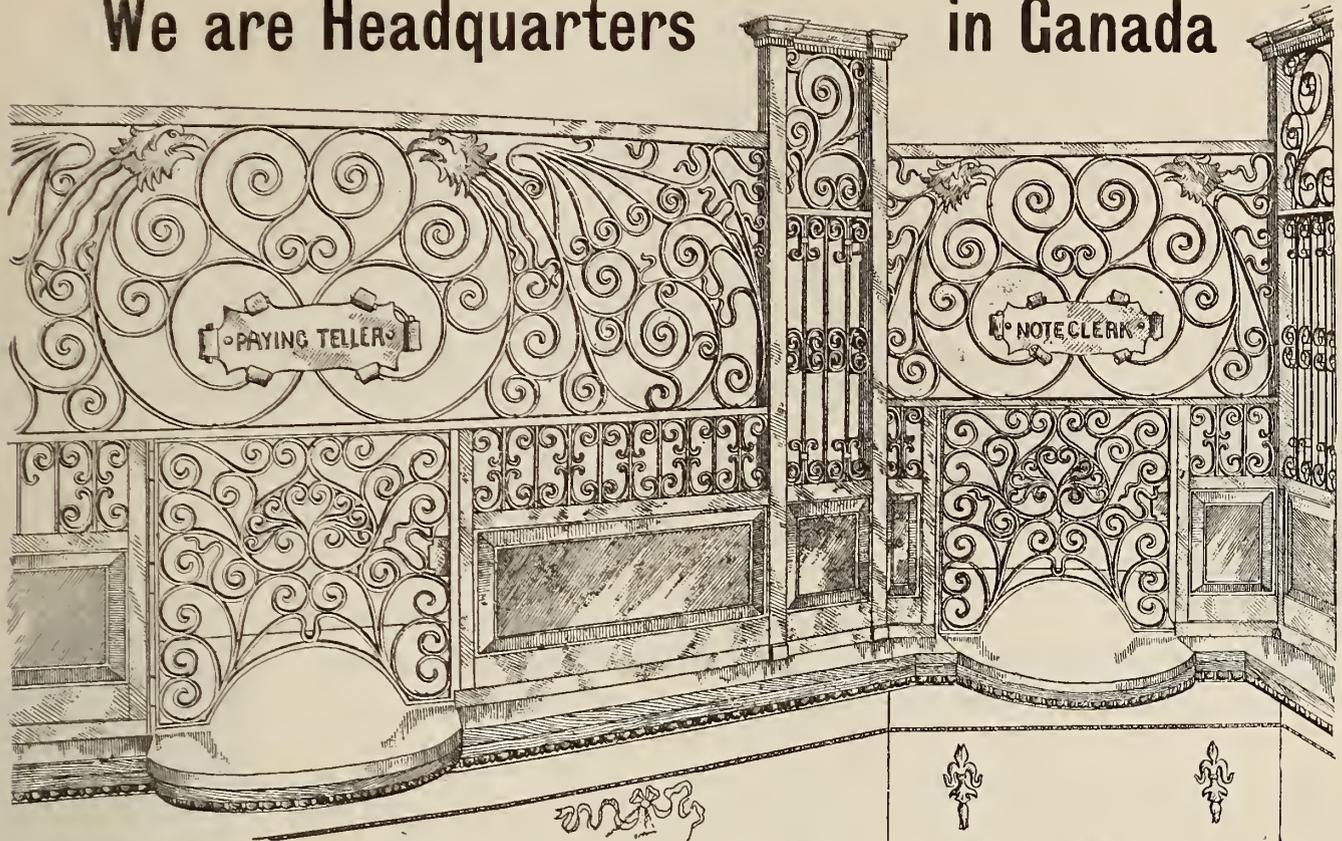
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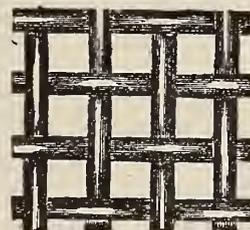
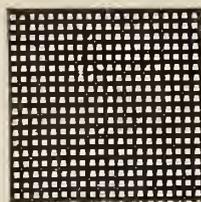
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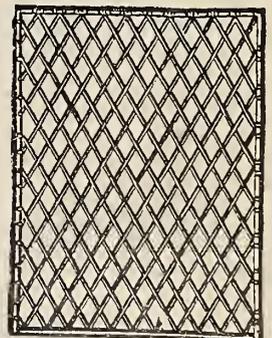


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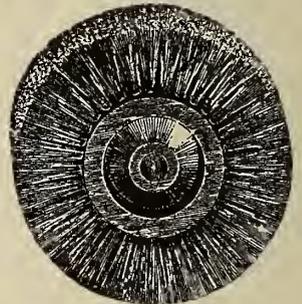


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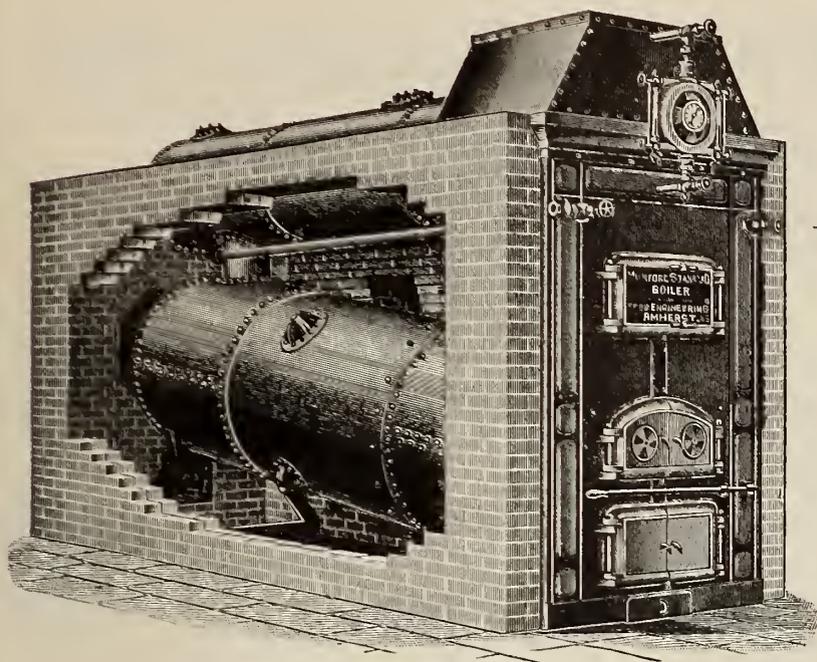
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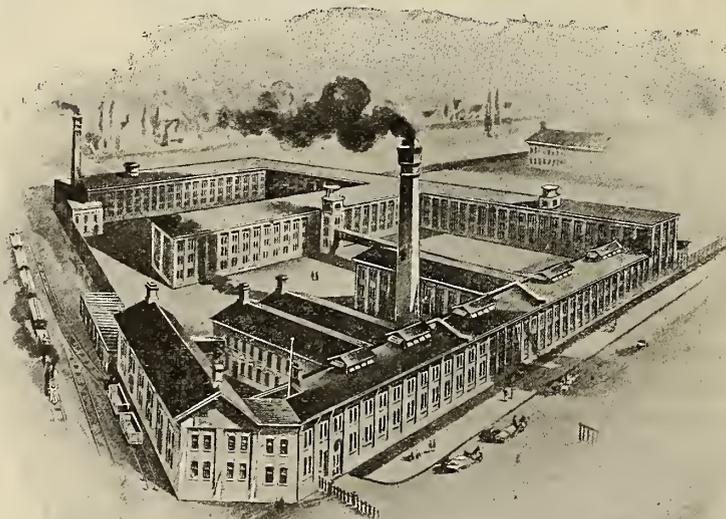
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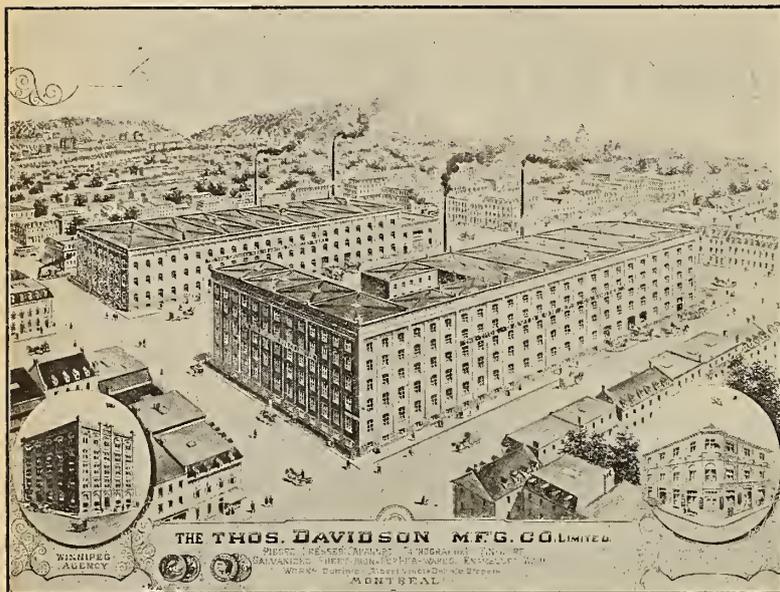
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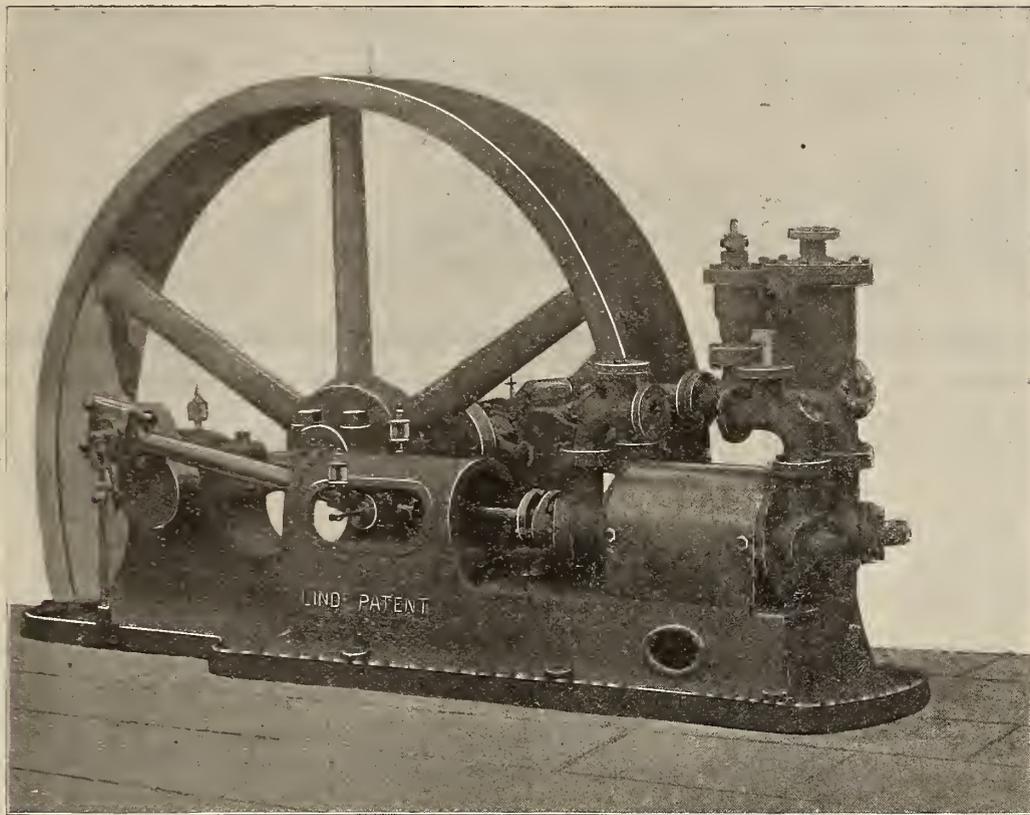
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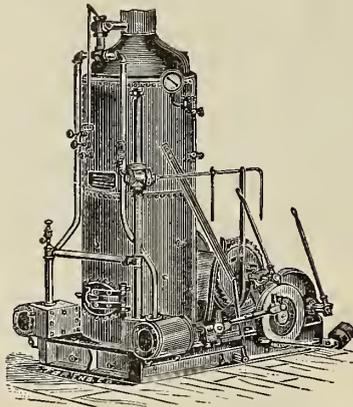
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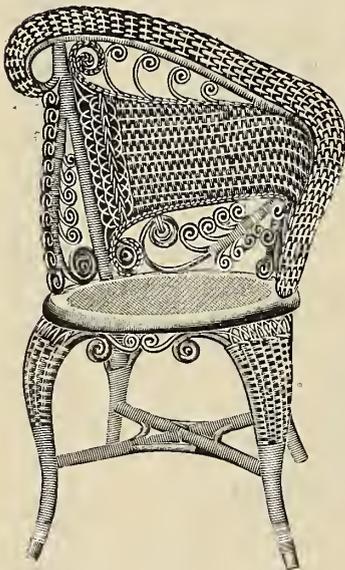
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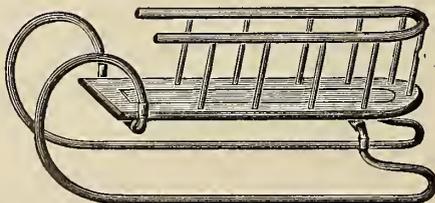
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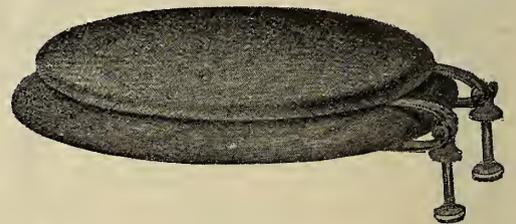
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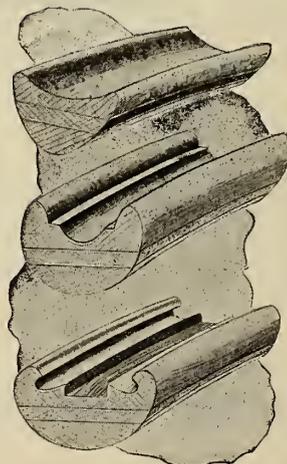
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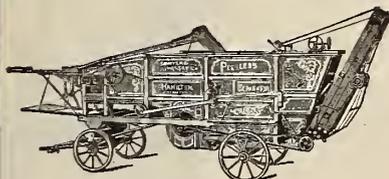
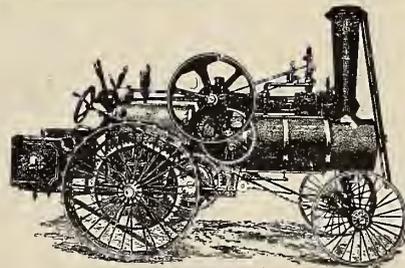


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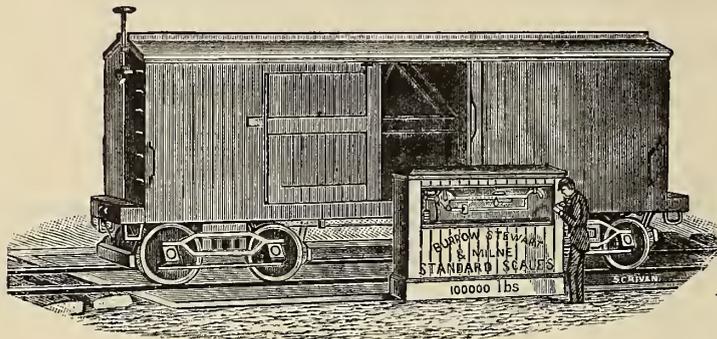
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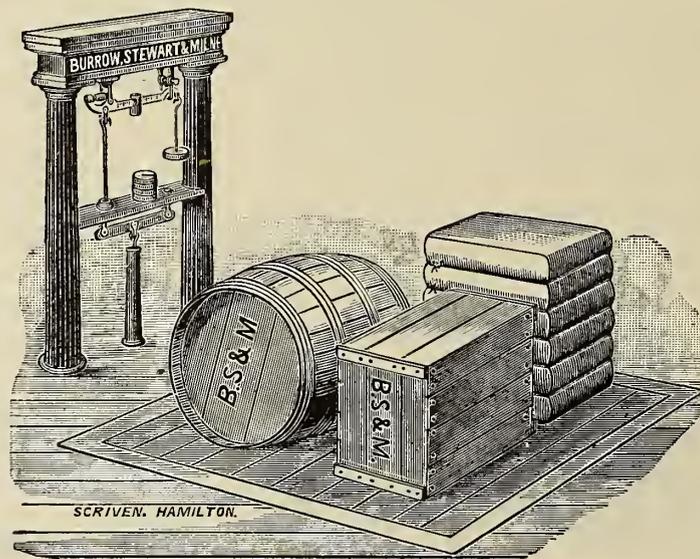
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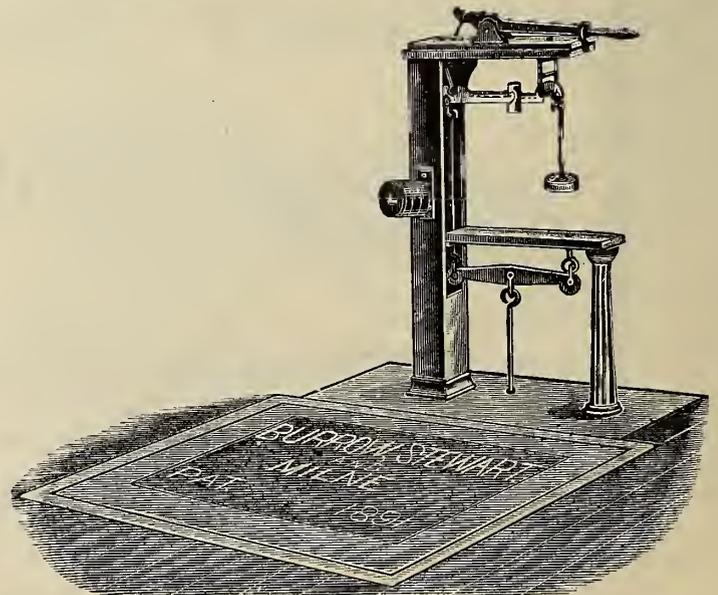
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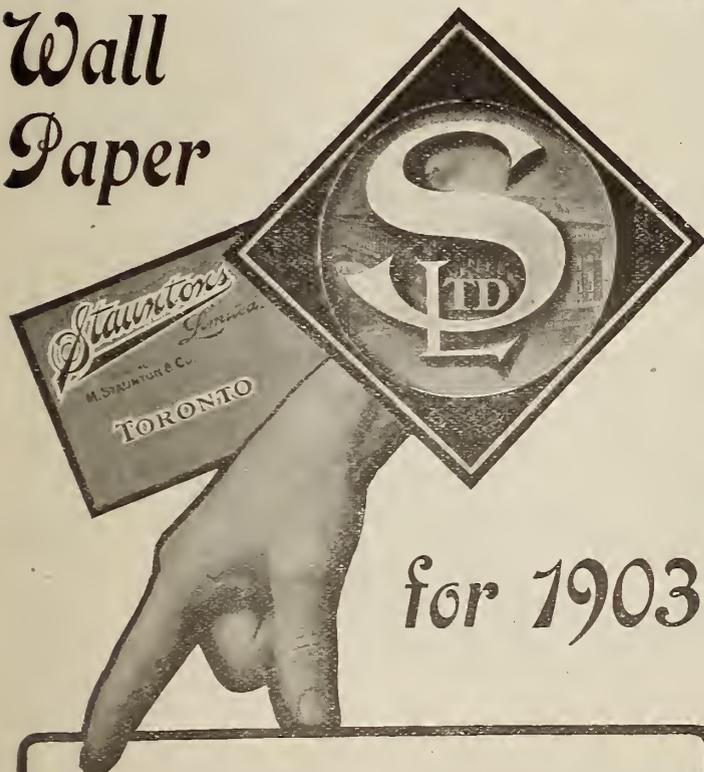
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Chesley	Manitou, Man.	Southampton
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Dundas	Mitchell	Teeswater
Dundalk	Morden, Man.	Toronto
Georgetown	Moose Jaw, N.W.T.	Vancouver, B.C.
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(INCORPORATED)

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BRANCHES: Montreal, Que.; Winnipeg, Man.; Vancouver, B.C.; Halifax, N.S.; Quebec, Que.

AIMS—To promote the interests of Canadian manufacturers by:

ORGANIZATION—The Association has organized the Manufacturers of Canada into a strong representative body.

EDUCATION—An earnest endeavor is being made to urge upon the people of Canada a national pride in our own manufactures.

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Secretary: R. J. YOUNGE, Toronto.

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ISSUED BY

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"There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and easy conveyance for man and goods from place to place."—Bacon.

Vol. III.

TORONTO, OCTOBER 3, 1902.

No. 3

Industrial Canada.

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

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 2. The British Consuls, the world over.
 3. Chambers of Commerce in the United Kingdom.
 4. Foreign and home exchanges.
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Secretary,
Canadian Manufacturers' Association,
Head Office, Toronto, Canada.

The Yukon
The report of Mr S. M. Wickett, the special representative of the Association, appointed to investigate the markets and prospects of the Yukon appears in this issue.

In view of the recent attention which the Yukon has attracted, as well as for the valuable information which it affords, the report must be regarded as an important utterance.

So far as the importance of the Yukon is concerned, the fact must be considered that a mining camp covering only about 30 square miles, with a population of less than 30,000, yields this year a harvest of \$12,000,000. As such, under ordinary conditions of development, the field is too important to be overlooked by the Dominion, of which it forms a part.

As to the market which the Yukon presents, two outstanding facts are evident from the report—first, that the field is worthy of the attention of Canadian manufacturers, and second, that Canadians can supply it.

It is true that the Yukon trade has been neglected by the Canadians, and much of the favor shown for United States' products is due to the indifference of our own manufacturers in the past. This was everywhere apparent to the representative of the Association, yet he was received warmly and given every opportunity to form correct ideas and adequate estimates regarding the conditions prevailing in the territory and its future prospects.

Let us hope that the report will be received by our manufacturers with the hearty spirit of co-operation which the citizens of the Yukon invite. The market is important, we *ought to* supply it, we *can* supply it—now that the way is opened up, it remains for our manufacturers to capture the trade. As in all export trade, there are difficulties to overcome. These are each year being minimized as the Yukon develops from a mere mining camp to an industrial centre. With faith in the value of the territory, and a determination to hold it as an important and growing section of our home market, Canadian manufacturers, in many lines, can secure a profitable Yukon trade, and assist at the same time to build up a new and important part of our Dominion.

The Change has Come

That the tariff question is the main dividing issue between the two great political parties is gradually being removed there can be no question. True there are a few outstanding figures among the press and on the platform who still cling to the tariff policy of other days, but they are serving ancient party interests and are scarcely considered seriously. No doubt many of these would gladly advocate the more progressive policy of national co-operation, but they have harped so long the praises of the old party watchword that they feel it would be suicidal to recant.

Every day, however, finds their position weakening. Staunch Liberals who for years staked their faith in "free trade" as the policy for Canada are at last awakening to the fact that though free trade is an ideal policy, it is a nonsense proposition under present conditions.

The frankness and force with which this advanced view has recently been asserted by such leaders as Hon. J. I. Tarte, Hon. G. W. Ross, Mr. John Charlton, Mr Senator McMullen and others cannot but command the attention and admiration of all true Canadians.

If our political contemporaries continue to force the tariff as a party issue they cannot too carefully consider the effects of such a campaign. Many of them denounce the introduction of racial strife in Canada, yet in the same columns are making a defiant effort to stir up strife between the farmer and the manufacturer where only the kind-

liest feelings of co-operation and mutual interests should exist. Let us be broad and reasonable, and in the discussion of great national questions let us eliminate the taint and tradition of "party." Then farmer and manufacturer and workingman alike will feel what it is to have true national co-operation.

The New Steamship Line

It was with appreciation and pleasure that the Executive Council of the Canadian Manufacturers' Association received Sir William Mulock at their last meeting, and listened to his encouraging business-like address. The transportation problem is not only one of the most important but one of the most difficult which Canadians have to face, and it was fitting that the Association should be addressed by the man who has above all others been instrumental in improving Canadian Government Steamship Service.

The new direct service to South Africa will be in operation this month, and its importance may be measured to some extent when we remember as Sir William stated, that upon its success depends the establishing of other lines, notably the service to Australia. The allied companies present cheerful reports regarding the shipments offering for South Africa, but the amount of manufactured goods is as yet comparatively small, and must be largely increased. The action of Canada, in endeavoring to establish a service of her own has aroused the United States railway and steamship lines, and already Canadian shippers are being enticed by circular letters offering special inducements to forward their South African shipments via New York.

The Dominion Government have the gen-

NOTICES

- 1—Executive Council Canadian Manufacturers' Association — regular monthly meeting, Board of Trade Building, Toronto, Oct. 23rd, at 2 p.m.
- 2—Executive of Toronto Branch—Association Rooms, Thursday, Oct. 9th, at 4.30 p.m.
- 3—Executive of Montreal Branch, Association Rooms, Temple Building, Thursday, Oct. 9th, at 2.15 p.m.
- 4—Executive Committee, Agricultural Implement Section, Association Rooms, Friday, Oct. 3rd, at 2 p.m.

eral approval of Canadians in their efforts to offer independent transportation service to Canadian shippers. It remains for our manufacturers and exporters to co-operate as far as possible in making this new service a success. The rates from our Canadian ports are guaranteed to compete with New York rates, and every encouragement will be given by the management.

It is the desire of the Canadian Manufacturers' Association that their members should interest themselves in the new line, not only with a view to patronizing a patriotic enterprise, but also that they may have their attention drawn to the important trade of South Africa, and in these days of re-building that they may secure a strong foothold upon the South African markets.

OPENINGS IN CURACOA

An Interesting letter from the Correspondent of the Association.

Jacob Jesurun, H. B. M., Consul and Correspondent Member of the Canadian Manufacturers' Association, writes as follows under date of August 28th, 1902.

"As your correspondent member, I desire to bring to your notice, and to that of Canadian manufacturers and exporters in general, that as the United States of America, through New York, which enjoys weekly and fortnightly steamship services with this island and neighboring ports, ships to this island and vicinity more than thrice as much as any country, I am of the opinion that Canadian firms in many lines could build up a very satisfactory importing and exporting trade with Curacoa, Venezuela, Columbia, Hayti and San Domingo, if proper efforts were put forth to further the sale of her articles which are similar to those of the United States of America.

SALABLE LINES

"I find that a considerable quantity of lumber is used in this colony and vicinity, and that it is supplied by commission merchants of New York. I have received a request from Messrs. J. & D. Jesurun of this city, who desire direct communication with exporters, as it is desired to avoid middlemen's profits. They desire to establish a yard or agency in this city, and I would suggest to exporters of this and the following items who may be inclined to try this market and are willing to make trial consignments, to correspond with them: Ales and beer, beef (salted and pickled), beef (canned), biscuits (all sorts), canned fruits and vegetables, canned fish and meat, canned jellies and jams, cheese, confectionery, fish (salted and pickled), flour (all sorts), cornmeal, kerosene oil, boots and shoes, paints (all sorts), trunks, bags and valises, tobacco (chewing), cotton, drills, prints, stripes, calicoes, white shirting, soaps (all sorts), carriages, furniture, lumber, grains (all sorts), coal (steamship).

"There are good chances for pushing

sales of these articles if Canadian manufacturers and exporters enter into these markets at once.

"Canadians must not expect merchants in these parts of the world to buy their goods by means of a mere catalogue that may reach here now and then, or by the representation of a Canadian firm, through the travelling agent of a United States concern in New York.

SAMPLE ROOMS

"Curacoa, of course, is but a small place, but it must be remembered, however, that this island is a good distributing point for all the business which is done in the neighboring republics of South America and West Indies. Steamers leave here for all parts of the world via the neighboring places, and the trade is more important than would otherwise be the case. If some of our merchants would unite in opening a commercial agency here, I believe it would be productive of very good results. Rents and labor are very low, and, outside of the cost of sending samples, the individual expense would not be great. Should this plan be put into operation and such an exhibition of various lines of goods be made, it will create a great deal of interest, and as a result certain lines of Canadian goods will be found in many stores and become standard here.

"Although the people in these places may be favorably inclined towards Canadian goods, many hesitate to experiment with first purchases. If they could visit a place here and inspect samples of the goods, and buy what they desire, it would not longer be a matter of experiment, but of certainty. Messrs. J. & D. Jesurun, of the place, will be pleased to give any further information requested by parties interested and willing to consign.

INTERNATIONAL CONGRESS OF INDUSTRY AND COMMERCE, OSTEND, 26TH TO 30TH AUGUST, 1902

Reported by the Correspondent Member of the Association for Belgium, Mr. Emile Pauwaert

The International Congress of Commerce and Industry, which previously met in 1878, 1889 and 1900, was held this year at Ostend, the well known Belgium sea resort. This congress was placed under the high patronage of the French and Belgium governments. The following countries were officially represented: Argentina, Chili, United States, France, Greece, Honduras, Italy, Japan, Mexico, Russia, Salvador, Servia and Belgium. Moreover, a large number of commercial associations of different countries had sent their adherents.

Three points discussed were:

1. Treaties of Commerce.
2. Industrial propriety.
3. State interference in workmen's retiring pensions.

The first question, by far the most important, led to very interesting discussions

between free traders and protectionists. The latter being in the minority.

The congress being open to all opinions, and opposite ideas being expressed, no vote or decision was taken, so that it would be difficult to give an exact statement of the work done. Moreover, most of the speakers placed themselves more or less on a point of view of their own country, and their countries differing altogether one with each other as to the topographical position, general food supply, productions, industry, labor conditions, colonies, ways of communication, etc.; etc., all factors which have to be dealt with, it will be easily understood that ideas expressed were quite different, although taken for the particular country to which they applied they might have been quite right.

All were of opinion that the general welfare of each country depended largely on its treaties of commerce, and hints were given to economists of different factors which have to be kept in mind. Remarkable speeches were delivered by Mr. Harold Cox, president of the Cobden Club, of London, and Mr. Yves Guyot, the well known French economist.

CANADA'S PREFERENCE

The actual preferential tariff which Canada applies to British products was criticized, and many speakers expressed the hope that Canada should not keep its favor to one nation, as long as other countries keep their doors open to Canadian products.

The metric system was also discussed and hope expressed that the United States and Canada would take effective steps in this way.

The question of trusts was discussed, and the general opinion was that they might be of real good, subject to governments keeping a certain watch on their doings.

The second point, industrial propriety, was also interesting, and measures were brought forward to facilitate the obtainment and the safeguard of trade marks.

With regard to the state interference in workmen's retiring pensions, the majority of the assembly was of opinion that the States, the employers and the workmen, should each contribute for a certage percentage.

It need not be said that the promoters of the Congress did all they could to provide entertainment for the members, and many receptions, balls, excursions, etc., made the work light.

Ostend, September 5th, 1902.

OPPORTUNITY FOR A LONDON OFFICE.

An intelligent and progressive young Englishman who has been in business in London for the past ten years is at present visiting Canada. He is desirous of representing a good Canadian manufacturing industry in London, and has \$7,000 which he is able to invest in the business at once. He may be reached through the office of this Association.

EXECUTIVE COUNCIL

Interesting Reports—Address from Sir William Mulock.

THE second meeting of the new Executive Council was held in the Board of Trade building, Toronto, on Thursday afternoon, Sept. 18, 1902.

The following members were in attendance: Mr. W. K. George, of Toronto, Ontario vice-president, who, in the absence of the president occupied the chair, and Messrs. Geo. E. Amyot, Geo. Booth, Arch. Campbell, C. N. Candee, J. D. Chaplin, E. B. Eddy, Geo. H. Hees, W. P. Gundy, J. T. Hagar, Gerhard Heintzman, R. Hobson, J. H. Houser, E. Millichamp, Robt. Munro, Jas. P. Murray, W. K. McNaught, J. H. Paterson, G. A. Ritchie, Thos. Roden, T. A. Russell, T. H. Smallman, Wm. Stone, A. W. Thomas.

Among the communications received were the following:

1. From the President and the following members, who were unable to be present: Messrs. H. Cockshutt, Brantford; Geo. E. Drummond, Montreal; Frederic Nicholls, Toronto; J. O. Thorn, Toronto; R. J. Christie, Toronto; C. R. H. Warnock, Galt; F. H. Whitton, Hamilton; W. M. Gartshore, London; W. W. Watson, Montreal.

2. From T. Geddes Grant, of Port of Spain, Trinidad, applying for appointment as correspondent member of the Association in that island. This was referred to the Commercial Intelligence Committee.

3. From Mr. J. P. Murray, asking that in view of the present discussions in the party papers, the Association should reassert itself publicly as a non-political organization.

4. From Mr. G. W. Tickell, applying for appointment as representative to South Africa: referred to the Commercial Intelligence Committee.

5. From T. A. Russell, asking that he be relieved of his duties as a member of the Reception and Membership Committee. This was left over to be dealt with later in that committee's report.

6. From Mr. Robert Munro, asking that, in order to facilitate the work of the tariff committee, Mr. W. K. McNaught should be appointed in his place as chairman, Mr. Munro still retaining a place upon the committee. This was agreed to, Mr. McNaught accepting the new position upon being relieved of his duties as chairman of the Industrial Canada Committee, which post was filled by appointing Mr. T. A. Russell to succeed him.

The reports of the various officers of committees were then received as follows:

SECRETARY

The Secretary reported with reference to the circular announcing the South African

steamship service, stating that this was being held until rate sheets were received; with reference to the Tariff Committee, that the first meeting would in all probability be held shortly. He also stated that the Yukon representative was expected to return this week.

With regard to the South African service Mr. Hagar asked that the Association should apply for special rates for any representatives of Canadian houses who should desire to go over on the new line. The Secretary was directed to draw the attention of the Shipping Co. to the matter, and to see what arrangements could be made.

TREASURER

The Treasurer's report for the month of August was read by Mr. Booth, and upon his motion, seconded by Mr. Munro, was adopted.

FINANCE

The report of the Finance Committee was read by Mr. Booth. It recommended the payment of the running expenses for the month, and the securing of further assistance to carry on the work in the Montreal office. It was adopted on the motion of Mr. Booth, seconded by Mr. Millichamp.

INDUSTRIAL CANADA

The report of the Industrial Canada committee was presented by Mr. W. K. McNaught. It recommended that the Association accept the tender presented by the Monetary Times Printing Co. for the publishing of the paper during the coming year. It reported, also, having considered a new design for the cover, but had received so far nothing more suitable than the one which was being used at present.

With regard to the arrangement of the matter in the paper, the committee recommended that, owing to the increase of the advertising material, the card advertisements which have heretofore appeared at the back under the heading "Members' Business Directory," should be placed at the front of the book under the heading "Business Cards," and that the price of these for members should be raised from \$6 to \$9 per year.

The committee further recommended that the next issue of the paper should contain the official report of the Yukon investigation, and should be called the Yukon number.

The adoption of the report was moved by Mr. McNaught, seconded by Mr. Booth.

RECEPTION AND MEMBERSHIP

The report of the Reception and Membership Committee was presented by the acting chairman, Mr. J. P. Murray.

It recommended the holding of a banquet in Montreal or Toronto for Sir R. J. Seddon

the Premier of New Zealand, who is expected to visit Canada next month.

It also recommended that printed lists of the membership of the Association should be forwarded to every member, and that an effort should be made in each manufacturing centre to increase the influence of the Association.

The report also presented for acceptance twenty-one applications for membership.

Its adoption was carried upon the motion of Mr. Murray, seconded by Mr. Hagar.

COMMERCIAL INTELLIGENCE

The report of the Commercial Intelligence Committee was presented by the chairman, Mr. J. P. Murray.

It recommended the appointment of the Hon. T. W. Middleton, as Correspondent member of the Association for Kingston, Jamaica.

It suggested that for the purpose of sending a special representative to South Africa, a circular should be sent to all the members asking those who are interested for voluntary subscriptions to defray expenses; no subscription to exceed \$25.

It also recommended that all correspondent members of the Association be asked to send monthly reports of their work to the head office.

The report was adopted on motion of Mr. Murray, seconded by Mr. Munro.

EDUCATIONAL CAMPAIGN.

In the absence of the chairman, Mr. Geo. E. Drummond, the report of this committee was presented by Mr. T. A. Russell.

It stated that plans were already going forward for carrying on the work, and that the committee had decided to ask the original guarantors for 10 per cent. of their subscription immediately upon the completion of the list.

The report was adopted on motion of Mr. Russell, seconded by Mr. Thomas.

TORONTO BRANCH

The report of the Toronto Branch, read by the chairman, Mr. W. P. Gundy, reported an enthusiastic opening meeting at which the various important questions now before the branch had been considered.

The most important was the question of Exemptions, and the branch recommended that this being a provincial matter, not a local, be taken over and dealt with by the Executive Council.

The report was adopted on motion of Mr. Gundy, seconded by Mr. Candee, and the exemption question referred to the Parliamentary Committee.

MONTREAL BRANCH

The report of the Montreal Branch was resented by the Secretary. It showed that

considerable progress was being made in preliminary work looking toward the establishment of a Technical School in the city, and dealt with other matters of local interest.

Its reception was moved by Mr. Munro, seconded by Mr. Amyot, and carried.

SIR WILLIAM MULOCK

The Association then had the pleasure of receiving Sir Wm. Mulock, the Postmaster General, who addressed them upon the subject of Steamship Transportation. Sir Wm. spoke as follows:—

MARKETS UNDER THE FLAG

At the outset Sir William Mulock thanked the Association for the honor of the invitation to address them. He said he recognized the representative character of the meeting, which was largely identified with the commercial life of the country, and spoke with great force on all matters pertaining to the development of Canadian trade. "I may say," he went on, "that the Canadian Government is of the opinion that valuable markets under the flag outside of Canada await the enterprise of the Canadian people; and we are of the opinion that more and more as time goes on it becomes essential for us to develop trade throughout the world and not to lose sight of the great field that lies in the countries inhabited by our own people. The outside world has no interest in Canada except the interest of the trader, but our kinsman in South Africa, New Zealand, Australia and at home—all are interested in developing this trade in every part of the Empire, and we in Canada must not ignore the importance of developing each part of the Empire so as to be a source of strength in the time of peace as well as in the time of trouble.

SHOULD WORK TOGETHER

"I am sure the Association will always render the Government aid in assisting in the development of trade between the different parts of the Empire. The two ought to work hand in hand to that end, and work with the utmost frankness, and with an interchange of views much good can be accomplished. In reference to South Africa, the Canadian Government being of the opinion that there is a great market to be developed there, providing Canadians show their usual energy, we have endeavored to bridge over the sea and bring the producer and the consumer closer together. (Applause.) The ocean is the connecting link to-day; we have two great oceans connecting us with the great consumers of the world, and we, being the highway of the world, it is the duty of all governments and good patriotic citizens to make use of our splendid waterways to bring our products to the markets of the world.

GOOD FEELING TOWARDS CANADA

"Recent events have made Canada well and favorably known in South Africa, and that circumstance will be a helpful feature

in securing trade. In England the business men of Canada are certainly no less welcome to-day in consequence of the good feeling towards our country there. I feel more confident now than ever of the success of the new line to South Africa. Only the other day I received a letter from a gentleman, who stated that he had already shipped three thousand packages of butter via the line, and another letter from a party stating that he had shipped one cargo of cheese and expected to do the same in the next two sailings. (Applause.) The steamship line, I may say, will send as many ships a month as the trade will warrant. It has been shown how much can be accomplished in a very short time in these days, and when the spring opens we will certainly be sending away many more, and will continue doing so until the whole trade of that country is captured.

WANTS OF SOUTH AFRICA

"I was told by Sir Alfred Hime, Premier of Natal, that it was of the utmost importance that we should send our agents to find out the wants of the South African people. It is important that we do not make a bad start; a good start is everything. I therefore consulted with the steamship authorities on the matter, and they at once granted nominal transportation rates to that country. [Applause.] In the course of a further conversation Sir Alfred told me that there was scarcely anything that the Canadians manufactured that the South African people did not want and were ready to buy from us.

TRADE WITH AUSTRALIA

As to trade with Australia, he said it was his firm hope to soon see established a steamship line between Canada and that country via Cape of Good Hope. The carrying out of this scheme will depend largely upon the success met with by the South African line. The parties having to do with the one would have to do largely with the other. A gentleman in New York told him they had a monthly service between that city and Australia, and that half of the cargoes were of Canadian goods. On learning this he ascertained the names of the Canadians who were supplying the products and wrote them advising them not to make a contract for any length of time, so that if we established a line they could transfer their patronage to it. (Applause.) And he had received several satisfactory replies.

WHY NO TENDER WAS MADE

It would perhaps be interesting for them to know the reason why no tender was made in England in answer to the call for the establishment of such a line. The reason given him by the chairman of the Federal Steamship Company was that there were Australian merchants whose partners were doing business in England, and not one of these men bought a pound of produce in Canada. He made it a point to see one of these agents, who gave him the somewhat

valuable information to the effect that they (the agents) were not going round the world looking for goods: that they simply sat in their offices and waited for producers to go to them and to show them their goods; and those who did not go could not expect their trade. All these agents expressed their great desire to trade with us. Western Australia was a magnificent field for the development of trade, especially in the iron and steel business. They had only a moderate tariff there, and we should practically catch the whole of that trade with an effort on our part.

CANADIAN GOODS VIA NEW YORK

Referring again to the establishment of a line to Australia, Sir William stated that he received a letter a few days ago from Sir Alfred Jones, stating that in a short time he would be in a position to make a proposition to the Canadian Government in regard to the matter. He knew of one Canadian establishment shipping large quantities of paper via New York to Australia, he had forgotten the extent.

E. B. Eddy, Hull—Twenty tons a day.

Sir William—Oh, there is the very gentleman himself. I trust he will lend his influence in establishing the new line. I think it would be a fitting gift to give to Canada, on the first of January coming, a through-Australian route. (Applause.)

Continuing, Sir William spoke of the approaching completion of the Pacific cable as a help in the development of our trade, and in conclusion urged every one present to do his utmost with that object in view, as now was an important time for activity and determination in this direction.

His remarks were received with deep interest by the members, and a cordial vote of thanks was moved by Mr. Murray, seconded by Mr. Munro, which was carried and presented amid hearty cheers.

Sir William acknowledged the compliment, and stated that for anything he had been able to do, credit was due to the present government, and he accepted the thanks of the manufacturers not only for himself but for his colleagues.

FOREIGN VISITORS

Messrs. Raymond Birks, of Adelaide, South Australia, and J. W. Flanders, of Capetown, South Africa, were also present and addressed the Council briefly upon the condition of export trade to their countries. Their remarks were listened to with much interest.

The meeting then adjourned.

The head offices of John Dick Limited, who purchased the business of Dick, Ridout & Co., is at 77 York St., Toronto. Mr. John Dick began the jute and cotton business 26 years ago in Scotland and has been actively engaged in it ever since.

TORONTO BRANCH

New Executives' Good Start

THE first meeting of the new Executive of the Toronto Branch was held on the 16th ultimo.

The chairman, Mr. W. P. Gundy, presided, and the following members of the committee were present: Messrs. J. H. Housser, J. H. Paterson, J. T. Sheridan, Wm. Stone, Robert Crean, C. N. Candee, W. K. George, James P. Murray, D. Taylor McIntosh, F. B. Fetherstonhaugh and R. J. Younge.

Communications were received regarding building by-laws and collection of garbage, two matters which are at present before committees of the city council. In both cases it was decided to await action on the part of the council.

The various questions that are likely to come before the branch during the present year were outlined by the chairman. Among these, the most important, and the one most likely to require prompt and careful attention, is the subject of machinery-tax. The question was taken up by last year's Toronto Executive, and through their efforts the legislation that was to expire in December of this year was extended to December, 1903, thus leaving until that date the law with regard to exemptions as it has been for the past ten years.

It is possible that a general statute will be brought in by the legislature at its next session covering this question, but as this is exceedingly doubtful, it may be necessary for the manufacturers to take early action with a view to securing such special legislation during the coming session as will retain to municipal councils the power of exemptions which they have hitherto held under the statute. To this end, the chairman proposed that the cities and manufacturing towns of the Province should be visited by someone on behalf of the Association, for the purpose of securing the support of as many centres outside of Toronto as possible; that a careful statement of the facts of the case should be prepared and placed before the Government and the different municipalities; and finally, that a meeting of representatives from the various municipal councils favorable to our views might be held in Toronto prior to the session of the Local House, to discuss the subject and secure concerted action.

As there has been, in the past, strong opposition in the local legislature to any suggestion coming from Toronto, it was felt that our case would be very greatly strengthened, not only in the House, but throughout the country, if this important subject was taken up by the Executive Council rather than by the Toronto Branch, and it was therefore decided to refer the question to the Executive Council with the request that

they take such steps as may be necessary to have the matter promptly attended to.

TECHNICAL EDUCATION

A resolution regarding the employment of technical school pupils was carried as follows:

"That, in order to show the appreciation of the practical training now being given by the Toronto Technical School, the Executive of the Toronto Branch of the Canadian Manufacturers' Association urge upon the members of the Branch, and manufacturers generally, to assist the school and its pupils by giving a decided preference to applicants for positions

MONTREAL BRANCH

THE Montreal Executive had a record attendance at its September meeting, no less than nineteen members being present. Mr. Wm. MacMaster was in the chair. There were also present Messrs. W. W. Watson, C. C. Ballantyne, Robert Munro, J. E. Matthews, J. C. Holden, Jas. Davidson, Geo. E. Drummond, R. C. Wilkins, J. S. N. Dougall, W. T. Whitehead, J. H. Sherrard, Geo. Esplin, J. T. Hagar, R. R. Stevenson, E. Tougas, J. J. McGill, A. H. Sims and G. Kilpin.

In response to the resolution of the Executive Council that Sir R. J. Seddon, the Premier of New Zealand, should be entertained if he should come to Canada, it was decided that a banquet should be tendered him by the Montreal branch. We are now awaiting information in regard to his movements.

A suggestion of R. R. Stevenson that Sir Wilfrid Laurier should be invited to our next dinner was favorably received, and an attempt will be made to have him and several of the other ministers grace the first of the winter meetings in Montreal.

TECHNICAL EDUCATION

The most important matter that has exercised the Montreal branch this month is the improvement of the technical facilities of the city. The committee that was appointed at the annual meeting to take steps in this direction met on September 5th and decided to approach the Executive of the Mechanics' Institute and ask their co-operation. The Mechanics' Institute has an office building on probably the best site in the city, the corner of St. James and St. Peter streets. It is not a modern structure and the Institute is just about paying expenses while it is no longer doing the good work that once made it a resort for the Montreal mechanics. At the last annual meeting of the Institute the Executive was given power to sell the building and devote the proceeds, which will amount to \$75,000 or \$100,000 to the erection of a "Mechanics' Institute Technical School."

who hold certificates of attendance and fitness as issued by the School."

It was also decided that a vigorous campaign should be undertaken to increase the membership of the Association in Toronto. A committee consisting of Messrs. Gundy, Thorn, Murray, Crean, McIntosh, Sheridan, and Dusseau was appointed to act with the secretary to this end. The membership at present stands at 278, and the committee hope to increase it to at least 350. In this connection an alphabetical list of all the members of Toronto is to be prepared and forwarded to each member on the committee. It was decided that the Executive of the Branch should meet monthly, on the second Thursday, at 4.30 p.m.

It is thought that such an institution would meet the modern needs of the mechanics.

Should such a nucleus of a fund be secured to which both the mechanics and manufacturers could invite further subscriptions it is fondly hoped that the fund could be swollen to large proportions—large enough to both construct and endow the institution. It was with this idea that the following committee was delegated to wait on the Mechanics Institute Executive, Messrs. R. Munro, S. Colson, G. Esplin, J. W. Hughes, J. Horsfall, J. C. King and G. E. Drummond. The meeting took place in the Institute committee room, and was enthusiastic throughout. Messrs. Munro, Hughes, Colson and Secretary Cooper spoke on behalf of the manufacturers, while several addresses were made by the Institute, all in favor of co-operation in the important and much needed movement. Mr. Mackey, the president, promised to bring the matter before the next meeting of the Executive. He did so a week later and a resolution was passed to act with the Manufacturers' Association, the following committee being appointed to represent the Institute: Messrs. Mackey, Stevens, Harper, Casey and Bromeley.

The successful outcome of these negotiations has brightened the hopes of those most vitally interested in the technical education movement. Having this fund as a nucleus, and the certainty of both private and Governmental aid, the work that the committee has on hand should bear good results.

During the past month, the Montreal secretary has had the pleasure of introducing three agents to the Montreal manufacturers: Mr. Raymond Birks, Adelaide, South Australia; W. J. Clarke, Sydney, N. S. W., and E. J. Howell, London, England.

MR. TARTE'S VISIT

It must not be omitted that Hon. J. I. Tarte, the Minister of Public Works, has been in the city during the past month visiting the different factories, attaining to a full appreciation of Canadian industry, and

learning of its tariff needs. He visited several of the cotton mills, some of the iron works, and two of the boot and shoe factories. His visits stamp him as a most energetic and public spirited minister, and the manufacturers have not been slow to testify to their appreciation. A warm welcome awaits him when he finds time to extend his researches.

NEW MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION

Applications approved September 18th, 1902.

Jobin & Rochette, Quebec, shoes. (This application was approved last month but was not properly published in last month's paper).

Canadian Cereal Co., Toronto, oatmeal, flour and cereal food products.

Canadian Oak Belting Co., Brockville, leather, belting, lace leather, welting—tanners.

U. Cantin, Quebec, patent leather and black leather.

Chas. Cockshutt, Toronto. (2nd member Cockshutt Plow Co., Brantford).

Thos. Duchaine, Quebec, boots and shoes.

P. Dugal & Matte, Quebec, patent leather.

Gee Electrical Engineering Co., Toronto, dynamos, motors and electrical appliances. Hodgson Iron & Tube Co., Montreal

Lyman, Sons & Co., Montreal, pharmaceutical preparations, drug and spice grinding; perfumery.

Montreal Cotton & Wool Waste Co., Montreal, cotton waste and wool waste of all kinds.

Morin, Frere & Co., Quebec, leather.

E. T. Nesbitt, Quebec, planing mill, sash and door factory.

W. B. Newsome & Co., Montreal, marmalades, jams, jellies, pickles, etc.

Proteau & Carignan, Quebec, ale and porter; brewers.

Quebec Preserving Co., Quebec, jams and jellies.

Richard & Co., Quebec, leather friction and fibre board, leather counters and shoe stiffeners.

Wm. A. Ross, Quebec, machinery, etc.

Semi-Ready Clothing Co., Montreal, men's clothing.

Elie Turgeon, Quebec, leather.

United Shoe Machinery Co. of Canada, shoe machinery and supplies. (Montreal).

Whaley, Royce & Co., Limited, Toronto, musical instruments.

CHEMICAL INDUSTRY.

The thirty-first annual meeting of the Society of Chemical Industry was held in Liverpool, July 15th to 31st, 1902. The membership of the Society now numbers 3,794, an increase of 159 during the last year.

The following item in the report is of interest to our members:

"In January the council acceded to the application of 32 members and 21 candidates for membership, residing in the Dominion of Canada, to form a 'Canadian Section' of the Society. Prof. W. R. Lang, of the University of Toronto, was subsequently elected chairman, with Mr. Alfred Burton, honorary local secretary."

Prof. W. R. Lang, Toronto, in speaking at the annual banquet, spoke in part as follows:

"He hoped the time would come when the section of which he had the honor to be chairman would be able to welcome the Society in their midst, and entertain them as well as Liverpool had done, in that wrongly-called land 'Our Lady of the Snows.' He should like to take that opportunity of thanking the members of the council for the kind way in which they received the proposal that was put before them for bringing together the various interests of the great Dominion of Canada and confederating them into one section, which was inaugurated some six months ago. They were largely indebted for the formation of the Canadian section to the great assistance which had been rendered by that very powerful society, in Canada, the Canadian Manufacturers' Association. He should like to place on record his cordial thanks for the assistance which had been rendered them by the Manufacturers' Association. Their object was to bring together the manufacturers of Canada, and the manufactures which were concerned with chemical industry were increasing enormously in the Dominion. They also wished to see a thorough chemical education given in their universities, so that their youths might go out into the world and take their positions in the big works that were growing up all round."

CAPE COLONY

The trade of Cape Colony for the five months ending May 31st, 1902, as compared with the same period, 1901, shows an increase of nearly one-third. The total imports amount to £13,110,000; the exports £4,906,000.

Interesting items for Canada are given below:

	FIVE MONTHS ENDING	
	May 31, 1901	May 31, 1902
Provisions (including butter, cheese, meats, etc.)	£905,000	£1,573,000
Metals and metal manufactures (iron, lead, machinery and hardware)	650,000	1,065,000
Haberdashery and Millinery	525,000	827,000
Cotton manufactures	441,000	761,000
Leather & leather manufactures	384,000	592,000
Wood and manufactures, Carriages and wheeled vehicles	327,000	504,000
Agricultural implements	68,000	133,000
Paints and colors	32,000	43,000
	25,000	36,000

Canada now has direct steamship service with Cape Colony, and is in a position to compete with the world in any of the lines given above. As Sir William Mulock pointed out in addressing the Executive of the Association, Canada needs no introduction in South Africa, and the above items show that we are in a position to supply many of their needs.

CANADIAN SHOWROOMS IN NEW ZEALAND

Mr. Th. de Schryver, correspondent member of the Association in New Zealand, has arrived home from his visit to Canada, and writes with much confidence regarding Canadian trade with New Zealand. Auckland, where Mr. de Schryver makes his headquarters, is the most populous city in the colony, and the largest shipping centre.

Since returning home he has advertised for tenders for the building of an up-to date and attractive showroom, to be used exclusively in exhibiting Canadian samples. This move on Mr. de Schryver's part will be highly appreciated by the Canadian firms he represents, and speaks much for the confidence of Mr. de Schryver in the future trade of his colony with Canada.

SHIPMENTS TO THE TRANSVAAL.

J. W. Taylor, under date of July 26th sends a strong letter regarding shipments for the Transvaal, from which the following is an extract:—

"I have to inform you that the American consul at Cape Town is advocating the establishing of a depot at that port for the supplying of up-country trade. This by the way, so far as the Orange River Colony and Transvaal are concerned, will in no wise hurt Canadian trade, as merchants (as will be seen by the latest Customs returns), prefer shipping through a port where the railage is only about one-half that from Cape Town.

By looking at the map of South Africa it will be seen that Durban and Dalagoa Bay are the natural ports of entry for the Transvaal, and Durban and East London for the Orange River Colony. Freight is, and will be, so long as the railways are owned by the Government, the largest item the importer has to figure on, and how anyone can hope to compete from Cape Town in the Transvaal market, where freight rates are one-half more than from Durban, and twice that of Delagoa Bay, is beyond any figuring the writer has ever done. Average 3rd class rates per 100 lbs. from Cape Town to Johannesburg, 9s. 3d., from Durban 6s., and from Delagoa Bay 5s. It will there ore be noted, that unless cost is no object, Cape Town can never be taken into consideration when catering for the Transvaal Trade."

RECENT UTTERANCES ON THE TARIFF

HON. J. I. TARTE

AT GANANOQUE, SEPTEMBER 24th

LIBERALS PLEDGED TO LOWER TARIFF

The Liberal party, I grant, was pledged to lower the tariff, but that was when it was believed that the Americans would consent to trade with us. We have been to Washington and we have changed our minds. Sir Wilfrid Laurier spent nearly five months in Washington and when he came back he was very angry, although he is a very patient man. We could not do anything with them. During last session Sir Wilfrid said distinctly and eloquently that he would not go again there and when he said it he was cheered by both sides of the House. These circumstances being taken into account I say I do not deserve the excommunication pronounced upon me by some of my political friends because I have advocated the policy of Canada for the Canadians. On that policy, it is said, I should not have spoken as I do. I am not a coward. Last year at the Manufacturers' Banquet in Montreal, with Sir Wilfrid Laurier by my side and the Minister of Finance on the other side, I said what I now repeat and it is this:

"Are the people to depend for all time upon the United States of America, our neighbor. Our friends on the other side of the line have raised a wall against us, they show no disposition to lower it, and if I am not mistaken, sir, I would say that they take us by the throat every time that they can. Now, I want to know why our Canadian custom laws are not to be just as self-protecting as theirs? I have not been able to see, for the life of me, why our laws should not be as protective as those of the United States. We want to advance; I do not care much about words, I care less about theories; theories and words have given precedence to circumstances, and I say these are circumstances which we have to confront.

"I say why should the Americans invade our markets? I am speaking now of the woollen industry, and I will speak of no other. They should not invade our market, if we can sell to the consumer just as cheap as the American, and I want to know why we cannot. I am not discussing the tariff in detail, I am laying down principles. I say that the first principle for an individual, as for a nation, is to defend himself. In speaking as I do, I know I am speaking with the very large majority of the Canadian people.

"Now, do not believe gentlemen, that I belong to a Government where everyone takes just the same view. My friend, the Minister of Finance, has very rightly stated that questions of this kind are generally settled

by compromise. I have been brought up a Protectionist—in the Protectionist school—and I have not renounced my faith, and I do not mean to renounce it."

PREMIER DID NOT REMONSTRATE

"I spoke this in the presence of the Prime Minister and the Minister of Finance. The Prime Minister did not intimate to me then, he has not intimated to me since, that I could not be his colleague, because I spoke then as I speak now. If he had intimated such an opinion to me I would have made up my mind as to whether I could remain his colleague or adopt another course. Since 1897 we have received many deputations. I have been present at the interviews of nearly all those deputations with the Minister of Finance. To those who asked for increase of the tariff we answered that it was dangerous to tinker with the fiscal policy of the country. We begged them to wait. The tariff as revised in 1897 had produced good results. The Minister of Finance, speaking for us all, said we were not ready to make changes. But before last session we were so strongly pressed that the Minister of Finance announced to the House that we were going to make a revision.

DID NOT MEAN A LOWERING

"My friend on the *Globe* says that meant that the tariff would be lowered. I take exception to that statement, and I know that I am echoing the sentiment of the whole Government when I say that it was not meant in the sense that the tariff would be lowered. It meant that wherever improvement is required, improvement is to be made. It would be a calamity, it would lead to financial disaster, if the impression were created that the Government would lower the tariff. And still the *Globe* takes upon itself to say what no business man would dare to entertain for one minute. I am not here to say that the tariff must be raised all along the line. Nobody dreams of such action, but the Canadian people is bound to look around, is bound to ask whether we are going to be drowned by foreign nations and foreign industries. (Applause).

"I will not go into the details of the tariff, but let me ask, for instance, whether, in view of the attitude of Germany's policy towards us, we would not be justified in making some move? Germany has excluded our wheat. Why should we allow Germany to sell her rails here without duty? What about the case of pulp wood? The American Government has increased the duty on pulp 25 per cent. This is because Ontario and Quebec have placed restrictions on the

export of pulp wood cut from Crown lands. But the action of these provinces would not affect more than 10 per cent. of the output. We sent to the United States last year pulp-wood enough to manufacture 272,964 tons of pulp. That represents \$11,371,000 that the Americans have made from our Canadian wood. They have added 25 per cent. to the tariff on pulp, and we are allowing them to take our pulp wood free. Are we not good fellows indeed? Are we not a capital lot of fellows? (Laughter.) They slap us on one cheek and we kindly present the other for their slaps."

Mr. Tarte then made reference to the action of the Government in abolishing the duty on binder twine and barbed wire. In his opinion, most people were now convinced that the abolition of these duties had not been a benefit to Canada. The Canadian factories had been ruined, but the consumer did not get the articles any cheaper. The lowering of the duty on agricultural implements had not made them any cheaper. It had been said that if they wanted the Canadian North-West to be filled they must not raise the tariff on anything.

He asked them how it was that the western lands of the United States had filled up despite their high tariff. If this country was to be bound together it must be united not only politically, but commercially. If care was not taken in the North-West, there might be worry and trouble in the near future. The population was largely foreign, and it was through trade that the rest of Canada could keep in touch with the west more easily than in any other way. The east was willing to do all it could for the west, but only on condition that the westerners would be Canadians like others.

There was a time in the Maritime Provinces when no man called himself a Canadian. The ties which were created by trade had much to do with obliterating this feeling and making a united country. As to the preference tariff, it might be altered if found to work badly in any direction. It made him tired to hear people say not to touch it. A tariff was like the price of goods, not always to be maintained at the same rate, but to be changed according to circumstances.

At the same time he was a strong Britisher and strongly favored building up trade between the colonies and the Empire.

Mr. Tarte closed with an appeal to the manufacturer and the farmer to stand together. He declared it to be a crime to try and make them enemies. Let there be no more national or religious difficulties, but let Canada be a nation, free, prosperous and independent.

HON. G. W. ROSS

AT STRATHROY, SEPTEMBER 26th

THE TARIFF QUESTION

Referring to the tariff question, Mr. Ross said the Dominion Government had great difficulties in adjusting the tariff to suit everybody. The farmer may want a certain policy that would not be satisfactory to the manufacturer; but the people of Canada can be trusted to settle the difficulty. An adjustment of the tariff will have to be made from time to time for the next generation; there is no finality in it. He cared not by what name it is called. In West Middlesex they used to think they were free traders, and in 1878 they persuaded themselves that the nearer they were to free trade the better, and he believed so still, just as he believed the nearer we are to heaven the better. But free trade in this country is an actual impracticability. Then what are we going to do? Study our own conditions. He cared not who said "No," or who said "Yes." What we want is a tariff to suit ourselves, first, last and always. It mattered not to him how that is adjusted, so long as we get

the highest degree of prosperity under it, nor did he care whether it suited anybody else or not so long as it suited ourselves. It mattered not whether the Americans liked it or not. We have nothing to do with them, except to keep them on their own side of the line, if necessary. He did not talk retaliation, but, supposing our neighbor's cattle get into our farm and we put up our fences to keep them out, is that retaliation? No, no; we are simply taking care of our own. If we want to take our neighbor's fence down and turn our cattle into his farm that would be retaliatory, but he would build up his fences if he wanted to. This is a pure business matter, and he endorsed Mr. Tarte's motto. "Business is business." He subscribed thoroughly to Mr. Tarte's doctrine of manufacturing our own raw material and keeping our manufacturing industries here and building them up, and when we have done this, we have done all that as good Canadians we ought to do and can be expected to do.

MR. HENRY MILES

AT GANANOQUE, SEPTEMBER 24th

"I speak," said Mr. Miles, "as a business man, and with the subject we discuss tonight—the best business interests of our country—it is surely not necessary to disclaim politics. The Customs tariff is the great issue to-day. It is, of course, of vital importance to manufacturers, but I claim it is of greater importance to our young national life. The present tariff law passed when Sir Wilfrid Laurier came into office does not very materially differ from its predecessor the National Policy Enactment of 1879. It is much simplified, and unpleasant friction with importers has largely disappeared. The British Preference first of 25 per cent. and later 33½ per cent. constituted a marked change, but it is absurd for anyone to say that the present Government inaugurated Free Trade or that Free Trade is the principle under which Canada has been governed since 1896. Free Trade is dead in this country.

PROTECTION IN OUR TARIFF

"The principle of protection exists in our tariff and as far as I can gather, no one desires a general advance in the Duties imposed. The British Preference has adversely affected some of Canada's Industries.

"In this direction we find some of the strong reasons for a revision of the whole tariff—German and other foreign goods come to Canada through British channels and have the advantage of this Preferential treatment. This was never intended and could not have been foreseen, yet quantities

of such goods are to be found in our market. The only safeguard for this in the Law is that 25 per cent. of the value of the goods shall be British."

HOW GERMAN GOODS COME IN

"English wholesale merchants can, for instance, import an article from Germany unfinished in manufacture, add 10 per cent. to the value in finishing, and, then, the addition of the 15 per cent. profit of the jobber in England enables securing the advantage of the Preference Tariff for goods really of German origin. In many directions it is easy to see and to estimate now the working of this tariff feature. I will only offer for illustration one or two items—perhaps not the most important—but on the principle that 'straws show the way the wind blows.'

"French gloves become 'British manufactures' by passing through England, and, while in transit, having buttons added and boxes provided. Neckties—duty 35 per cent. and the silk of which they are made is dutiable at 30 per cent. Silk is not a British product, but when made into ties in Great Britain enters at 35 per cent. less 33½ per cent. preference. The manufacturer of silk neckties in Canada, therefore, pays more duty on his 'crude material' silk than the dry goods importer pays on the manufactured product.

"Conditions have changed since this tariff was made, and I believe Canada wants a revision.

INDUSTRIES LIFE OF CENTRES

"The industries are the life of the populous centres, and these furnish the most valuable of all markets to the agriculturists. All interests should work together for they surely have one common aim—our country. I believe that protection should be extended—a revision of the tariff should be based upon the needs and conditions that prevail to-day, and there should be a national ring in the measure from beginning to end.

"There is no supposition about the question of protection of our Canadian industries. There is no question of experimenting about it at all. Foreign nations afford most patent examples, and our nearest and most typical neighbor, our greatest commercial rival—the United States—boasts a history under high protection that will ever stand before the whole world as a monument to business foresight and brains in government.

SAYS REVISION IS DEMANDED

"I hope that the Hon. Mr. Tarte will carry a word to the council of his colleagues favoring a revision of the tariff, which it is apparent to so many, is really demanded by the conditions now existing in this country. We do not say the demand for consideration is based upon poverty, distress and ruin, but it is a call from Canada, rich in field, forest and mine; from Canadians prospering and happy in their citizenship, but who would wage the war of progress and commerce on the lines of Canada for Canadians, and believing that greater development and prosperity will be achieved under a national impetus than is within the power of our Government to give."

TRADE NOTES

Messrs. Wilson, Munro & Cassidy, bookbinders, etc., of Toronto, have dissolved, Mr. Cassidy retiring. The business will be carried on hereafter under the firm name of Wilson, Munro & Company, who have taken over the accounts and assumed the liability of the old firm. The address is the same as formerly, 77 York st.

At St. James' Palace, Manchester, August 25th to 29th, a large exhibit of the products of Canadian, American, English and German musical instruments was held. Several Canadian firms made exhibits, and Mr. Dunlop, of the Thomas Organ and Piano Co., Woodstock, was specially honored by the directors, formally opening the exhibition.

The Otis Elevator Company, of Hamilton, have acquired the business of the Leitch & Turnbull Co., of the same city, known as the Canadian Elevator Works. The members of the Leitch & Turnbull firm will give their attention to the new business. The new company is erecting a large modern elevator plant in Hamilton for the manufacture of electric, hydraulic, belted and hand power elevators.

YUKON TRADE

Report to the Canadian Manufacturers' Association on Trade Conditions and Prospects in the Yukon

S. MORLEY WICKETT, Ph.D.

THE gold production of the Klondike according to estimates in our Geological Reports as reproduced in the Statistical Year Book for 1901, has been as follows:—

1885-1896 (12 years' average) ..	\$128,200
1897	2,500,000
1898	10,000,000
1899	16,000,000
1900	22,275,000
1901	18,000,000

And for the present year the probable output has been placed at \$12,000,000. This makes to date a total of 80 millions. With such figures the land of "infinite possibilities" of yesterday has become an industrial fact worthy of consideration at the hands of business men.

The chief query to-day, with regard to the camp, is whether the supply of gold is likely to shrink rapidly; whether the deposits are already becoming exhausted. A month's visit to the country will convince, I think, the observant, open-minded traveller that the gold bearing sands are of immense area; that though the output may fluctuate, and even at times fall much lower than this year, the camp will remain an important one for many years—how many no one can say. Its life depends on too many contingencies for anyone to place a limit. All that we need say now is that the camp is too important and too promising for Canadians to neglect. Productivity, moreover, must always be estimated in comparison with costs. The cost of mining in the Yukon has fallen fully 50 per cent. since 1899; next year it will be lower still.

It is always dangerous to accept frankly the judgment of a mining camp concerning itself. But it is almost convincing to note the unanimity of opinion of miners, merchants and bankers with regard to Yukon possibilities.

Mr. Henry A. Miers, Professor of Mineralogy in Oxford, in his open letter on the Yukon writes: "I have found outside the country a somewhat wide-spread impression that the Yukon Territory has seen its best days, and will not long continue to be productive; I must confess that I shared this impression before visiting Dawson. A short stay in the country is, however, sufficient to convince a visitor that, even putting on one side the possibility of quartz mining, many of the properties now worked have many years of life left in them at the present rate, and that a comparatively small portion of even the Klondike district has been worked out. It may well be that the extravagantly rich deposits are exhausted, and that no second stretch of 3½ miles upon a single

creek will ever again produce from 25 to 30 million dollars of gold. Yet, even when the Klondike district is exhausted there remains the whole Yukon Territory, which is certainly auriferous over considerable areas."

My visit to the North was made at a most enjoyable time of the year, and under the favorable auspices of the Canadian Manufacturers' Association. I left Vancouver on the 4th of August, and was back in that city on Sept. 12th. During this time I visited, not alone White Horse and Dawson, but travelled over the chief creeks of the Klondike—Bonanza, Eldorado, Gold Run, Dominion and Hunker—visiting the chief



S. MORLEY WICKETT.

mines and inspecting the various mining methods. At White Horse I was driven out to the Grafter copper and gold mine. The courtesies extended to me as representative of the Association made my trip most profitable and pleasant. The North has indeed not forgotten the traditions of western hospitality.

The time was also very opportune, for the present summer is witnessing the passing of the old order of things, the transformation of the conditions and life of a young mining camp into the industrial and social conditions of an organized and civilized community. This transformation has given rise to varied reports, and calls for some explanation. First, however, a word as to the camp.

EXTENT OF THE YUKON

The Yukon territory is a huge district of approximately 198,000 square miles, resting on the north of British Columbia, between the Mackenzie River on the east and Alaska on the west. It lies in the same longitude

as Norway and Sweden from Christiania northward. The Klondike gold fields, as popularly understood, cover a small area of about 30 to 40 square miles, bounded by the Klondike, Yukon and Indian rivers. But prospectors have been busy, and the country to the north (Forty Mile Creek), the west (Sixty Mile Creek), and the south (Stewart and Salmon rivers and their tributaries) is here and there awakening into life. There are, Mr. Wm. Ogilvie says, seven thousand miles of creek in the territory. At most two hundred miles have been opened up to date, and a further fifty miles fairly well prospected. A warning, however, is to be thrown out: it must be clearly understood that geological investigations made up to the present, and the history of other placer camps, do not warrant us in anticipating another Eldorado. Rich gravels may, and doubtless will, be found here and there; but local opinion seems settling down to the belief that the rest of the country is made up largely of lower grade gravel, which, generally speaking, can be successfully washed only in a large way and after considerable investment of capital. I shall refer briefly to mining prospects later.

THE CLIMATE

If you travel northward from the great coast range to the north of British Columbia, you will find that the general elevation tends to fall all the way until you reach a range about 20 miles north of Dawson. The coast mountains show a maximum altitude of about 19,000 feet, which steadily diminishes as you go north; and the highest point in the Klondike, the Dome, which some vainly expected to be the "mother lode" of the alluvial gold, is only 3,700 feet. The Klondike is thus, as it were, an extensive valley sheltered behind the coast mountains. This geographical situation determines the climate of the Yukon. To the fall and elevation of the country add the fact that the coast range sifts the cold damp winds of the coast of their moisture, and it will be understood how we find the interior of the Yukon so dry. Add further the intensity and long duration of the northern sunshine from May onward, and it will be easily understood, as Mr. Treadgold remarks, how it is that we can pass from winter on the Alaskan coast as early as May, into summer in the Yukon interior, though faring due north all the time. Even on the first of June he had severe winter, he states, with trying snow, rain and fog on the Chilcoot summit; four hours later he was at Lindeman and it was spring. Later still, on the same day, he was in full summer at Bennett, and so on much further north, in summer all the time. It is

mainly a question of elevation. The fall in general elevation more than counterbalances the advance northward. In the same way, on leaving Dawson on the first of September, I was being liberally sprinkled by a warm summer shower, and came almost into winter in the White Pass.

THE SEASONS

It is probably the Alaskan coast and extraordinary tales of winter hardship which have given people the impression that the interior of the Yukon is a land of almost eternal winter. In the romantic days of a couple of years ago, photographers had a great run on fantastic winter scenes. But the man of the camera reports now that the demand has veered almost solely to truer pictures of mining life. In the interior, as a matter of fact, from May to September there is no snow to speak of. Spring, summer and autumn differ but little from similar seasons, say, in Quebec; only the air is even more delightful. It is as champagne to the visitor. Spring begins about the middle of April, and summer, green, sudden, delightful and nightless, bursts forth in another month. From August 20th to Oct. 7th it is autumn, with touches of frost at night, and the poplars here and there are one blaze of gold.

Some of the creeks tumble into life early in April, the Klondike not until the end. The ice "goes out" about May 10th, but higher up, Lake Labarge holds freight in check until June. Boats from the lower river do not reach Dawson until the middle of July.

In November snow falls to an average depth of two feet. The great depths of snow recorded of the north will be found only in the passes. By the first of December the ice is safe for the travel of the stages. The thermometer, it is said, dips lowest, 60 to 70 below, in January and February. In the almost complete absence of wind, and on account of the dryness of the atmosphere, Yukoners compare twenty to twenty-five below zero to our occasional zero. But after that tales vary. The young men said it was keen; some said magnificent.

DAY AND NIGHT

One is often asked as to the daylight and night. The 110 days of summer have an average sunlight of twenty hours; for about half the summer there is continuous day. A little darkness comes by July 20th, gradually increasing, until in December and January twilight or daylight lasts but from ten to two.

FARMING

Remarks on the northern climate are incomplete without mention of Klondike vegetation. Opposite Dawson is a farm of 18 acres, which next year will be 40. Oats are the main crop. It is cut green for fodder. But vegetables, such as cabbages, carrots, radishes, potatoes, lettuce, celery, etc., flourish on the gravelly hill sides. This is really the first season when the people in the Klon-

dike knew the capacity of their summer in this respect. Next year most of the table vegetables will be raised locally. Blue berries, raspberries and cranberries grow wild in profusion, and strawberries even are found. The flower gardens surrounding the cabins are inviting sights.

A Yukon summer strikes one as a suggestive commentary on the Hudson's Bay route to England. It helps to explain, too, the surprising productivity of our western territories. Summer in the Canadian North-West has two hours more of sunlight than eastern Canada; the Yukon summer daylight, with its average of twenty hours, several more.

THE JOURNEY TO THE KLONDIKE SHORTEST ROUTE

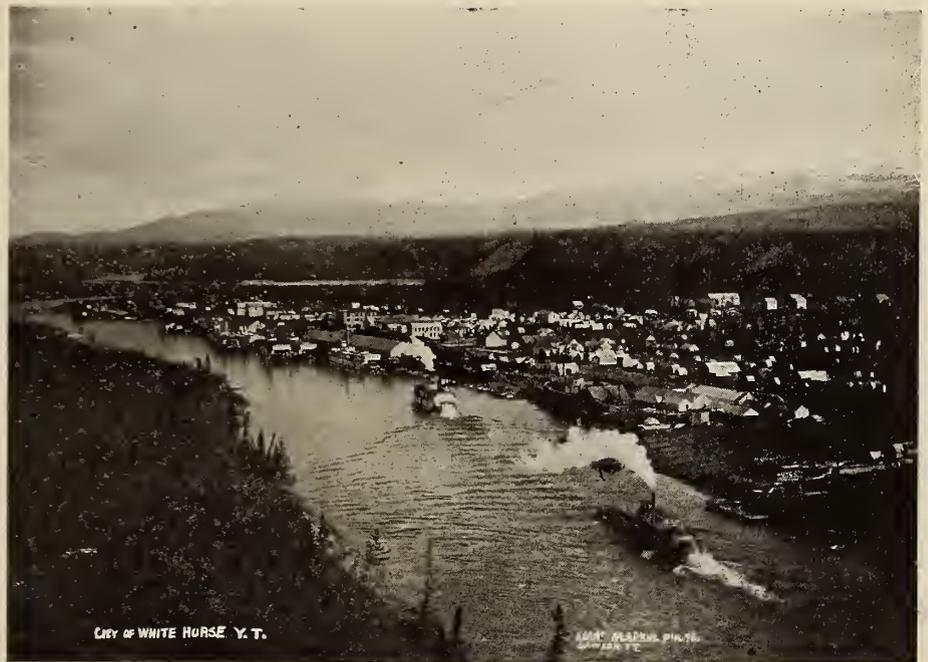
From Vancouver to Dawson by the White Pass Railway is a fascinating seven days'

which will be completed this autumn. The road is about 80 miles shorter than the river, and will be of advantage to both local and through freight.

Every foot of the route northward interests the new-comer ("Chechocker"). Here and there the pack trails of the stamperders of 1898, skeleton log cabins, piles of empty cans, and fragments of queer hand-made crafts are mute monuments to that wonderful band who rushed northward in their vague quest three or four years ago.

COMFORT IN TRAVEL

The contrast is striking between the ease of travel now and then. You can travel to Dawson to-day with practically as great comfort as from Montreal or Toronto to Halifax. As long as the Yukon remains a mining camp this trip northward will remain a delightful tourist route. While speeding



TOWN OF WHITE HORSE, ON THE YUKON, THE TERMINUS OF THE WHITE PASS RAILWAY.

journey of 1,426 miles. A refreshing sail of 867 miles in the quiet waters of the inner channel to Skagway, and amidst the splendid scenery of Queen Charlotte, Prince of Wales and the hosts of other islands; then a seven or eight hours' run of 111 miles, 9 a.m. to 4.30 p.m., by the White Pass and Yukon railway over the White Pass and along the shores of Lake Lindeman, and Lake Bennett to White Horse; and three days down the broad, swift running, but shallow Lewes river, or Yukon, as it is usually called, to Dawson, 448 miles. The current of the Lewes is about five miles per hour. A good photograph of a river boat, recalling the Saskatchewan and the Mississippi, is given with this article.

For those who do not wish to take the boats or drift down from White Horse on scows or rafts, there is the Government wagon road from White Horse to Dawson,

along the shores of Lake Bennett I recall passing a train carrying a party of tourists from Boston *en route* to White Horse. The present passenger rates from Vancouver to Skagway are \$30 each way. From Skagway to White Horse, \$20, and from White Horse to Dawson, \$50, or \$60 return up river, which includes meals and berth.

WATER ROUTE

I have mentioned the shortest route first because it is the shortest. The second—the original—means of access to the Klondike is the water route via the port of St. Michaels just south of Behring Strait, 2,739 miles from Vancouver, thence 1,800 miles up the Yukon to Dawson. By this route Dawson is 4,500 miles distant from Vancouver, as against 1,426 miles via the White Pass. On the one route freight uses up about a month or five weeks in transit, the second route eight to twelve days.

VALDEZ-YUKON RAILWAY

A third route is now being constructed in the form of a steam railway 400 miles long from Valdez, on the Alaskan coast, about half way between Skagway and St. Michaels to Eagle City, on the banks of the Yukon, 106 miles from Dawson. The Valdez-Yukon line aims at opening up the Alaskan copper fields, and if conditions warrant, will doubtless be extended to Dawson.

WINTER TRAVEL

It may be well to add that winter causes no interruption to ocean and railway traffic by the White Pass as far as White Horse. The new wagon road for the rest of the way will prevent interruption in November and in spring to passengers. In leaving Dawson for home one "goes out." In going to Dawson one goes "in." In winter you "go in" over the ice in an open sleigh. In the course

this number will be made up by the wives and children who have at last come to live in the far North. On the other hand, the forthcoming (second) directory of Dawson will contain over a thousand names less than last year. The city, however, has a very shifting population, which declines in the fall and swells in the spring.

The town is laid out in regular streets at right angles to each other, the through streets being called avenues, first to sixth, and the cross streets King, Queen, Church, etc. Its large warehouses, its immense departmental stores, where everything can be procured from a pin to a haystack; its extensive Government buildings; its wooden pavements and good roads; its telegraph, telephone and electric lighting apparatus; its many fine shops and hotels and houses give

autophones are in service. Fifty cents is the minimum toll per message delivered.

For fire protection there is a well officered fire brigade with reel, ladder and steam engine. Water mains with hydrant connections have been laid on some of the streets and are being gradually extended. The water is pumped from the Klondike. To keep the water from freezing in winter it is forced continuously through the mains into the river below, while the further precaution is taken of running a jet of steam through the pipes. The water is delivered from house to house by water carriers at so much per bucket, (in winter 25c. "two bits").

THE ASSESSMENT

The assessment of the town for 1901 was \$11,648,000, 4¼ million being for realty, 6 million for personalty, and one million for income. The tax rate is approximately two mills in the dollar.

The assessors anticipate that the personalty assessment for the present year will not be materially altered in the total.

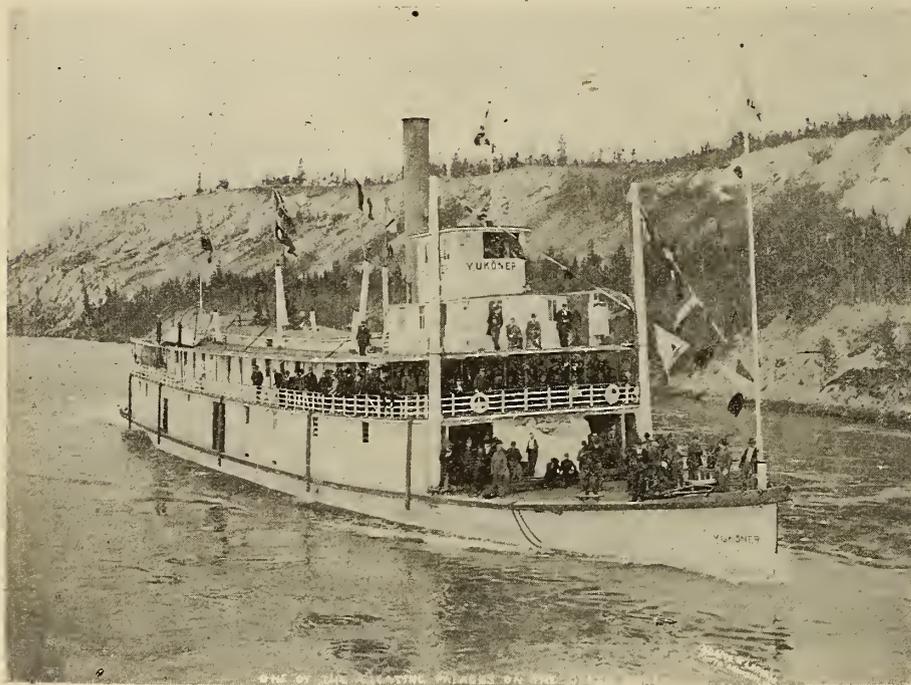
An idea of the extensive stocks carried will be gleaned from the assessment of some of the business houses. The stock in trade of one company was assessed for \$1,800,000, that of another at \$650,000, two others at \$250,000, still others at \$175,000, \$125,000, \$90,000 and \$80,000, five at \$50,000, &c.

INSURANCE

Insurance of these stocks is expensive. The lowest commercial risk is 2 per cent. This rate is given on stock in one of the three brick buildings of the city. A large amount is carried at 4 per cent. and some at 10 per cent. An estimate by the leading insurance agent of Dawson places the amount of insurance at present in force at two and a half million dollars, against a personalty assessment of six million. Each merchant stores his goods in warehouses usually built of corrugated iron placed in different parts of the town. In several quarters I heard the opinion expressed that rates were unnecessarily high, and that companies not yet represented might profitably extend their policies to the Klondike.

TRANSITIONAL STAGE

To-day Dawson is in a stage of transition. Up to the present it has had restaurants, saloons and petty shops sufficient in number and capacity to meet the requirements of a town of thirty to forty thousand inhabitants. With the closing up of the public dance halls and gambling resorts in July last, a great artificial stimulus to local trade was taken away. The business of many saloons, restaurants and small tradesmen was bound to suffer. Some shopkeepers have already given up business and a number of others must follow. Local disturbance has been further aggravated by the policy of the White Pass Railway in granting differential rates to large shippers. Add to this the threat of some of the large trading com-



COMING DOWN THE YUKON.

of the weeks' drive down river, only the driver is said to be occasionally frozen, and at the next road house speedily unfrozen and regaled, which seems to be the more essential.

DAWSON CITY

A few years ago a traveller to the interior of Central Africa told of his surprise at coming suddenly upon the neat gardens of the natives. Dawson, at the junction of the Klondike and Yukon rivers, in 64½° north lat., spreading out with an impressive front of piers and large warehouses, and the bustling life of a distributing centre, arouses like feelings. According to last year's Dominion census, the city had a population of 9,142, and the Yukon territory one of 27,219 including 2,600 Indians. Mr. Hartman, the Postal Superintendent at Dawson, credits both the population of Dawson and of the territories with an increase. Part of

it an unexpected aspect of stability. There are two theatres, three daily newspapers, two banks (Bank of Commerce and Bank of British North America), two well equipped clubs—the "Zero," and the "Arctic Brotherhood," four churches, the Presbyterian costing \$50,000. Mr. Carnegie has recently promised \$25,000 for a public library building.

TELEPHONES

The buzz of the telephone is always an indication of local business. There are three hundred and thirty telephones in use in the city at rates varying from \$10 to \$20 per month, according to the number (3, 2 or 1) on a single wire; and between 70 and 80 mines out on the Creeks have telephones for which they pay from \$25.00 to \$50.00 per month.

For messenger and telegraph service, 100

panies to force the small shopkeeper out of business or compel him to buy from them exclusively, and one can readily understand the dangerous position in which many small tradesmen found themselves.

Very few houses doing any business of importance have however "gone out." This is important to note. Several have consolidated to form the large Northern Commercial Company, with its many millions of capital. If mining suffers no temporary relapse, there should be no radical change in business conditions in the near future; though there promises to be less mining this winter than last, summer work being found more economical than winter work.

DECLINE IN RENTS

A natural sequence to the reduction in the number of small tradesmen has been a decline in rents and land values. When public gambling was permitted, almost unlimited rents could be demanded for sites on neighboring properties. Now, moreover, the town is filling out, and in place of First Avenue being the sole business street, Third Avenue, on which is the post office, promises to be the general artery of the town.

VILLAGES SPRINGING UP

Concurrently with all this, local camps or villages have been opening up during the last year or so on the creeks: Bonanza city ("The Forks"), Gold Bottom, Caribou city, etc., with their outfit of small shops; though all stores of goods must come from Dawson.

In spite of falling rents and dullness in trade in Dawson, I counted half a dozen new cabins in the course of construction, and three or four new stores.

DUST CURRENCY

The passage from an inflated gold dust to a legal currency, and a consequent fall in the local exchange value of dust, has been an additional confusing element which the banks, though not properly, have been made answerable for. Trade dust has fallen from \$16 to \$14 an ounce. The history of trade dust and currency side by side is an interesting instance of Canadian bi-metalism.

CREDIT

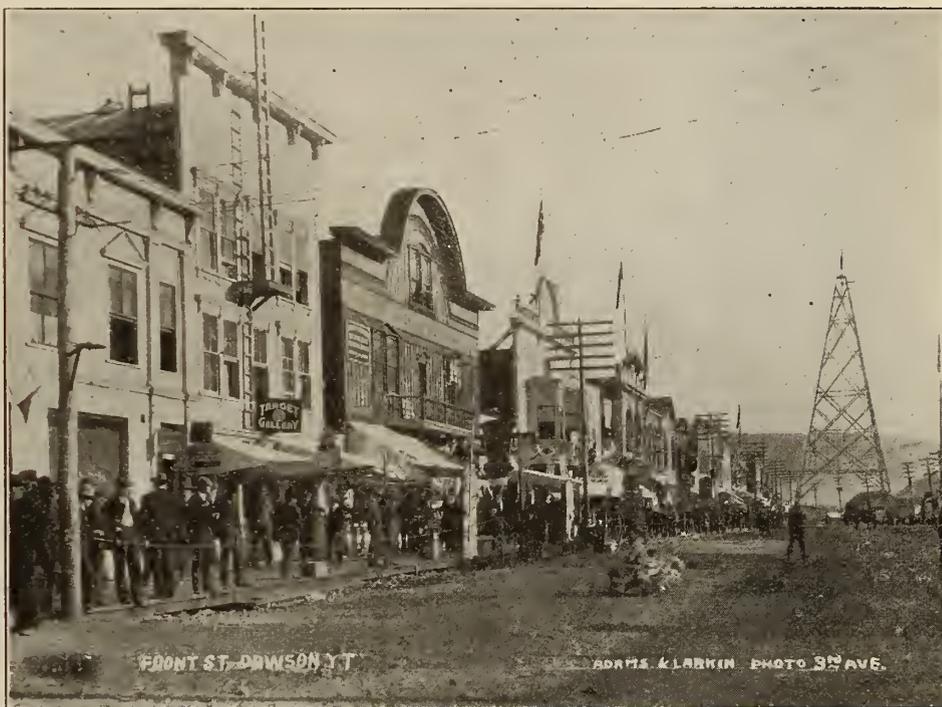
The fall of rents and values has naturally affected the loaning of money. Credit is no longer given so promiscuously as once. The more conservative policy of the banks and of companies, and of money lenders, who shape their policy by that of the banks, has resulted in a financial stringency that is hurrying out of business many of the small men who have been leaning on credit and borrowed capital. When the peculiarity of Dawson's business is recalled, that to carry on trade it is necessary to be able to lay in a large store of goods in the autumn to carry one over until the opening of navigation in May or June, it will be easily understood how widespread the effect of financial stringency must be. The two banks are big factors at such a time. While bank policy

has been here and there bitterly criticized, careful enquiry into several cases has not disclosed undue strictness on the part of the banks. As a favorable feature, it is to be noted that the present tightness of money in Dawson has been accompanied by a fall in the rate of interest from 2 per cent. to $1\frac{1}{2}$, $1\frac{1}{4}$, and for gilt edged security 1 per cent. per month. The town itself negotiated a loan of \$50,000 at the rate of 8 per cent. per annum.

It seems, therefore, that leaving aside the question of the stability of the camp, nothing has happened which was not to be anticipated in the ordinary course of affairs, though particularly through the stopping of public gaming, etc., it came almost unexpectedly fast. The high scale of prices, and the extravagant profits of the last three years,

vincial offices were opened in Vancouver and Victoria, and favorable terms offered to miners for their gold. The Dominion Government opened its Assay office on the 26th of July, 1901. But conditions have changed: the banks and trading companies, not individual miners, are expressing out the gold. Furthermore, with gold steadily at a premium in Canada, Vancouver could only act as a costly intermediary without being of much profit to local trade. The office must now be regarded rather as a necessary convenience to the few miners who come from the Yukon with their gold to Victoria or Vancouver, but more particularly as an integral part of public policy in providing for mining in British Columbia.

Some merchants in Dawson have asked for the transfer of part of the Assay plant



FIRST AVE. DAWSON, AS IT APPEARS TO-DAY.

must in the course of time, with the development of transportation and the coming of ordinary business methods, disappear. With the passing of unusual profits, the credit of tradesmen at the hands of the companies, of shippers and of the banks, must necessarily be affected. By next year the camp will have been cleared for more reliable steady business. I heard much of dullness in Dawson; I failed to discover it out on the creeks.

THE QUESTION OF AN ASSAY OFFICE

In the earlier days when miners came out with "pokes" of gold, it was of advantage to Vancouver and Victoria to provide for the purchase of the gold, and thus secure ready business for the merchants of the town. Hence the agitation for the opening of an Assay office at the Coast. The Dominion not responding with sufficient speed, pro-

from Vancouver to Dawson. Their reasons are, in a word, lack of confidence in the banks, which they regard as private institutions. Before leaving the north, I was shown the records of the gold purchases and sales by one of the banks. The figures showed that the prices the bank was paying were eminently favorable to the miner, so favorable in fact, that the Government Assay office could not compete except at a loss. The favor with which suggestions for a Government office meets seems heightened by the hope that the office would not deduct charges for shipping out bullion to the Coast. These charges amount at present to about $1\frac{1}{4}$ per cent. or \$150,000 on \$12,000,000. That the country should take over such an item, cannot be seriously entertained.

It may be interesting to give the returns of assays made in Canada to date. Dr.

Hannel, Superintendent of Mines at Ottawa has sent me the following figures:—

STATEMENT OF BULLION DEPOSITED AT DOMINION OF CANADA ASSAY OFFICE, VANCOUVER, B. C., FROM THE 26TH JULY, 1901, TO 6TH SEPTEMBER, 1902.

TERRITORY.	No. of Deposits.	WEIGHTS.		VALUE.
		Oz.		
Yukon	313	56,965.23		\$928,965 11
British Columbia	436	22,746.83		388,658 93
N. W. Territories.	15	324.66		5,965 57
Ontario	26	3,032.02		47,036 15
Unclassified	3	62.41		1,128 18
Alaska	1	9.72		146 71
Totals	794	83,139.87		\$1,371,900 65
ASSAYS IN 1901 OF B. C. ASSAY OFFICES				
Victoria	158			\$290,000
Vancouver	88			98,022
Grand totals..	1,040			\$1,759,922
Gross expenditure on Dominion Assay Office for 1901-1902..... \$20,382 74				

"muck" of a few feet to perhaps 12 feet or more in depth. Upon this "muck" grow moss and spruce trees, and through it the stream winds. It is to be noted that the creek never flows upon bed rock, but always above it, upon the gravels. The gulches being narrow and steep are usually covered with a considerable depth of surface muck. As a result, more mining has been done on creeks and comparatively little on gulches or pups.

The methods of mining at present in vogue will give an indication of the demand for mechanical appliances: (1) Rocking out gold, the "heroic" method of the early days, is still met with here and there. But men who carry on work on such a small scale must necessarily "gopher" their claims for rich spots.

in the Klondike one large steam shovel at the mouth of Eldorado Creek, and I believe a second is in operation in another section of the Yukon. A third will be in operation in the spring. These machines work by "open cuts." In the case of the steam shovel at Eldorado, to which I have referred, the summer sun thaws, each day, enough gravel to keep the steam shovel in operation for about two hours. So that, provided the property is sufficiently large and the gravel fair pay, this method is extremely economical as regards labor and fuel.

DREDGING

(4.) Dredging the river bottoms is now being seriously tested practically for the first time: I refer to Mr. Ogilvie's work on the Stewart river. If this work results profitably many dredges will doubtless be set to work in the very near future. The Lewes River Dredging Co. have been in operation for some time, and are now working successfully in the Bonanza valley. Their work has shown that from the melting of the frozen gravels which they expose, they gain sufficient water to float their dredge, and thus to move about as their shovelling progresses.

HYDRAULICING.

(5.) Hydraulicing, that is, washing the hill-sides by the aid of powerful streams of water shot through "giants" with nozzles varying in diameter from two to five and even seven inches. The best hydraulic plant in the Klondike to-day is the Anglo-Klondike Mining Company's plant at Fox Gulch, Bonanza Creek. On this property \$750,000, the Manager informed me, has been spent, and upwards of 90 men are employed. The managers' report for this season will show a handsome profit on the operations. It is an interesting sight to note the effect of water when hurled in large streams against a hillside: the hill melts away as if of sand, the gravel washing down the slope into sluice boxes. Provided sufficient head of water can be secured hydraulicing is extremely effective and economical. The Manager of the Company, Mr. Geo. T. Coffey, believes that hydraulicing is the most suitable method for the Klondike even for bench and creek claims.

"LAYS"

(6.) Letting a claim out on "lay" is a further method of mining. A "lay" is the lease of a claim against a percentage of the gross output. For an average lay, a miner will pay from 50 per cent. to 65 per cent.

On the whole, steam power is being used more and more; hand labor is disappearing, and steam boilers and engines are finding a growing market. Mining is being carried on on a larger and larger scale. Last spring one firm had 96 boilers and before the season was half over, its supply was exhausted. The largest property in the Klondike, Chute & Wills on Gold Run, for example, operates 13 boilers and gives employment to 225 men.



A KLONDIKE GARDEN.

The Seattle Assay Office cost the United States in 1901 \$45,720, against which there was a revenue of \$40,599.

MINING OPERATIONS

When we speak of the gravels of the Yukon, we mean gravel in one of three situations: 1. valley; 2. hillside; 3. crest or bench. Klondike valleys in comparison with their little creeks are very wide and flat, with the result that the pay streak and the gold seems more evenly distributed than would otherwise be the case, and the sun has more effect on the open valleys. The same peculiarity is reported of the placer mines in Siberia to which the coast range on this continent probably extends.

The gravels cover bed rock to a varying depth of approximately five to fifteen feet; they again are covered by a black mould or

SLUICING.

(2.) Sluicing, *i. e.*, shovelling the gravels into sluices of running water from which it is washed away, the gold being deposited in "riffles" placed at the bottom of the boxes. Sluicing is done by (a) "open cuts" or (b) "drifting" (tunnelling). If the muck is not too deep, it is stripped off and the gravel is exposed to the sun and then shovelled into the sluice boxes. This is "open work." If it is too deep, shafts are sunk and the work carried on by drifting. In the tunnels the gravels are thawed or softened mostly by the aid of steam points and the spraying of water. Pulsometer and other pumps along with plows, scrapers, derricks and buckets are here called into requisition.

STEAM SHOVELLING

(3.) There is at present, to my knowledge,

Along with the use of steam comes the tendency to consolidate individual claims (250 ft long) into large holdings. Many claims have already been united. We may confidently anticipate the continuance of this policy and the carrying on of mining operations on a much larger, more systematic and profitable scale than during the present year.

For such work, there seems to be tempting opportunities for the investment of capital in bringing water from certain rivers or from some of the adjacent mountains.

QUARTZ

A placer camp is ever open to suspicion. It is always on trial. Popular opinion is always inclined to be prejudiced. To discover gold bearing quartz in position is to touch the springs of life. In spite of an immense area of auriferous country, the great hope of those interested in the Klondike is to discover gold quartz. Of quartz prospects in the Klondike, no one can even yet speak with assurance. Of Klondike nuggets, it may be said a large number show quartz as well as gold; and fine specimens of quartz rich in gold have been found in the creeks and in the neighbouring mines. Already several hundreds of quartz claims have been recorded, and in some of them much confidence is evinced. Several quartz locations in the neighborhood of Dawson and on the creeks have been opened up; and the Ladue Co., of Dawson, has established a two stamp mill for testing purposes.

In the White Horse country, of which the copper country of Alaska is a continuation, several ore bodies have shown an extremely high percentage of copper and a fair percentage of gold. Splendid coal has also been discovered in the same district. The president of the White Pass Railway informed me that the test his company had made of this coal showed a heating capacity practically equal to that of Vancouver coal. The coal at Five Fingers has so far not proved satisfactory, slacking when exposed to the air for a time.

The report of Mr. McConnell's party of investigation on their work in the Yukon this summer will doubtless contain fresh information with regard to Yukon quartz prospects.

EXPENSES OF MINING

Expenses of mining have fallen materially during the last couple of years. Those few companies who brought in machinery three or four years ago under great expense for transportation, have on this account much dead capital against their property. For transporting machinery from Vancouver to Dawson, the rates in 1898 and 1899 were sometimes several hundred dollars per ton. This year machinery could be shipped in at approximately \$55 to \$75 per ton. To carry machinery from Montreal to Dawson this summer, via White Horse, entailed a cost of about 50 per cent. of the original value of the machinery.

Charges for cartage to the creeks from Dawson have also fallen greatly. For example, to Grand Forks, 14 miles distant, the charges were 15 to 25 cents per pound. In 1900 this rate had fallen to seven cents; in 1901 to two and three cents. If the shipment was a quarter of a ton in weight the rates were one and a quarter to one and a half cents, and if a full ton one cent per pound. For heavy machinery an additional quarter of a cent is charged.

The opening up of the country by the Government roads has been the main factor in leading to the reduction of these rates.

The price of lumber, which is in strong demand for sluice boxes and houses, has fallen 30 per cent. during the past year.

LABOR

Wages in 1898 were an ounce of gold a

already remarked, are falling, and in the spring when renewals are mostly made, more slumps may be expected; but they still remain at a fair figure. A five to six roomed cabin will cost monthly according to the situation from \$90.00 to \$150.00. Electric light (flat rate) \$10.00 to \$15.00. Service \$25.00 to \$100.00, water \$3.00 to \$4.00. Laundry charges were practically cut in half this summer, laundrying of shirts falling from 50 cts. to 25 cts., of collars from 15 cts. to 10 cts. each, etc. Fair living expenses today are from \$4.00 to \$5.00 a day; for a miner \$2.00 to \$3.00.

Here are a few retail prices, as quoted in Dawson on August 28th:

Sugar	8 cts.
Beef.....	25—50 cts.
Pork	30—50 cts.



SUMMER DIGGINGS, 8 BELOW HUNKER

SUMMER DIGGINGS—AN "OPEN CUT" ON HUNKER CREEK.

day (\$16). This year the usual wage was \$4.50 per day and board, or together from \$5.50 to \$6. Next year, it is foreshadowed, wages will probably be 50 cents per day lower. The wages paid for labor in winter are usually lower than summer wages. The Government has been paying a higher rate, \$7 to \$8 per day, board included, to its roadmen. This was a matter of complaint from many important miners.

As regards living expenses, people fare well in the North, remarkably well. The traditional pork and beans and canned goods of the early exploration parties have long been of the past. When on the creeks I invariably sat down to fresh beef, fresh vegetables, pastry and dessert, etc. Meals in Dawson cost 50 cts. to \$1.00. Board by the month costs from \$60 to \$80. Rents, as

Bacon.....	35 cts.
Mutton	35—50 cts.
Butter	75—100 cts.
Eggs	50 cts.
Tomatoes per lb.	30 cts.
Green Peas, 3 tins.....	\$1.00
Onions	7½ cts.
Potatoes.....	10 cts.
Oats	5¼ cts. per lb.
Hay	4¼ cts. per lb.

It is always difficult to control a supply of labor in a market such as the Klondike. Though most responsible people have assured me that there has never been for any length of time more miners seeking employment than could be employed. Last spring there was a temporary glut in the labor market through three causes:

1. Work on the Government road to White Horse was advertised to begin in the spring, but was late in starting.

2. Advertisements had been issued for laborers for the Dawson Klondike railway, and work on this railway had to be postponed.

3. Owing to weather conditions, the summer workings out on the creeks were slow in starting.

Next year, in the same way, the advertisements for the Valdez line promise already an overplus of laborers seeking employment in Alaska. Laborers must not expect that the Yukon can absorb an unlimited supply of men, and until the camp assumes a more normal aspect, they should make sure of their ground before going northward without some capital and conservative intentions.

RAILWAY POLICY.

It is unfortunate that the Klondike was born prematurely, before the boundary question was settled. As it is the White Pass

the United States are subordinated to political exigencies. Skagway, it may be remarked, is rapidly falling back to the position of a small port of transhipment.

TRANSPORTATION PROBLEM

The present situation of the transportation problem of the Yukon appears to me as follows: The large trading companies such as the Northern Commercial and the North American Transportation and Trading Co'y, who own ocean boats and river scows, are able to land freight at Dawson at a cost of approximately \$30 per ton. Some experts estimate a little less, some a little more. The actual rates charged in their books to themselves and their patrons are of course considerably higher. The White Pass railway finds it impossible to fix rates so as to capture the trade of the Companies. They are thus thrown back on (1) perishable freight;

one must not regard too strictly the popular hostility displayed towards the line. There is a widespread inclination in the north, as elsewhere, to take up the cudgels against all corporate bodies, including the Government. It must not be forgotten, moreover, that the railway was a big venture for capital, and was a great boon to the country, and deserved rich returns. It seems, indeed, to have got these. But now that business in the north is settling down to an ordinary commercial basis, the time has come for the inauguration of a definite, open-handed, equitable rate policy. If it is necessary for the Government to bring pressure to bear to secure such a policy, it should not hesitate.

Transportation rates this year were lower than last, and the next year promises to have a still lower scale; for the unsatisfactory condition of rates during the present summer has encouraged plans for keener competition next year by the lower river. In the year 1904, the Valdez-Yukon railway will probably be an additional factor to be reckoned with. The capital of the White Pass and Yukon line is practically British, but the management, a most elaborate and costly one it appeared to me for a line of 111 miles, is practically American.

NEW LINES

New lines are being advocated: (1) the addition to the White Pass line through the White river country with its stores of copper, gold and coal, at the mouth of the Stewart river; (2) An all-Canadian route from Port Simpson or some other British Columbia coast point, through the Atlin country and White Horse; (3) The Dawson-Klondike railway from Dawson up Bonanza, passing Eldorado to the height of land or "divide," usually called the Dome. The first sod for this line was to be turned this year, and some of the building material is already at Dawson. We shall probably hear definitely in a few months whether this line will be built next year as is now contemplated.

In the light of to-day it seems regrettable that the all-Canadian route to Dawson projected some years ago was not with certain limitations and safeguards carried out. As regards a railway from White Horse to the Stewart river, I am at liberty to cite Mr. Ogilvie. He believes that such a line would open up a valuable section and probably make a splendid investment. From all accounts the ground is well worthy of being looked over by capitalists.

THE C. P. RAILWAY AND THE YUKON

It would be a great boon to the country and an encouragement to capital and doubtless an advantage to the British shareholders as well, if the White Pass Railway were operated as part of the C. P. R. system. The C. P. R. owns and operates the C. P. N. boats running from Victoria and Vancouver to Skagway, and has already an understanding, a slight one indeed, with the Yukon railway regarding rates.



SLUICE-BOX SHOWING "RIFLES."

Railway passes through a section of 15 miles of disputed territory from Skagway to the White Pass, now held by the United States, and as such, subjects all through traffic to the inconveniences of the bonding system.

On my arrival at Skagway the Secretary of the Local Chamber of Commerce and the editor of the Daily Alaskan urged the advisability of Canada allowing Skagway merchants the privilege of "breaking bond" and selling Canadian goods. On my return I ventured to reply that until the boundary question was settled neither government would probably be inclined to take action in such a matter for fear of prejudicing its case, that the only possible step at present was for the Skagway Chamber of Commerce to appeal to Washington to bring the boundary dispute to arbitration as speedily as possible. This boundary dispute is another unfortunate instance of how international questions in

(2) freight demanding speedy delivery, which includes a good percentage of the small orders, besides perishables, (3) freight which they are able to arrange for by differential rates. The total annual tonnage now being imported into the Yukon is about 32,000 tons. Of this the White Pass railway secures one-third to forty per cent.

The rates charged this year by the railway for freight from Sound ports to Dawson have varied, generally speaking, from \$50 to \$80. The small shipper, and the inept negotiator, who has had to pay a higher rate than his competitor, are naturally aggrieved and complain bitterly. The policy of the railway up to the present has certainly hastened the downfall of the small tradesman, although he was one of their best patrons.

The position of the traffic department of the railway was certainly a difficult one, and

TELEGRAPH CONNECTION.

Dawson is connected with the outside by the Government Telegraph. White Horse has in addition the connection by the White Pass Railway Telegraph line. The telegraph rates are of course high. From Dawson to White Horse, the tariff for 10 words is \$2.50, and 15 cents for each additional word. To Vancouver, \$3.25, and to Toronto and Montreal, \$4, and 27 cents for each additional word. To San Francisco \$3.85 and 26 cents for each additional word. For press reports it is 1 cent per word to Ashcroft on the C.P.R. In a short time an alternative service will be secured over the United States line via St. Michaels and Valdez.

THE YUKON MARKET.

Mr. John McDougald, Collector of Customs, has supplied me with the following interesting information with regard to the Klondike market, giving the value of foreign goods imported into, and exported from, the Yukon territory since 1899 (the date of our first statistical record for the territory :)

Fiscal year ending 30 June.	Foreign Imports.	Foreign Exports.	Total Foreign Trade.
1899	\$1,651,429 (No returns)		\$ 1,651,429
1900	2,678,121	\$ 9,095,954	11,774,075
1901	2,823,633	13,914,676	16,738,309
1902	2,019,782	14,083,487	16,103,269

Allowing for the conditions peculiar to a novel and distant post, as was the Klondike during the first three years, the figures given should not be taken as more than approximations. It must not be forgotten too that trade returns for the Yukon can take no account of the large quantities of foreign goods sent from Vancouver and Victoria which must therefore appear as Canadian. However, taking the figures as they stand, they disclose an important market which Canadians are not controlling. Taking into consideration various trade returns and the results of an inspection of the Dawson warehouses and allowing for customs' undervaluations, etc., I am of the opinion that of the goods imported into the Yukon during the past year, 60 per cent. is a fair approximation to be placed to the credit of Canada.

TRADE OPENINGS

Every market is to a certain extent cosmopolitan in the goods which it buys and sells; and it need not be expected that Canada will supply entirely the northern market. Particularly in the following lines I believe Canadians could profitably increase their trade: Mining machinery, especially pulsometer and other pumps; boilers, particularly such as are mounted like our threshing engines; wagons, carriages and sleighs; candles, soap and lubricating oils; electric apparatus; rubber boots, etc.; ready made clothing and woollen under-clothing; hams and bacon, poultry and game, canned meats and lard; butter and eggs; beer.

As regards the item of beer, there is a clause in the Yukon Act providing that no

brewery shall be licensed in the territory. I know not whether this was due to an astute move on the part of Seattle brewers. At any rate such provision is futile in checking the consumption. The sole effect is to throw the entire sale of beer, with the exception of that supplied to the Mounted Police, into the hands of the United States. A local brewery would doubtless yield handsome returns to the holder of a brewery license.

A "statement in detail of goods imported into the Port of Dawson" for 1901, discloses also, relatively, large importations of the following commodities: coffee, baking powder, canned fruits and vegetables, honey, condensed milk, potatoes, tobaccos and cigars, fine confectionery, boots and shoes, leather belting, rubber hose, gloves and mitts, cotton duck, copper wire, wire nails, cordage, wire rope, spades and shovels. In a few of these items Canadian houses have, however, made large sales this year.

To capture the market for mining machinery, wagons and sleighs, our manufacturers should make a special effort. There are many Canadian boilers, wagons and sleighs in the Yukon; but I should judge that 80 to 85 per cent. of the mining machinery being employed is from across the border, and about 50 per cent. of the wagons and sleighs. I believe it would repay two or three firms manufacturing the above lines to send a reliable representative into the Yukon in the early spring, who could make himself familiar with the country and advise them with regard to the most serviceable kinds of machinery in demand, and besides taking orders make arrangements for shipments on consignment.

I was informed that the plant of the Dawson Electric Light and Power Co., which has developed 300 h.p. and is supplying 3,000 private lights, is all imported.

MARKET PECULIARITIES

A few characteristics of the northern market appear worthy of special mention: (1) the Klondike even more so than other mining camps, demands the best qualities of commodities. No more serious mistake could be made than to imagine that the miner is satisfied with rough and ready articles of use, consumption or apparel. A defective boiler, or machine, for example, means the loss of part of a valuable summer; cheap clothing means weak sewing; and cheap food may not keep. The high cost of freight, moreover, makes the original cost a matter relatively of less importance; while the purchasing agents of the trading companies are discriminating buyers.

An interesting example of the high quality of goods in demand in the Klondike, is the history of the demand for hams. Dawson was not satisfied with the best Chicago bacon until the smoking was done at Seattle and shipments made direct from Seattle. Not content even with this, preparations are

now being made for shipment in pickle next year to Dawson, and local smoking. As regards the consumption of fresh meat Messrs. P. Burns & Co. of Dawson and Calgary gave the following estimate of the quantity of beef and mutton being brought to the Klondike for this year: 4,000 to 5,000 beef on the hoof freighted via the White Pass, and 500 to 600 frozen via St. Michaels; 5,000 to 6,000 sheep via White Pass, and 2,000 carcasses from Australia via St. Michaels; 1,500 live hogs via the White Pass and 500 frozen via St. Michaels. Poultry is also brought, mostly from Seattle. Provision is made for cold storage in summer and warm storage in winter. The demand for good ready-made clothing is another instance of demand for the best goods. Canadian ready-made clothing has been severely criticized for its weak sewing, poor fit and small range of sizes. The last point has been a ground of criticism against Canadian-made flannel shirts and Canadian woollen under clothing. While Canadian ready-made clothing is usually of better cloth than the United States manufacture, ready-made clothing from the United States is finding once more a growing demand in the northern market. Canadian canned peaches have a considerable market; but they are criticized for not being at times graded according to size of fruit. Potatoes similarly.

2. Observance of shipping instructions, particularly as regards date of shipment, is of prime importance. The northern buyer has to place himself in the hands of those from whom he buys. A mistake or delay in shipment may mean the loss in whole or in part of a season's trade. Instances of this were brought to my notice in Dawson. Buyers accordingly prefer dealing with large manufacturers. This preference is fortified by the necessity of Klondike houses buying in the fall in quantities large enough to tide over the winter months.

3. "Good form" is a matter of importance. Well designed and lithographed labels in place of cheaply printed ones; judicious boxing, *e. g.*, individual boxes for shirts, etc. Several Canadian houses selling to the Yukon, have recently made noticeable improvement in this respect.

4. In the past in many instances there has been a prejudice against Canadian goods, partly on account of the lack of acquaintance with Canadian firms, partly because United States business men are shareholders in the trading companies. The handsome profits of the last few years, moreover, made the moderate Canadian customs duty a matter of minor importance. Whatever the conditions in the past, there is at the present, through changes in conditions of trade, a growing necessity of regarding closely not only costs of transportation, but customs charges, etc. The result has been that during the present year Canadian houses have been more sought for than formerly.

5. A name or brand once established counts for much. A few Canadian houses in their Yukon trade appear not to have been sufficiently jealous of their name.

6. Bearing in mind the opportunity for a larger Canadian trade in butter and eggs and other dairy produce, I was much interested on my return to Vancouver, Calgary and Winnipeg to learn further of the dairying conditions in the west. It is no novelty, I was told, to meet a western farmer who will have on his table cheese from eastern Canada, butter from Manitoba or United States, condensed milk and chilled poultry. One could not help but draw the conclusion from information I was able to gather that there was an immense field for productive dairying throughout the whole west.

There should also be a growing demand for pork packing and manufacturing of mining machinery on the coast.

7. With the northern trade the importance of a well-arranged detailed catalogue was patent. Manufacturers should further arrange, where possible, for a telegraphic code for their various lines, so that wire orders can be conveniently sent.

8. Where trade is already in the hands of British Columbia jobbers and is receiving satisfactory attention, it would, in many instances perhaps not be advisable to attempt to trade directly with Dawson, unless conditions warrant the change.

9. Owing to Dawson merchants having to lay in their winter and spring stocks in the summer those with limited capital are forced to buy on long credit if they are to avoid paying 1 to 1½ per cent. per month to the banks. Sales to most houses, however, are made on a cash basis against documents.

10. The orders of the big trading companies are placed through requisitions to the head office at Seattle, Frisco, Chicago, etc., filled by buyers who go their rounds to Eastern Canada and elsewhere in the spring.

SHIPPING INSTRUCTIONS

1. Goods should be consigned care of the Pacific and Arctic Navigation Co., the bonded carriers of the White Pass line, and accompanied with two certified invoices and bills of lading in triplicate. I was told that on several occasions, when part of a shipment arrived on one vessel and was forwarded along with documents,

the second part of the shipment was held until a new invoice arrived; that, in other words, the United States Customs has an excellently strong "preventive" side. The United States officials require besides documents, a bond for double the amount of duty, and, in addition, make certain charges. Canada bonds United States goods through the Yukon via the White Pass to Alaska without certified documents, and without any charge whatever.

2. I heard of one or two United States firms with branches at Seattle or Frisco who were favored with orders because of their ability to secure carload rates to the Coast, by sending shipments along with their own goods. I do not know to what extent Canadians can make similar arrangements.

3. For first spring shipment by through boat to Dawson, goods should be at White Horse by the first of June, (at Vancouver by May 20th.) Some shipments are taken through as early as the middle of May, by being carried as far as Lake Labarge on scows, then over the ice to the other side, and finally floated down the river to Dawson. In the autumn there is usually a heavy rush of goods. The latest date at which goods should arrive at Vancouver in the fall for northern delivery is the 15th of September; though this year the White Pass railway would not guarantee delivery for any shipment arriving later than the 18th of August.

WINTER POSTAL SERVICE

In winter there is no parcel post for the Yukon, except as far as White Horse. Packages to be delivered further north should be addressed care of the Alaskan Express Co., White Horse.

People in the Klondike are pressing for better postal delivery to certain of the Creeks; it would be greatly appreciated if the postal department arranged for delivery of Christmas magazines and parcels under payment of letter rate.

OUTLOOK FOR THE YUKON

There is very little ground yet "worked out." "Worked out" relates back to cost. What was "worked out" yesterday is being worked to-day with a good margin of profit; and what is not worth opening to-day will be worked to-morrow.

All Eldorado will be worked over again;

and some miners allege that some day a third washing will repay. In 1898 25c. dirt was the lower limit for pay gravel; now 10c. dirt is good dirt, and 5c. to 7c. per pan under a working cost of 1 to 2c. will soon yield a fortune granted that there is sufficient territory to work. An owner of a hydraulic plant told me that he would be well satisfied if his property would yield him one cent a pan. His property was indeed well situated for the supply of water. For the immediate future, transportation and water appear to be the bread and water of the north.

YEARLY YUKON REPORTS

In order to familiarize the country at large with the conditions in the north, an annual report of operations carried on prepared by the various mining inspectors should be a distinct step forward. A summary of results somewhat like the expert report of Mr. Treadgold, should render material service to the country at large. More light on the operations of the so-called "concessions," would perhaps stir the holders of some of them to more vigorous life.

LITIGATION

The reduction of the Royalty tax of 10 per cent. to the present export tax of 2½ per cent. has given much relief to the Klondike. High taxation of whatever kind means direct encouragement of Alaskan in place of Canadian prospecting. Another tax perhaps more difficult to get rid of is the much litigation of the Klondike. The casual observer cannot help but feel that the legal machinery of the territory is too elaborate and costly for a mining camp. On the other hand unstinted praise is due our mounted police, of whom the country can be justly proud.

In conclusion I may express my appreciation of the honor done me by the Association in entrusting me with a Report on the Klondike. Certain special points which I could not well touch on in a general report will find their way by private letter from the Secretary to those for whom they may have interest. I shall be ready to give members of the Association, through the secretary, the names of responsible buyers and any further information in my possession. In a later issue of INDUSTRIAL CANADA some reference will be made to Manitoba and the West.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies—A firm in Belfast, Ireland, asks to be put in communication with exporters in the following lines: canned meats and fish, liquid glue, blast furnace pitch, coal tar pitch, creosote, jute bags, brown cattle hair, boot and shoe leather, and wire. He states there is a good business done in

these different lines, and desires to take the agency on a commission basis.

A firm in London, England, who also have offices in Capetown, desire to secure agencies for shippers of provisions on a commission basis.

An importer and manufacturers' agent in Birmingham, Eng., desires to procure the agencies for specialties in the British

market. He deals only with wholesale dealers and works on a commission basis. He desires to be put in touch with shippers in the following lines: meat mincers, freezers, refrigerators, washboards, clothes wringers, closet seats, woodenware (domestic), enamelled ware, scythe snaths, pick handles, bolts and nuts. All kinds of so called "Hardware Specialties" *i. e.* time or labor saving

devices for kitchen, household, restaurant and hotel use, also butchers' tools and implements, bar fittings, such as cork pullers, etc., etc.

A **Johannesburg, South Africa**, firm desire to secure agencies for Canadian natural and manufactured products and will be glad to hear from houses in the Dominion requiring such services.

A firm in **Newport, England**, doing a large business in the coal trade, is going to add a **flour and feed** department to their business, and desires to secure the agencies of Canadian shippers.

Apples—A firm at **Boulogne, France**, wishes to correspond with one or two reliable Canadian shippers of apples of good quality.

Boots and Shoes—A firm in **Port of Spain, Trinidad**, desires to purchase Canadian boots and shoes.

Cheese—A **Middlesborough** firm asks to be placed in communication with Canadian exporters of cheese and other produce from whom they could obtain quotations.

Corkscrews—A **Medicine Co.** in **Des Moines, Ohio**, about to open laboratories in Toronto, desire to procure small wire corkscrews used for opening medicine bottles.

Dry Goods—A firm doing a general retail and wholesale business in **Port of Spain, Trinidad**, desires to purchase the following lines of dry goods; dress goods, hosiery, haberdashery, hats, collars, ties, etc.

Hairdressers' Sundries—A correspondent in **London, England**, desires to secure the English agency for the above on a commission basis.

Iron and Steel—A correspondent in **Saundersfoot, England**, having had a large experience in different iron works in England, and already having a business connection, desires to secure the Canadian agency for iron or steel in bars, hoops, sheets, steel billets, or pig iron.

Leather Goods, Fancy and Otherwise—A correspondent in **London, England**, desires to secure the English agency for the above on a commission basis.

Machinery (straw paper)—A firm in **Barranguilla, South America**, desires to procure in Canada machinery for manufacturing straw paper.

Matches, Paper, Perfumery—A firm in **Port of Spain, Trinidad**, desires to purchase the above lines in Canada.

Photographic Apparatus and Appliances—A correspondent in **London, England**, desires to secure the English agency for the above on a commission basis.

Provisions, Groceries and Dairy Produce—A firm in **Port of Spain, Trinidad**, desires to purchase Canadian provisions, groceries and dairy produce.

Provisions—A London firm of buyers for South Africa business houses desires to get into communication with Canadian shippers of hams, bacon, cheese, fruits, canned goods, and produce generally.

Printers', Stationers' and Bookbinders' supplies—A correspondent in **Highbury** desires correspondence with manufacturers of printers', stationers' and bookbinders' material. The correspondent has had 20 years' experience in carrying these lines of samples in Great Britain and Ireland.

Rubber Shoes—A firm in **Brussels, Belgium**, desires to secure the agency of Canadian manufacturers of rubber shoes.

Sawmill—We have received an enquiry from **Port of Spain, Trinidad**, for a portable sawmill, capable of sawing hardwood in boards and timber.

Wheat—A firm established in **London, England**, in 1860, carrying on a wholesale business, desires to purchase wheat.

White Pine—An enquiry from **Port of Spain, Trinidad**, for white pine boards, rough, 12 to 16 feet long, from 10 to 18 inches in width, and one inch thick. Pine is also required dressed, plain on one side, and on both sides, also tongued and grooved.

Wines—A firm in **Port of Spain, Trinidad**, desires to purchase Canadian wines.

SOUTH AFRICAN BUSINESS THROUGH LONDON.

Those who heard or read Sir Wm. Mulock's remarks on South African Trade before the Executive of the Manufacturers' Association on Sept. 18th, will remember the importance he placed on the fact that business in South Africa was largely done through buying houses in London, and that it was necessary for Canadian exporters to have their goods before these London buyers.

In this connection it is interesting to note that we have received two letters within the last few days from English houses who desire to purchase Canadian goods for the South African market. We give below the gist of these letters, and shall be glad to furnish the address of the firms enquiring to any of our members.

LETTER NO. 1

We are shippers of all classes of goods from the United Kingdom and United States to the various ports in South Africa, our clients being wholesale merchants and storekeepers in the Cape, Transvaal, and Rhodesia. We understand that a direct line of boats will soon be running from Canada to Cape ports, and we are now anxious to get in touch with first-class manufacturers of Canadian products that go to the Cape. As our business takes in all branches, we shall consequently be interested in whatever may go from Canada, particularly food stuffs, such as boneless bellies of bacon, hams, Canadian Cheddar cheese, and all canned goods. We are also fairly large shippers of timber from the Baltic, and of clear pine, doors, windows, etc., from New York; and we can think it possible that Canada will in the future be a good country from which to ship wood goods.

We shall be glad if you will put us in communication with suitable firms in your country, and of course will be quite willing for any with whom we may open up business to make full enquiries as to our stability.

Our method of doing business will be, that the firms who supply us will ship the goods according to our instructions and

send us Bills of Lading attached to a "sight," or "three days sight" draft.

LETTER No. 2

Some clients of ours in South Africa are opening a Furniture branch to their existing business, and we think they will be willing to carry Canadian furniture for domestic and office use. We shall be glad if you will kindly put our letter before various members of your Association who may manufacture the goods we require, asking them to send us copies of their illustrated catalogues in duplicate, quoting their lowest price packed and delivered f.o.b. Canadian or United States port, for shipment direct to South Africa. Payment of purchases will be made in London either against receipt of documents or by way of draft drawn on us, shipping documents attached.

FRUIT BOXES

There is also a growing trade to be done in South Africa in fruit boxes to pack fruit for market or shipping. General sizes are as follows:—

Apricot boxes 18 in. x 12 in. outside measurement by 2½ in. inside depth.

Grape boxes 24 in. x 18 in. outside measurement by about 5½ in. inside depth.

Peach boxes 18 in. x 12 in. outside measurement by 3½ in. inside depth.

Another size of grape boxes is: 18 in. x 12 in. outside measurement by 5½ in. inside depth. Apple boxes same size as peach.

These boxes are, of course, shipped in pieces, tops being in one bundle, bottoms in another, sides and ends ditto. The custom of the trade is to quote for these so much per box c.i.f. the various South African ports. This trade so far, we think, has been confined to Sweden, and we shall be glad to do it with Canada. It is, of course, too late to think of anything this season, but we shall be glad if you will put us into communication with a manufacturer who could take it up for next year.

Correspondent Members

CANADIAN MANUFACTURERS' ASSOCIATION

The following have been officially appointed correspondent members of the Association for the districts named. The appointments were made only after the executive were assured as to the reliability and good standing of the parties, but no liability is assumed by the Association. They will furnish free to members preliminary information with reference to the markets in which they are situated.

AUSTRALIA—

Brisbane, Queensland—D. H. Ross.

Sydney, New South Wales—Charles Dobson, Strand St.

Melbourne, Victoria—William McLean, 107 Elizabeth St.

BELGIUM—

Emile Pauwaert, Ghent, Belgium.

BRITISH WEST INDIES—

Barbados—C. D. Davies, Bridgetown.

Jamaica—Hon. T. W. Middleton, Kingston.

CAPE COLONY—

Moffat, Hutchins & Co., P.O. Box 185, Cape Town.

CURACOA—

Dutch West Indies—Jacob Jesurun, H. M. Consul.

GREAT BRITAIN—

Harrison Watson, Curator Canadian Section Imperial Institute, Imperial Institute Road, London, Eng.

GERMANY—

Henry Becker, Berlin S. 42. Ritterstr. 27.

NEW ZEALAND—

Th. de Schryver, Auckland.

TRANSVAAL—

J. W. Taylor, 10 Exploration Buildings Johannesburg.

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Head Office and Works, TORONTO, Ont.

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FOR WATER OR GAS.



SPECIAL CASTINGS TEES CROSSES

FLANGE PIPE VALVES

HYDRANTS

STAND PIPES VALVE BOXES

DRINKING & ORNAMENTAL FOUNTAINS

District Offices:

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THE SOVEREIGN BANK OF CANADA

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 Paid-up Capital, - - - - - 1,300,000

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Vice-Presidents:
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Accounts of Merchants and Manufacturers opened on the most favorable terms.
 This is the only Bank with Executive Directors in Toronto and Montreal, which fact INSURES PROMPT ATTENTION to all matters of business arising at these points.

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PREMIUM MUCILAGE, nothing superior to it.
LITHOGRAMS and Lithogram Composition.
ACME CLEANSING POWDER, for printers, machinists, and household and sanitary purposes.
COAL SAVING & SMOKE CONSUMING COMPOUND, saves 15 to 30 per cent. of coal and is easily applied.
VULITE BOILER COMPOUND, safest and most effectual article used.
GRIPWELL BELTING SYRUP, cheap, saves belts and increases the power.
TARTARALINE. Used instead of Cream of Tartar by bakers, is perfectly healthful and much cheaper.
PULP AND PAPER of all kinds.
ROSIN SIZE. Made under pressure, always regular, no specks in it, and cheaper than size made at mill.
CHINA CLAY of all qualities.

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Correspondence solicited and samples and prices cheerfully furnished.

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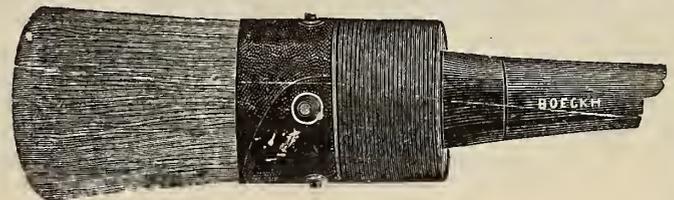
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BOECKH'S PAINTERS' BRUSHES BAMBOO-HANDLED BROOMS and HOUSEHOLD BRUSHES

CANE'S NEWMARKET WOODENWARE

Pails, Tubs, Stable Buckets, Wood Packages, Washboards,
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Commission Merchants.

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pleased to act as your agents in the State of
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your goods. Satisfactory references given, and
correspondence invited.

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**The GUARDIAN Assurance Co.,
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Subscribed capital, \$10,000,000
Paid-up capital, 5,000,000
Invested funds exceed 23,500,000

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THE MOST SATISFACTORY
HIGH SPEED ENGINE IN THE WORLD.

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REGULATION IS ALL IMPORTANT

The McEwen is the most satisfactory High Speed Engine.

The McEwen meets the severest requirements of rapid and widely fluctuating
loads

The McEwen meets the following guarantee, which is backed by the Waterous
Engine Works Co., Limited:—

“The engine shall not run one revolution slower when fully loaded than when
running empty, and a reduction of boiler pressure from the greatest to that
necessary to do the work will not reduce the speed of the engine one revolution.
Any engine failing to meet this guarantee becomes the property of the purchaser
upon the payment of one dollar.”

For thirteen years this guarantee has been given with every engine.

For thirteen years the McEwen Engine has sustained it.

Send for the McEWEN Catalogue and learn of the construction of this engine.

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Tabule. For sale by Druggists. The Five-Cent
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We make, treat and refine our linseed oil; make our varnishes, driers and japans; manufacture our dry colors; operate our own tin can and box factories; conduct our own printing plant; run our own machine shops for making the paint mills of our own design, and own a screw steamer for carrying our lumber and flaxseed down the Great Lakes.

Good quality and good advertising have built up our business. We have always believed that best goods well advertised sell best. Our success has proved we are right.

Good quality and good advertising will build up business for any dealer anywhere. We apply the same methods to the building up of our dealers' business as we do our own, and we know

THE SHERWIN-WILLIAMS PAINT AGENCY

will bring you the same success it has thousands of others throughout Canada and the United States. There's money in it.

Address our Montreal office for the "B-13" booklet which describes our goods and our methods in detail. It's also worth sending for as an example of good printing.



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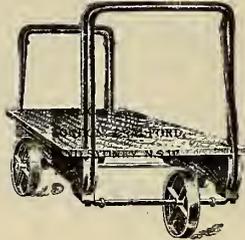
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SPINS
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All on the famous Slingsby patent sliding wheel principle.

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CABLE ADDRESS—"CASKET." A.B.C. code used.
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Consignments received, and goods forwarded to
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Correspondence solicited and information cheer-
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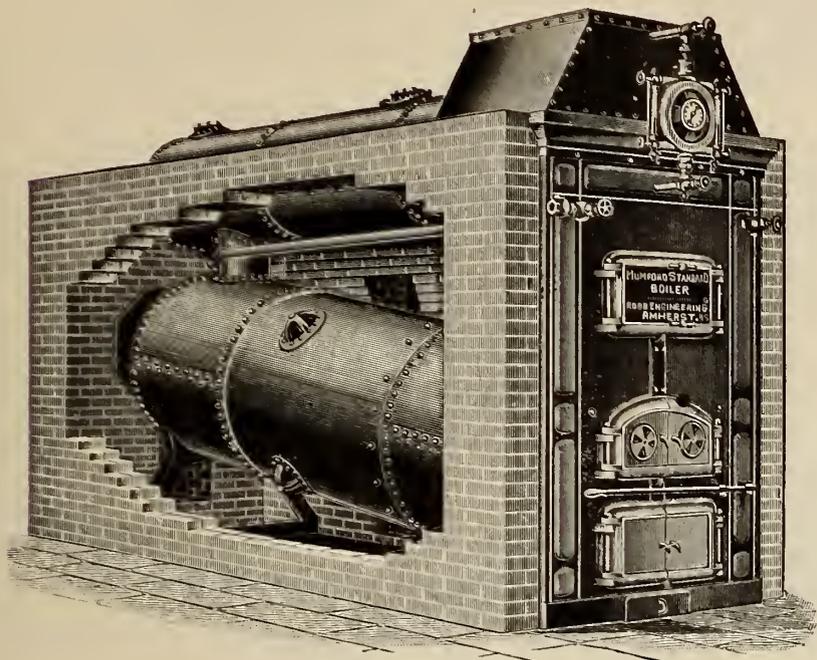
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"The belting supplied us by your firm during
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A CUSTOMER SAYS:—

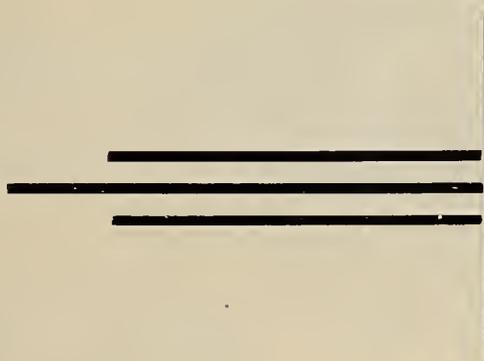
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CHARGE FOR SPACE VERY MODERATE

Promoters open to act as agents for sale of goods from sample.

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(Endorsed by the British Government).

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CELERY, TOMATOES, CORN,
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In all forms, green, dried, canned and evaporated.

Don't forget there is none better and none cheaper. Our goods are being sold largely in all the markets of the world under special labels furnished by jobbers. Write for prices and full particulars as we are on the ground floor to give you best values for cash.

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BELTING
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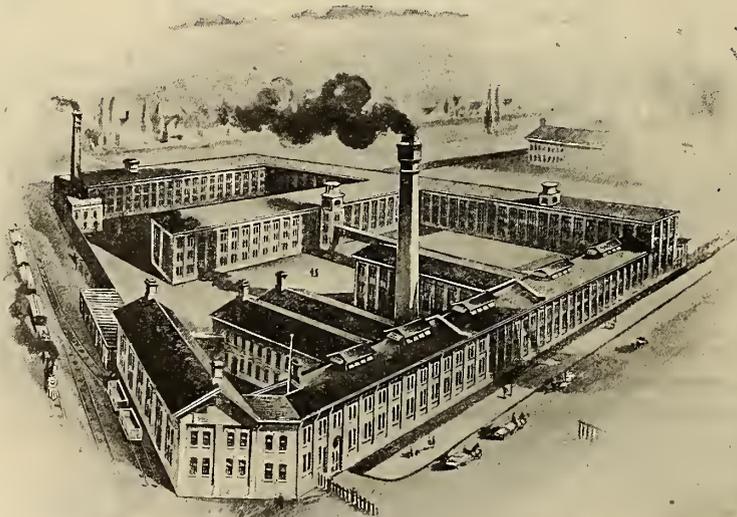
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WATER
SUCTION
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Fire Protection
ACIDS
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Pneumatic Tools

SUPERIOR
.. IN ..
QUALITY

SATISFACTORY
.. IN ..
SERVICE



Sole Manufacturers of the celebrated "MALTESE CROSS" and "LION" Brands Rubbers.
The best fitting, best wearing and most stylish rubber footwear on the market.



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FOR RATING OF
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*The Association has made special
arrangements for securing the
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many members are finding this
department of our work very useful.*

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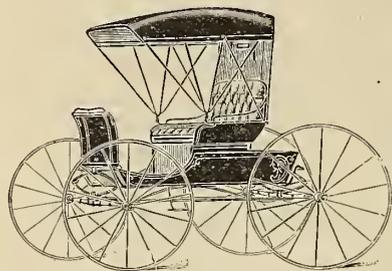
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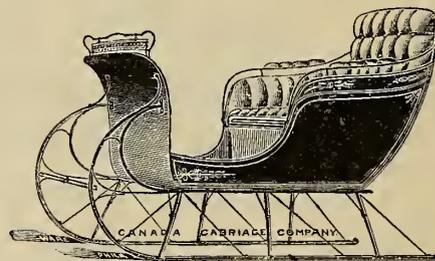
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THE BEST.



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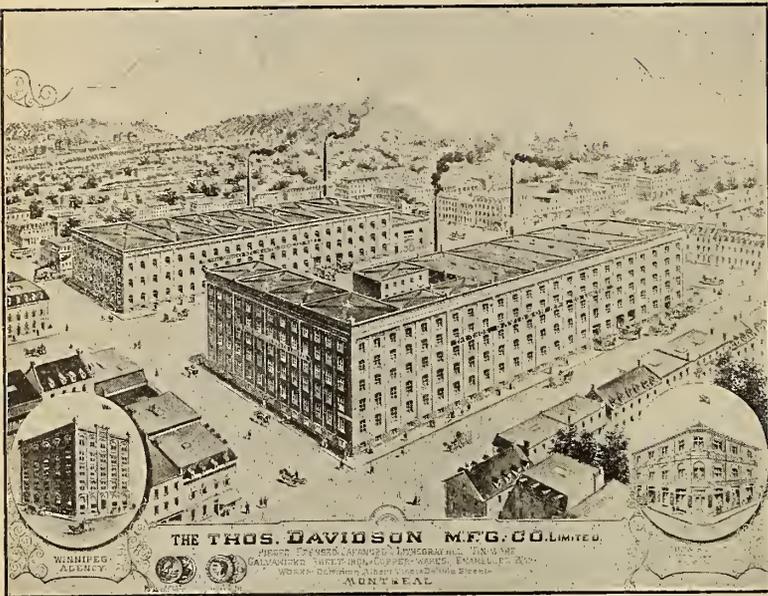
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SAVE YOUR COAL & POWER

By covering your Superheated Pipes, Locomotive, Marine and Stationary Boilers, Flues, &c., Steam, Hot and Cold Water Pipes, with

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Bright Wire
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 Coppered Spring
 Tinned Wire of
 all Kinds
 Brass
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 Copper for
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 Purposes
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 and Straightened
 to any Length



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 Jack Chains,
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 Telephone Wires

We make a Specialty of Cut Wires for Baling Hay, Pulp, Rags, Paper, &c.

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FOR _____
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HIGH GRADE PAPER MAKERS

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PETROLEUM PRODUCTS.

Carry Goods that you can RECOMMEND and ADVERTISE with a CLEAR CONSCIENCE.

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SELL THEMSELVES
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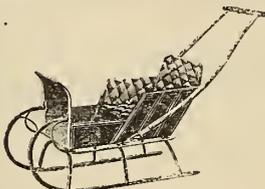
We string our lines in the following catalogues:

Grade A.—Baby Carriages, Go-Carts, Carriers and Invalid Chairs.

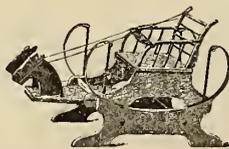
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Grade D.—Velocipedes, Tricycles, Express and Rail Wagons, Delivery Waggon and Carts, Doll Cabs, Toy Carts, Carriers, Invalid Chairs, &c.

Grade F.—Children's and Toy Sleighs.



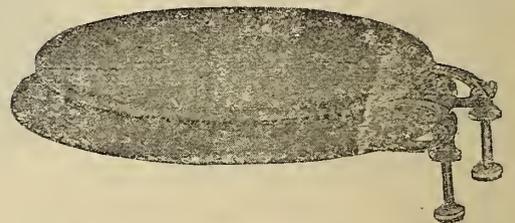
Sleigh—No. 130



Swinging Shoofly

The GENDRON MFG. CO., Limited
TORONTO, CANADA

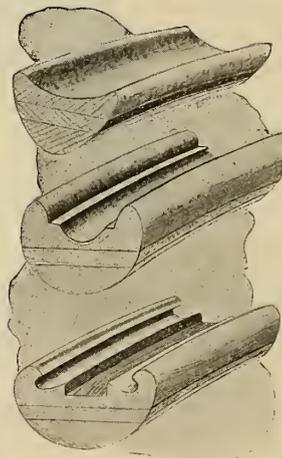
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MANUFACTURE
FULL
LINE
OF



Sanitary Wood Work

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DOMESTIC and EXPORT TRADE



**WOOD RIMS
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CYCLES
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MOTOR
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IS THE PRACTICAL
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a Condenser which, apart from its simplicity of construction and certainty of operation, is as much in advance of present practice as automobiling is over ordinary road locomotion.

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VACUUM—It will produce and maintain the highest commercial vacuum obtainable.

ECONOMY IN SPRAY WATER—It will confine the consumption of spray water to one pound to the unit of steam condensed.

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We will be pleased to give some very interesting data to those who are desirous of increasing the economy and efficiency of their steam plant.

MONTREAL



CANADA

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HEAD OFFICE, - HAMILTON, ONT.

CAPITAL	RESERVE	TOTAL ASSETS
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Blyth	Indian Head, N.W.T.	Port Elgin
Brandon, Man.	Jarvis	Port Rowan
Brantford	Listowel	Pilot Mound, Man.
Carman, Man.	Lucknow	Simcoe
Chesley	Manitou, Man.	Southampton
Delhi	Milton	Stonewall, Man.
Dundas	Mitchell	Teeswater
Dundalk	Morden, Man.	Toronto
Georgetown	Moose Jaw, N.W.T.	Vancouver, B.C.
Grimsby	Niagara Falls	Wingham
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Hamilton	Orangeville	Winkler, Man.
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J. TURNBULL,
General Manager

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INDUSTRIAL CANADA

THERE BE THREE THINGS WHICH MAKE A NATION GREAT AND PROSPEROUS: A FERTILE SOIL; BUSY WORKSHOPS; AND EASY CONVEYANCE FOR MAN AND GOODS FROM PLACE TO PLACE.

CONTENTS:

- Editorial
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- Montreal Branch
- Toronto Branch
- New Members
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- Cycles of Good and Bad Times
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- Technical Education in London
- Canadian Stores
- The West Indies
- Canadian Samples in Jamaica
- Canada-Belgium Trade
- South Africa
- Foreign Trade Notes
- Correspondent Members

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Issued by
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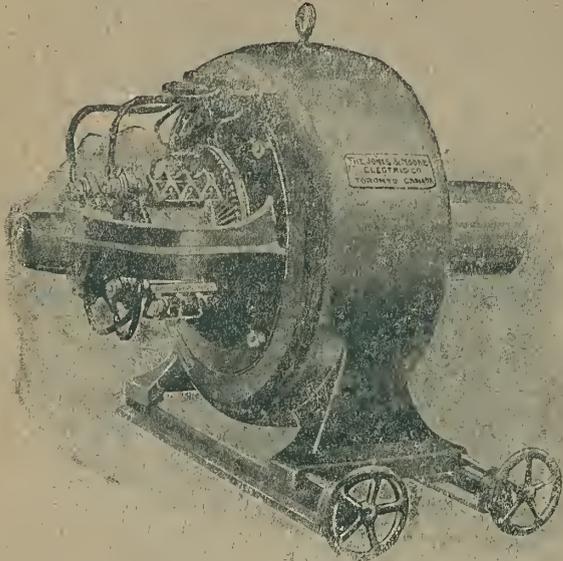
Vol III TORONTO, NOV. 3, 1902 No 4

I C Hopkins Chambers
Manning Chambers

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20 & 22 Adelaide Street West, TORONTO



—WE MANUFACTURE—

DYNAMOS & MOTORS

COMPLETE PLANTS INSTALLED.
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1,000 MACHINES NOW IN USE.

**Pumping
Machinery**
"For all
Duties"

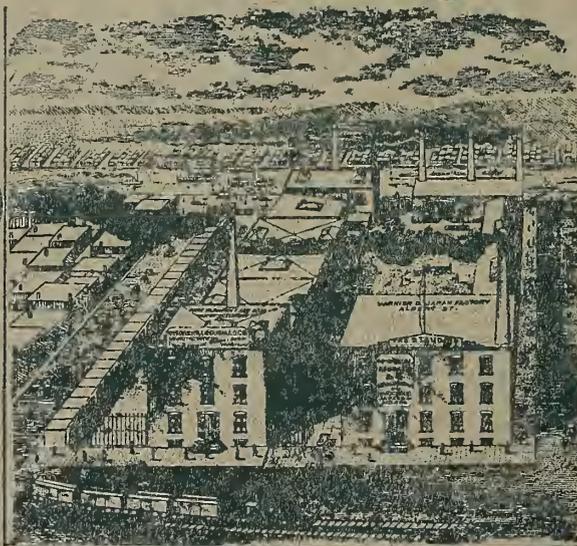
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VARNISH.

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AT HOME AND ABROAD

"STANDARD"
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& BOAT
VARNISH.

DURABLE, BRILLIANT & EASY WORKING

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Manufacturers and Exporters of Brooms,
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INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

(INCORPORATED)

"There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and easy conveyance for man and goods from place to place."—Bacon.

Vol. III.

TORONTO, NOVEMBER 3, 1902.

No. 4

Industrial Canada.

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

Industrial Canada circulates to

1. All Members of the Canadian Manufacturers' Association.
2. The British Consuls, the world over.
3. Chambers of Commerce in the United Kingdom.
4. Foreign and home exchanges.
5. Miscellaneous subscribers at home and abroad.

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Advertising rates on application.

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Secretary,

Canadian Manufacturers' Association,
(Incorporated)
Head Office, Toronto, Canada.

Business not Politics

Some of the Liberal newspapers are making an effort to impress their readers with the idea that the manufacturers of Canada are about to enter upon a campaign against the Liberal party. It is easy to understand why Conservative newspapers should wish that opinion to prevail, but why Liberal newspapers should give encouragement to it is a mystery. It must be evident to everyone that if all the manufacturers of Canada should unite against the Liberal party Conservative chances of victory would be vastly improved. As a matter of fact the manufacturers of Canada are not politicians. They do not desire to take any part in politics. They have enough to do to look after their own business interests, and unless those interests are threatened by the action or inaction of the Liberal Government the manufacturers as a body are not likely to take any part in politics.

The general feeling is that the Liberal Government has tried to please the manufacturers, and the tariff as adjusted by Mr. Fielding has, with few exceptions, been fairly satisfactory to manufacturers in general during the period of world-wide prosperity which Canada has shared with other countries. But this tariff requires revision to make it effective as a defensive measure during a period of depression, and those Liberal newspapers which assume that the Liberal cabinet will obstinately refuse to make the changes desired by manufacturers have very

little confidence in the good judgment of their leaders. The manufacturers look at the tariff purely from a business point of view and nothing would please them better than an agreement of the two political parties that would take the tariff out of politics.

Protection With a Free List.

It is a mistake to suppose that the manufacturers who ask for a revision of the tariff are demanding higher duties on all articles that come into the country. In some cases they desire a reduction of duties or the abolition of duties altogether. This is quite in accord with the principles of protection. Protectionists believe that articles which cannot be produced within the country should be admitted free of duty or at as low a rate as the necessities of revenue will permit. As is well known, the Dingley tariff of the United States is a highly protective measure, yet the free list is quite extensive. In a lecture delivered before the College of Commerce of the University of California last year Mr. John P. Young said:

"In 1898 under the Dingley tariff the total importations into the United States were valued at \$587,153,700. Of this amount \$291,534,005 worth of goods were admitted free of duty. A year later the imports aggregated \$685,441,892, of which \$299,668,977 paid no duty. In the calendar year 1900 the free entries exceeded those of the two previous years, and the probabilities favor the belief that in future years a still greater proportion of our imports will enter the country without paying toll. The trade which results in imports of this kind deserves to be characterized as rational because such imports are made up, when a tariff is intelligently framed, wholly of commodities which cannot, in the judgment of practical men, be profitably produced in the United States. The free list, when properly drawn, embraces all those things which we cannot advantageously produce; but it carefully excludes, or should do so, every class of products which by the exertion of American energy can be produced within the boundaries of the United States."

However, tariff framers sometimes too readily assume that an article cannot be profitably produced at home and must be imported from abroad. Thus the men who es-

tablished the Canadian protective tariff known as the National Policy in 1879 assumed that iron and steel could not be profitably made in Canada, and for many years this was the settled belief of the great majority of Canadians. When it was proposed ten years afterward to encourage the development of an iron and steel industry by protection many manufacturers who were themselves well protected strenuously opposed the proposal on the ground that iron and steel were their raw materials and that they could never be advantageously produced in Canada. Notwithstanding this opposition the Government decided to encourage the development of an iron and steel industry by duties and bounties, and when the Liberals came into power some years later they continued the policy of their predecessors with slight modifications. The result has been the establishment of great iron and steel industries in Canada, and it is now generally conceded that iron and steel can be made as cheaply in Canada as in any other country.

A Patriotic Preference

While a strong defensive tariff is necessary at the present stage of Canada's development, taking into consideration the undeveloped state of our resources and the attitude of the United States, it is only one of many things that the Canadian Manufacturers' Association are working for. One of the most important aims of the Association is to foster a sentiment of patriotic preference among Canadians, a sentiment that will make them prefer Canadian products to foreign products.

A difficulty that Canadian manufacturers have always had to contend with has been the disposition of our people to assume with-

NOTICES

- Executive Council Canadian Manufacturers' Association—regular monthly meeting, Board of Trade Building, Toronto, Thursday, Nov. 20th, at 2 p.m.
- Executive of Toronto Branch—Association Rooms, Thursday, Nov. 13th, at 4.30 p.m.
- Executive of Montreal Branch, Association Rooms, Temple Building, Thursday, Nov. 13th, at 2.15 p.m.
- Banquet to Delegates from the London, Eng., Chamber of Commerce, at McConkey's, Toronto, Friday, Nov. 21st, at 8 p.m.

out examination that goods made in some other country must necessarily be better than goods of home manufacture. As pointed out by the Hon. W. S. Fielding, Minister of Finance, at the manufacturers' banquet held at Montreal in November, 1901, a general sentiment of patriotic preference would wonderfully stimulate the demand for Canadian manufactures. Such a feeling should be encouraged not only among the people at large, but also among manufacturers themselves. It should be the aim of every Canadian manufacturer to buy his supplies in Canada so far as possible. Of course this does not imply that an inferior Canadian article should be accepted, but sometimes when an article of Canadian manufacture is defective in some respect a brother manufacturer, by a kindly hint showing where the defect exists and wherein the foreign article is superior with a promise to buy when the defect is remedied, may encourage Canadian manufacturers to greatly improve the quality of their products. However, Canadian manufactured products generally compare very favorably with foreign goods when they are examined without prejudice.

Even the most enterprising Exhibitions of our Canadian firms scarcely seem to recognize the true value of exhibitions as a means of advertising. Speaking generally, the Canadian public are ignorant of the variety and excellence of the manufactures of our own country. Even our public men are surprised at the recent developments in manufacturing which are placing many lines of Canadian goods in the very front rank. No better medium for publishing these facts exists than exhibitions. The situation is appreciated by the United States manufacturers. The October Consular Reports emphasizes the advice that United States manufacturers "should exhibit at the fairs in Ontario and Quebec, and that these exhibits should consist of the very best grade of goods." In strange contrast with this energetic movement is the agreement entered into by many prominent Canadian firms not to exhibit at certain important Canadian exhibitions. Whatever may have been the reason for such a decision, we think the present conditions warrant its reconsideration, and we trust that a more wide-awake policy may be adopted during the coming year. Now is the time to prepare.

OUR INTERESTS IN MEXICO.

Two very interesting letters have been received during the month from H. B. M. Consulate, Mexico, one from Vice-Consul Captain Halliwell and the other from Consul General Mr. Lucien J. Jerome. Both letters are very complimentary towards the energetic work being done by Canadian Manu-

facturers as shown in the columns of INDUSTRIAL CANADA.

These letters state that a large percentage of the British Colony in Mexico is composed of Canadians, and considerable of the business of the consulate has reference to Canada. They are also of opinion that a quantity of the merchandise reaching there is from Canada, but the identity of country of origin is lost by being shipped through the United States.

The Vice-Consul states that Mexico will afford a good market for many lines of Canadian manufactures and hopes that systematic steps may be taken to further the trade relations between the two countries.

The consulate makes the very kind offer to provide the Association with any information obtainable regarding Canadian trade with Mexico. In concluding the consul expresses himself as follows:—

"In my opinion the best way for Canada to get a solid footing in the Mexican market would be for them to combine say, twenty or thirty houses manufacturing and producing different kinds of goods and founding a joint firm, where with a competent staff in the City of Mexico they would thus reduce the necessary expenditure which all firms must be prepared to undergo when trying to get a footing in a new market."

EMPLOYERS' ASSOCIATION OF TORONTO

There are no more thoroughly organized bodies in Toronto to-day than the trade unions. Not their organization, but their methods and their unreasonable demands have forced the employers in the city to join together and meet union with union. An enthusiastic meeting of employers was held on October 7th and the "Employers' Association of Toronto" was organized. Officers were elected at least some of whom have had experience with the demands of the unions. Mr. J. P. Murray, of the Toronto Carpet Company, deserves credit for the success that has attended his efforts to bring this organization about, and was honored by the meeting by being elected the first president. The other officers are Mr. W. H. Carrick, 1st vice-president; Mr. A. F. Rutter, 2nd vice president; and Mr. F. B. Polson, Treasurer.

In opening the meeting Mr. J. P. Murray gave a studied address pointing out the different causes that led up to the meeting and the present condition that demanded action. Mr. Murray's remarks furnished food for thought for every employer and employee. Some of the subjects elaborated were:

The unions are for the most part branches of alien institutions and have aliens for leaders.

Their organization and strength causes them to be catered to by both the highest authorities and insignificant ward heelers.

TARIFF NOTICE

The members of the Association are requested to note that no changes desired in the present Customs' Tariff will be considered by the Association unless notice of the same is in the hands of the Secretary by the 15th inst.

Present prosperity has caused the coming dangers to be overlooked.

Having taken our place in the world's markets, ability to preserve our position must be assured.

Unstable prices, unreliable deliveries and imperfect goods must be guarded against. The excuse of labor troubles does not find willing listeners.

No body of men has the right to interfere with an individual for selling his labor to and for what price he chooses.

The individual manufacturer must protect himself against the united workmen and the allied unions.

The aim of the organization is not to wage war on labor unions, but to provide an organized body of manufacturers to treat with organized labor.

When the demands made by unions are reasonable and fair the Employers' Association will assist in having them complied with. There was a place for such an organization in Toronto and the labor unions should consider it as a further step to assist in the proper adjusting of disputes that will arise from time to time.

TORONTO EXHIBITION

The balance sheet of the Toronto Exhibition was made public a few days ago. The Exhibition this year was the best in many respects ever held in Toronto. The exhibits were first-class and the attendance good, and now President McNaught and his Board of Directors are able to show a surplus of \$11,242, total receipts \$115,785, expenditure \$104,543. The Board of Directors deserve the thanks of the public, and their record this year speaks well for a better than ever exhibition in Toronto in 1903. The Manufacturers' building, which was not finished for this year's exhibition, will then be a great attraction.

SIXTY YEARS IN CANADA

The above is a publication now in the press, being a review of the important events in Canada during that period. It takes up such questions as the Quarrels with the Governors, Rebellion Losses Bill, Annexation Movement, Tariff Reform Convention of 1858 and Subsequent Tariffs; Canadian Currency and Banking System, and many other interesting subjects. Mr. W. Weir, Ottawa, is editor and publisher.

EXECUTIVE COUNCIL

MINUTES of the meeting of the Executive Council, held in the Council Chamber of the Board of Trade, Thursday afternoon, Oct. 23, 1902.

The President, Mr. Cyrus A. Birge, Hamilton, occupied the chair, and the following other members were present: Messrs. C. C. Ballantyne, Hon. J. D. Rolland, Montreal; John Bertram, Dundas; E. B. Eddy, Hull; J. M. Taylor, Guelph; C. R. H. Warnock, Galt; W. M. Gartshore, London; R. Hobson, Hamilton; H. L. Hewson, Amherst, N. S.; J. Hewton, Kingston; Geo. Booth, C. N. Candee, P. W. Ellis, J. F. Ellis, W. P. Gundy, W. K. George, W. K. McNaught, J. P. Murray, Frederic Nicholls, J. H. Paterson, Thos. Roden, A. W. Thomas, J. O. Thorn and S. M. Wickett, Toronto.

Communications were received as follows:—

1. From the following members unable to be present:

Messrs. Geo. E. Drummond, W. W. Watson, R. Millichamp, J. D. Chaplin and J. S. N. Dougall.

2. From Mr. R. B. Andrew, resigning his position as member of the Industrial Exhibition Committee. The resignation was accepted and the vacancy referred to the Committee.

3. From Mr. Geo. Pattinson, of Preston, with regard to the duty on coal. On the motion of Mr. Candee, seconded by Mr. George, it was decided that no action should be taken in this matter at present.

SECRETARY'S REPORT

The Secretary reported having visited some of the members in London and Chat-ham and added to their numbers in these centres.

He also reported that steps were on foot to organize a carriage section, and that possibly a wagon section would be formed in the near future.

FINANCE COMMITTEE

The report of the Finance Committee was read by the Chairman, Mr. George, and upon his motion seconded by Mr. J. M. Taylor was adopted. It provided for the running expenses of the Association during the past month.

COMMERCIAL INTELLIGENCE

The Report of the Commercial Intelligence Committee read by the Chairman, Mr. J. P. Murray. The report recommended the appointment of Messrs. T. Geddes Grant, of Port Spain, and J. S. Richardson, of Messrs. Richardson & Britton, Kimberley, South Africa, as correspondent members of the Association, in Trinidad, B. W. I., and Kimberley, respectively.

The Committee recommended the following resolution with respect to the South African, British and Colonial Exposition,

proposed to be held at Capetown next year:—

That the Canadian Manufacturers' Association, in offering its assistance to the Dominion Government towards the success of a representative Canadian exhibit at the South African British and Colonial Exposition, which is to be held at Capetown next year, begs to recommend that the Dominion Government will provide for such exhibit a large Canadian Building where ample space will be provided for Canadian exhibits; and, further, that the Association will request that the Government offer to pay transportation charges on Canadian exhibits forwarded to the exhibition.

"It was decided that this resolution should not be forwarded to the Government until definite action is received as to the auspices under which the exhibition is to be held. It is felt also that some expression of opinion should be obtained from the members of the Association with regard to this exhibition and the proposed exhibitions at Osaka, Japan, and St. Louis, Missouri, as to how many desired to exhibit, and how much space each would require. It was left with the Commercial Intelligence Committee to obtain this information from the members as soon as further and satisfactory details regarding the exhibitions could be secured.

The report also stated that the Association had agreed to supply the Exhibition Branch of the Dominion Government with a sufficient number of copies of the Canadian Trade Index for distribution at the Osaka Exhibition and recommended the publication as soon as possible of the next Canadian Trade Index.

With regard to the sending of a special representative to South Africa, the Committee reported that from the replies received twenty-seven members of the Association were willing to contribute stated amounts to the total of about \$425; while twenty-five others were willing to contribute their fair proportion of the expense provided no contribution should exceed the sum of \$25.00. The Committee decided that the response made by the members was not nearly sufficient to cover the expense of a representative and they were with regret obliged to abandon the idea. The Committee were of the opinion, however, that should an opportunity be forthcoming of having a representative of the Association make a trip through South Africa similar to that taken by our President and Assistant Secretary last year to the West Indies that it would be in the interests of the Association, and Canadians generally, that the interested members of the Association should lend their assistance.

The report stated also that arrangements were being made with the Canadian railways to supply the correspondent members of the Association in Foreign countries with maps and views of Canada; also

that steps were being taken by the committee to extend the export field by the appointment of suitable correspondent members at desirable points, where as yet the Association has not been represented.

The report as amended was adopted on the motion of Mr. Murray, seconded by Mr. C. R. H. Warnock.

PARLIAMENTARY COMMITTEE

The report of the Parliamentary Committee was read by the chairman, Mr. P. W. Ellis. It dealt with the following matters.—

1. Contributions for Decimal Association.—The Committee decided that the request from the Decimal Association for financial assistance in carrying on their work could scarcely be presented to our members, but it was agreed that a notice should be inserted in *INDUSTRIAL CANADA* expressing our approval of the work which they are carrying on.

2. Ontario Contract Law.—A communication from S. S. Boxer, of the Watson Foster Co., Montreal, recommended a change in the present contract law as existing in Ontario. This being the first intimation from our members of a defect in the present law, and owing to the fact that the present regulations provide a safeguard for the buying public from unscrupulous parties, it was deemed inadvisable to recommend any change.

3. Canadian Patent Law.—A communication from Featherstonhaugh & Co. brought to the notice of the Committee a recent decision of the Judicial Committee of the Privy Council that Canadian patents expire with the expiry of the same patent in any foreign country. It also brought to the attention of the Committee several minor points which are regarded as injurious to Canadian patent holders.

Before making any recommendations with regard to these questions your Committee are making as complete investigation as possible and the matter will be considered again at our next meeting.

4. Exemptions for manufacturers in Ontario.—The most important matter engaging the attention of the Committee was the exemption question in Ontario. In view of the fact that the Government were expected to introduce a new assessment law in the coming Session, it was agreed that no definite action should be taken by the Association in the various towns and cities throughout the Province, but that in each the Clerk of the Municipality should be communicated with as to the methods adopted in assessing manufacturers.

After a very thorough discussion of some of the items dealt with the report was adopted on the motion of Mr. Ellis, seconded by Mr. J. M. Taylor.

RECEPTION AND MEMBERSHIP

The report of the Reception and Membership Committee was presented by Mr. J. P. Murray, in the absence of the Chairman, Mr. S. M. Wickett, who had withdrawn from the meeting.

The report stated that arrangements had been completed for the banquet to be tendered to the delegates from the London Chamber of Commerce, and that the date of November 21st had been selected.

The report also recommended the acceptance of forty applications for membership whose names appear in another column. The application of Mr. T. H. Estabrook of St. John, N. B., was held over for further consideration.

The report was adopted upon the motion of Mr. Murray, seconded by Mr. Booth.

TREASURER'S REPORT

The Treasurer's statement was presented by Mr. Geo Booth, and upon his motion, seconded by Mr. J. M. Taylor, was carried.

TARIFF COMMITTEE

The report of the Tariff Committee was read by the Chairman, Mr. McNaught. It reported that the members of the Association were being communicated with regarding any changes which were considered necessary at the present time in the Canadian tariff; that each branch of industry represented in the Association was being carefully looked after, and that great care was being taken to reconcile any conflicting interests before the general comprehensive report should be made.

The report was adopted on the motion of Mr. McNaught, seconded by Mr. Roden.

TORONTO BRANCH

The report of the Toronto Branch was presented by the Chairman, Mr. W. P. Gundy, and appears in another column. It was received on the motion of Mr. Gundy, seconded by Mr. Candee.

MONTREAL BRANCH

The report of the Montreal Branch was read by the chairman, Hon. J. D. Rolland, and is also published in this issue.

It was adopted on the motion of Mr. Rolland, seconded by Mr. J. F. Ellis.

EDUCATIONAL CAMPAIGN COMMITTEE

The report of the Educational Campaign Committee was read by the Secretary, and showed that the guarantee list was nearing completion and that the work would be begun at once.

NEW BUSINESS

Mr. Frederic Nicholls suggested that the members of the Executive Council should have a right to send a substitute in case they were not able to attend the meeting. He stated that he would give notice of motion to have the by-laws of the Association so amended. The question will come up at the next annual meeting.

Carrying out the wishes of the last annual

meeting, the following committee was appointed to make arrangements for some suitable acknowledgment to the late president and to report to the Executive Council at a later meeting:—Messrs. Frederic Nicholls, convener; J. M. Taylor; W. K. George; Geo. Booth; J. P. Murray and the Secretary.

The Executive Council was then addressed by Mr. Jacob Jesurun, the correspondent member of the Association, and H. B. M. Consul, at Curacao, Dutch West Indies.

Mr. Jesurun was very heartily received and spoke briefly, thanking the Association for the confidence reposed in him by his recent appointment as Correspondent Member and stating that as a result of this he had come to Canada to make arrangements to place Canada's goods in Curacao and also in the neighboring republics of Venezuela and Columbia, St. Domingo and Hayti. Interesting information regarding Mr. Jesurun and the market of Curacao are given in another column.

Mr. P. W. Ellis, on behalf of the Toronto members of the Council, expressed the pleasure of the meeting at having so many representatives present from points outside the city. It was only another evidence of the deep interest taken in the work of the Association by those who had been appointed to the offices.

The meeting then adjourned.

MONTREAL BRANCH

At the Executive meeting of the Montreal branch of the Canadian Manufacturers' Association, which was held on October 17th, several matters of local importance were taken up.

In accordance with the resolution passed at the annual meeting, to approach the Provincial Government upon the matter of having a Provincial representative in the London Trade Commissioner's Office, that is to be established by the Dominion Government, the following committee was appointed to take charge of the case: Hon. J. D. Rolland, J. C. Holden, S. Coulson and R. Munro. The Secretary was instructed to write to the Quebec Executive and ask for their co-operation.

In accordance with a resolution proposed by Mr. Hagar, the Secretary was instructed to write to three parties, drawing their attention to complaints that the Montreal business men have to make.

The first is the postmaster. Calling his attention to the serious delay in getting parcels from the Custom department; it is claimed that the average is fully two days before notices are received. Instances were given at the meeting which amply brought out this contention. It was decided also to ask the express agents to expedite the securing of goods when entries are passed. At present delivery generally requires two days.

The third complaint is to be referred to the collector of customs; calling his atten-

tion to the serious carelessness shown by officers when examining incoming express custom parcels. The outside wrappers are frequently torn off, but less frequently replaced, which oftentimes decreases the value of perishable goods. It is claimed that a little care and attention would remedy this grievance.

In accordance with the nomination made by Mr. R. C. Wilkins, Mr. B. Tooke, the president of the Shirt and Collar Manufacturers' Association of Canada was elected a member of the Montreal Executive.

Seven applications for membership were passed.

TORONTO BRANCH

The monthly meeting of the Executive of the Toronto Branch of the Association was held in the Association Rooms, October 9th, at 4 30 p.m. The Chairman, Mr. W. P. Gundy, presided. The other members present were Messrs. W. K. George, C. N. Candee, J. O. Thorn, Robt. Crean, J. P. Murray, J. T. Sheridan, D. Taylor McIntosh, R. J. Younge and the Secretary.

The question of garbage collection which has been before the branch for some time came up before a sub-committee of the city council, and representatives of the branch who met the committee reported that they had succeeded in arriving at satisfactory arrangements with them.

As a result of this conference the sub-committee will recommend to council that a uniform charge of 25c. per load be charged all manufacturing establishments who elect to allow the city to do this work, leaving it optional with the manufacturers to use the service or not.

The committee on membership reported that they had gone carefully over the list of firms in Toronto eligible for membership and divided them up among the different members of the committee and other members of the branch. Applications are already coming in as a result of these efforts.

NEW MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION

Applications approved Oct. 23rd, 1902.

E. Berliner, Montreal, gramophones, gramophone records and supplies.

I. D. Bradshaw & Co., Toronto, confectioners' supplies, chewing gum, wax paper.

Wm. Bramley, Montreal, jewelers' supplies.

The Canada Flour Mills Co., Limited, Chatham, flour, cornmeal, dealers in grain, beans, grass seeds.

The Canada Malting Co., Limited, Toronto, Malt.

Canadian General Electric Co., Limited, Toronto, Geo. W. Watts, electrical apparatus.

Canadian Wringer Co., Toronto, wringers and wood specialties.

The Chatham Binder Twine Co., Limited, Chatham, binder twine and cordage.

The Chatham Manufacturing Co., Limited, Chatham, wagons and sleighs.

Continental Costume Co., Limited, Toronto, mantles, costumes and skirts.

Cosmos Cotton Co., Yarmouth, N. S., cotton, duck and twines.

Crown Mfg. Co., Ltd., Toronto druggists' sundries and confectionery.

Davis Mfg. Co., Toronto, fancy and up-dressed goods.

East Kootenay Lumber Co., Ltd., Cranbrook, B. C., lumber.

A. L. Eastmure, Toronto, glass (mirrors, etc.)

A. Fleck, Ltd., Ottawa, machinists.

Gorman Eckert Co., London, coffees, spices, extracts, baking powder.

A. B. Grier, London, carriages, etc.

R. Hemsley, Montreal, jewellery, enamels.

Hunt Brothers, London, Manitoba wheat flour, dealers in coal and wood.

The Imperial Cement Co., Ltd., Owen Sound, Portland cement.

W. S. Johnston Co., Toronto, printers, manufacturing stationers, publishers, book-binders.

The Keith & Fitzsimons Co., Limited, Toronto, gas and electric fixtures, steam and plumbers' brass works, brass castings.

The H. R. Lamb Fence Co., Limited, London, wire fence.

Lyn Last Works, Lyn, shoe lasts.

Marlatt & Armstrong Co., Oakville, tanners.

The Martel Stewart Co., Montreal, window shades, car curtains, signs.

Mendelssohn Piano Co., Toronto, pianos.

The Michel Lefebvre Vinegar Works, Montreal, vinegar.

The Milner Petrolea Wagon Co., Limited, Petrolea, wagons and sleighs.

The Nova Scotia Carriage Co., Limited, Kentville, N. S., carriages and sleighs.

The Ontario Grape Growing and Wine Mfg. Co., St. Catharines, wine.

J. Piggott & Sons, Chatham, lumber, showcases, and special furniture.

O. L. Richardson Sons, Quebec, harness.

Strachan Bros., Toronto, hats

The Sutherland Innes Co., Limited, Chatham, cooperage stock, lumber, wood goods.

Syvester Mfg. Co., Limited, Lindsay, agricultural implements.

Walkerville Wagon Co., Limited, Walkerville, wagons.

C. Wilson & Son, Limited, Toronto, scales.

J. M. Woodland & Co., Toronto, ladies' headwear.

IS THE DYKE HIGH ENOUGH?

When a dyke is built to protect a city from river floods the height of the wall is not determined by the depth of the water in the river at ordinary times. When the water is at its usual level there may be no need of a dyke, but no man can tell when a flood may come, and it is impossible to provide protection after the waters rise. That is why it is necessary to maintain a dyke at all times. In a period of low water people are apt to look at the dyke and say: "What is the need of this unsightly wall? If we cannot remove it altogether let us cut it down a little." And so long as the water of the river remains at its normal depth a few inches less in the height of the dyke makes no difference. But when the flood comes every one sees the folly of destroying any portion of the dyke. What is true of protection against floods is equally true of protection against foreign manufacturers. A tariff which affords sufficient protection to home manufacturers during a period of world-wide prosperity may prove altogether inadequate during a period of world-wide depression. The present Canadian tariff, adopted at the beginning of the most prosperous period the world has ever known, has not yet been tested during hard times, and it is a serious question for manufacturers, workingmen and every branch of trade dependent upon them to consider whether the dyke of protection is high enough to withstand a flood of foreign bankrupt stocks. During the years 1893, 1894, 1895 and 1896 there were 57,412 business failures in the United States, the liabilities amounting to the enormous sum of \$919,065,639, while even the great manufacturing establishments

which had so much capital that they could withstand the most severe depression, had large stocks of unsalable goods piled up in their warehouses. When hard times prevail the surplus stocks in the great manufacturing countries must be got rid of in some way, and the easiest way to dispose of them without completely demoralizing home prices is to slaughter them in the markets of countries having inadequate protection.

Ever since the Liberal Government of Canada reduced the protective tariff the world at large has enjoyed unprecedented prosperity; factories have been working overtime and the noise of the hammers has been heard by night as well as by day in all the civilized lands of the earth; in every branch of industry there has been extraordinary activity. The manufacturers of the United States and other great manufacturing countries have been able to sell everything they produced at good prices and in many cases they have had more home orders than they could fill. There has been no temptation to sacrifice goods in the Canadian market, and consequently the weakness of the present tariff has not been revealed. Canada now offers greater inducements to immigrants than any other country and the people of the United States and Europe are beginning to realize the fact. The rapid settlement of our farm lands will create a demand for manufactures, and there is no reason to fear the next period of depression, provided we do not allow the manufacturers of foreign countries to slaughter their goods in the Canadian market. But the time to provide protection is before the flood comes

Cycles of Good and Bad Times

Early in the year 1876 Samuel Benner, an American writer, who had carefully watched prices of pig iron, hogs, grain and other farm products for many years, published a book giving a history of the periods of prosperity and depression from 1834 to 1876, with the ups and downs in prices in the United States for forty-two years.

The good and bad times in the United States and England corresponded very closely, although they did not always begin and end at exactly the same time. Taking the record for the United States, the year 1834 was one of extreme dullness in all branches of trade. The next three years were prosperous and prices had an upward tendency until the end of 1837, when they began to decline and continued to do so for six years, during which business was greatly depressed. Then followed two years of prosperity and rising prices, ending in 1845, succeeded by five years of hard times with falling prices. In 1851 another period of

prosperity began which lasted for four years, and was followed by seven years of extreme depression, ending in 1861. For the next three years prices were high, but the Civil War was in progress. From 1865 to 1870, inclusive, was another period of depression, followed by two years of extraordinary prosperity. In 1873 there was a panic and the depression had not passed away at the time Mr. Benner wrote his book in 1876. However, he made a prediction, based on his knowledge of past cycles of good and bad times, that the depression would continue through the years 1876 and 1877, and that better times would begin in 1878, continuing until 1881, after which prices would fall again for seven years, but in 1889 another period of prosperity would commence, lasting into 1891, which would be succeeded by six years of hard times and falling prices. The years 1898 and 1899 he predicted would be exceedingly prosperous, the year 1899

At the National Grain Dealers' convention held at Peoria, Ill., in October last, a paper was read by J. T. McCall, of Minneapolis, strongly advocating the repeal of duty on Canadian grain.

especially so. He did not carry his predictions any farther into the future than the year 1899.

Mr. Benner did not pretend that he had any "gift of prophecy," but claimed that as the result of many years of experience and careful study of the ups and downs of prices for sixty-five years he was able to guess with almost certain accuracy the periods of depression and prosperity for some years ahead.

Mr. Benner did not conclude that these recurring periods of good and bad times were always the same in intensity of prosperity or depression. He found that the degree of prosperity or depression was often affected by the tariff or the currency laws. Sometimes a period of prosperity would close with the crash of a sudden panic. Some-

times the change from high prices and great prosperity to extreme depression would come gradually, the decline in prices extending over a number of years.

The history of the United States shows that when the tariff was low during a period of world-wide depression it was much more severely felt than when the tariff was high. On the other hand, prosperity was always increased by a high tariff during a period of good times. The protective tariff did not prevent the recurrence of periods of depression, but it mitigated the severity of them, because it prevented the slaughter of goods imported from other countries during periods of world-wide depression. This subject will be taken up more fully in future issues

CANADA'S INTERESTS FIRST

WOULD it be the part of wisdom for Canada to inaugurate a policy of retaliation towards the United States in her tariff enactments?

Could we as a people afford to initiate a quarrel with our powerful neighbors to the south simply because in the application of the principles of a general fiscal policy which has made them one of the most powerful and wealthiest industrial nations in the world, we have been incidentally, and are even now being, injuriously affected by the working out of that policy?

It is quite true that in framing the McKinley tariff the United States knowingly destroyed a valuable trade which we previously carried on with them. Nor was this their first offence in that regard. By abrogating the reciprocity treaty of 1837, they stopped our trade in natural products with them to such an extent that Canadians felt for a time that national ruin stared them in the face. But in neither of these cases did the people of the United States talk about retaliation against Canada. They simply decided that in the interests of their national trade it was wise to put an end to our trade with them.

This being the case, why should we, now that we consider it wise to stop at least some of their trade with us, herald our intention as retaliation? Surely not because, in adopting a course which they believed would upbuild them as a great industrial nation, we were incidentally hit in our trade with them? Would it not be more dignified and business like for us simply to take a leaf out of their book and frame our tariff, not to injure them, but to benefit ourselves? We know that by adopting a fiscal policy of defending their industries from the inroads of foreign competition by a customs tariff high enough—perhaps more than high enough—to enable them to make all the goods they could make for home consumption, our neighbors to the south have succeeded, in less

than thirty years, in making themselves one of the greatest producing nations of the world. Why cannot we, without even a spirit of retaliation, adopt a similar system of national self-defence, against them in common with the rest of the world, as they have in the past adopted towards us in common with the rest of the world, in order to secure at least some measure of the same national wealth and industrial success?

It seems obvious that if by a low tariff we allow the manufacturers of the United States to make all the goods we as a nation require, and pay for those goods in money and raw products which they can make into manufactured goods and sell over again to us for more money and more raw products, the profit made in transforming the raw product into the manufactured article will go into the pockets of the United States manufacturer and the cost of the labor into the pockets of the United States workmen; while we will crush out our own industrial life by depriving it of its home market for the benefit of a foreign nation, and at the same time supply raw products to the manufacturers of that foreign nation. In other words, if we buy all our manufactured goods from the United States, or any other country, we as a nation are out the whole price in money of these goods, less the price we receive for the raw products sold to them in exchange. They get the profit on the manufacture, and their laboring classes get the employment and wages necessary to the manufacture. Of course in the practical operations of commerce such a state of affairs never exists in its entirety, but to whatever extent it does exist, be that extent great or small, the nation which allows another to purchase from it raw products and sell to it manufactured goods which it might itself produce, must suffer a diminution of its industrial life to the extent of the difference in value between the unfinished and the finished commodity.

✓ If the theory of the free trader, that no

nation should attempt to produce what it cannot produce with profit in competition with other nations without artificial aid in the way of a protective tax on its own consumers, was followed in this country Canada would at once become the raw product storehouse for United States manufacturers who would find it profitable to take our raw products, make them into manufactured goods in their own country, and capture our consuming market by selling their surplus production for less than our own manufacturers could afford to produce similar goods. Thus, the very fact that a system of protection exists in the United States makes it impossible for us as a nation to realize our natural industrial possibilities unless we adopt a similar system. The further theory of the free trader, that it is unsound and opposed to profitable national trade for a nation to tax one part of a community to assist another, can be answered by pointing to the fact, which is borne out by the experience of nations, that the growth of the home market thus created more than compensates the producers of raw products for any additional burdens of indirect taxation which they, in common with the rest of the nation, may thus be called upon to bear. The trouble with both these free trade propositions is, that while they have never been disproved in theory, they have never been proved in practice.

It is a fiscal policy of national self-defence that Canada needs a policy which, without compelling the consumer to pay for the making of industrial millionaires and money grabbing trusts, will make Canadian industries reasonably profitable investments for those who put their money into them. Canada to-day has all the potentialities of industrial greatness which the United States possessed thirty years ago. She has as much right to expect results as the United States ever had, but in order to get these results, she must pursue the same self-reliant fiscal policy, learning the lessons of their mistakes and profiting by the lessons of their successes. The time will never come when the people of the United States will willingly give Canada their market unless they get the best end of the bargain, and we will not be able to hold our own in our tariff relations with them until we have developed our industries so that we can secure a fair balance of trade against that country.

A policy of retaliation, however, in its very nature is one designed, not so much to benefit ourselves as to injure our competitors. Such a policy in either public or private relations is not good business. We should admire and emulate the United States but not retaliate!

The saw mill of Messrs. B. Lequime & Co., Grand Forks, B. C., was destroyed by fire on Sept. 15th. The loss is estimated at \$10,000 with no insurance.

The Association Vindicated

Message from the President

TORONTO, NOV. 1ST, 1902.

To the Members of the Canadian Manufacturers' Association.

DEAR SIRS,—Rumors have been in circulation during the past few weeks that the CANADIAN MANUFACTURERS' ASSOCIATION has entered politics, that it contemplates the purchase of certain Canadian newspapers, and also that it has established a political campaign fund. In reply to these statements, we desire to say:

1. THE CANADIAN MANUFACTURERS' ASSOCIATION has not entered politics, nor has it any desire to do so. On the contrary, it has discussed and will continue to discuss every issue affecting the manufacturers from a national and business standpoint, and from this standpoint alone.

2. The Association has neither directly nor indirectly endeavored to purchase or secure the control of any newspaper in Canada.

3. No political fund has been or is being established by the Association.

4. By a unanimous vote of those present at the last Annual Meeting, the Association expressed itself in favor of a general revision of the tariff, believing this to be in the best interests of Canada. Every honorable means will be used to secure this end, both by educating public opinion and by endeavoring to impress our views upon the Government.

This is a true statement of our position. Our resolutions are known. Our policy and our plans have been stated publicly. They are legitimate and honorable in every detail. Our faith in the policy we advocate remains unshaken, and we believe it is growing every day in public favor because it is a true Canadian policy needed at the present time, not bound up in any way with the past, and having no interests to serve except the welfare of Canada.

The members of the Association may rely upon the organization remaining true to these principles, and maintaining its honor and integrity in spite of all rumors to the contrary.

CYRUS A. BIRGE,
President.

R. J. YOUNGE,
Secretary.

RECENT UTTERANCES ON THE TARIFF

SENATOR McMULLEN

TORONTO GLOBE, SEPT. 27, 1902

I have read with interest the discussions that have taken place in the press on the tariff question. There appears to be two sets of opinions, one in favor of a general increase with the view of affording more protection to manufacturers generally. The other view is a re-adjustment of the tariff, whereby increased advantage would be given to certain lines of industry, while equivalent reductions would be made on other things imported. We are now collecting under the present tariff an average of between five and six millions a year out of the Canadian consumers, more than is necessary to meet the ordinary annual demands on our Dominion Treasury. Surely no one could reasonably urge that an increase should be made in order to meet the demand of manufacturers under these conditions. As for the revision of the tariff, I think the time has arrived, and there are good reasons that a revision should take place. We collect under the present tariff about five dollars per capita of revenue. If a readjustment is made and the Manitoba farmer is asked to have the tariff now collected from him on tea, coffee, spices, crockery, stone-

ware and many other lines coming to us from within the empire removed, and put upon agricultural supplies and other manufactured products coming to us from outside countries, what has he to complain of when the gross per capita tax has not been exceeded? Manitoba should not threaten political rebellion against the present Government or Mr. Tarte until they have just cause to do so. I see by Mr. Rowell's interview that some mention was made to him that any interference with the tariff might result in the formation of a third party to control matters at Ottawa.

THE SHARE OF THE WEST

The older provinces of Canada have dealt most generously with Manitoba and the Northwest; they have mortgaged their resources to the extent of nearly one hundred millions to build the C.P.R. and open up the country. Money has been poured out without stint in all lines to secure its rapid development. A million a year was spent on a mounted police force to protect life and property, and another million to feed and take care of Indians. Public buildings were

TECHNICAL EDUCATION

The farming class forms a large proportion of the population of this country, and agriculture is an important factor in our national life. Nevertheless, it is not altogether fair that so much consideration should be given to the interests of the farming community to the exclusion of those of other callings. We have schools and colleges supported by government patronage that devote their efforts to the development of knowledge and skill on farming, while as yet technical schools are but feebly encouraged, and little effort is put forth to promote either thought or effectiveness in other mechanical pursuits. Taking bread-making, admittedly one of the most vital in its importance both to the baker and the public, what has the Government of this country ever done to encourage a better theoretical or practical knowledge of baking? This is one of the matters that should receive attention at the hands of the Master Bakers' Convention.—*Canadian Baker and Confectioner, August, 1902.* This subject applies with real force to the present attempts in Toronto, Montreal and elsewhere to put technical education, from the standpoint of the manufacturers, on a solid basis. The Ontario Government truly grants a small pittance to the Toronto Technical School, but it could be increased many fold and still be a valuable investment for the people.

erected all over at great cost. In Regina alone \$365,000 was spent.

The immigration policy that is costing the Dominion \$300,000 per year has been inaugurated especially for Manitoba and the Northwest to secure the rapid increase of population; and after all this, because a readjustment of the tariff is advocated in the interest of the eastern manufacturers, hostility is threatened. "Hands off!" The tariff must not be touched. It is a compromise as it is, and must stand or be reduced. We have often heard the old adage of the tail trying to wag the dog. In this case it may some day, but just yet it is a little too previous. Manitoba and the Northwest should not complain or threaten until they have cause; so far they have none, and I feel quite sure there is no desire to do them any injustice. Now as to the re-adjustment—Why should we continue to take many lines of manufactured goods from the United States year after year, when they could just as well be produced within Canada as across the border? If the United States manufacturer wants our market for these lines let him come here and produce the goods, and let us readjust our tariff to make him do so. There is plenty of room in the

tariff to do this without adding one dollar of increased taxation or doing any serious injury to any consumer. I am in favor of readjusting the tariff so as to afford increased advantage to our Canadian industries that can hope to live and make financial headway. I am not in favor of allowing the United States to make a back-door slaughter market of Canada for their surplus manufactured goods.

FREE LIST COULD BE EXTENDED

We can add to our free list several lines. The United States people, under their protective tariff, have a much larger free list than we have. They imported \$823,172,165 last year, of which \$339,608,669 was free and \$483,563,496 dutiable. So that over 40 per cent. of their entire importations were free, while only 37 per cent. of the Canadian imports comes to us free, and of that 10 per cent is free corn. Let us adjust our tariff in favor of Imperial products, so far as possible, without injuring Canadian industries. For instance, metals and minerals we imported from Great Britain last year dutiable \$2,937,337, and free \$2,585,470, while we imported from the United States dutiable \$17,877,393, and free \$9,224,785.

Drugs, dyes, chemicals and medicines we import from Great Britain free \$697,776, and from the United States free \$1,917,007. Buggies, waggon and vehicles of all kinds we imported from the United States last year \$1,045,686 worth. Silks imported free from the United States \$277,199, and from Great Britain \$36.

Sugar, candy, confectionery, etc., from Great Britain \$82,050, and from the United States \$288,290. Sugar and molasses imported from Great Britain, \$881,499 worth, while we imported from the United States \$1,053,540. Hats, caps and bonnets we imported from Great Britain \$880,442 dutiable, and from the United States \$739,123 dutiable, and from Great Britain free \$63,739 worth, and from the United States free \$168,803. Butter, lard, cheese, etc., we imported from the United States \$3,002,602—I presume largely for the Yukon Territory. Why not take these supplies from Manitoba and the Northwest? Flour and meal the United States takes from us \$59,059 worth. We took from them last year \$443,500.

ROOM FOR RECASTING

I think in these items and many others that can be quoted there is ample room for a recast of the tariff to give to our manufacturers and farmers a better condition of things than what they enjoy at present. We are paying the United States about seventy millions of dollars yearly in cash as trade balance in their favor; and what do we get in return? Twenty-five cents per ton added to the duty on ground pulp because the Provinces put twenty cents a cord extra on pulpwood when exported in

the raw state. The United States is almost entirely dependent upon Canada for her supply of pulp. The next move I expect the United States to make will be to put a cent a gallon on the extra quantity of water used at the Niagara Power Company on our side of the river, over the one-half of the water in the Niagara River used on their side.

As to the British preference, I would advocate the adoption of three scheduled lists of goods coming to Canada from within the Empire with varied rates of discount rather than a flat discount of 33 $\frac{1}{3}$ per cent. I would oppose any trade treaty with the United States that would in any way interfere with our present position in the British market. By the passage of the Dingley bill

the United States expected Canada to plead for a trade treaty on any terms, but by the prudent and untiring efforts of the present Government advantageous markets were provided elsewhere and Canada has, in the face of Dingleyism, prospered as she never did before, and become a formidable competitor in the British market in many lines. The Armour Packing Company of Kansas City issued a circular to the American hog growers that they would have to produce a different class of hogs by feeding more vegetables and less corn; that the Canadians were cutting them out of the European markets by the better quality of their cured pork.

JOHN CHARLTON, M.P.

EVENTS, OTTAWA, SEPT. 25, 1902

As for myself, it is of course well understood that for a quarter of a century I have advocated broader and more liberal trade relations between these two countries. I earnestly hope for the removal of the present absurd restrictions upon trade, and the drawing of these two peoples nearer together year by year. I hope to see an increasing community and interblending of interests, but we have been going on in the line pursued since 1866 long enough, and if I cannot see my aspiration and my dream of Anglo-Saxon brotherhood in common matters upon this continent realized, then I stand in favor of the adoption of the policy of Canada for the Canadians, and a Canadian policy that will protect us from unjust encroachments

by the United States and other countries, and will save us our self respect. I do not know that I would assent to the assertion that I am a protectionist, but I will assert myself that I am in favor of self protection, that theories have very little weight with me, that practical conditions are all important, and that the time has come when trade relations which give us all the way from one-third to one-quarter of the payment in our own exports for the purchases we make from other countries shall give place either chance for equal privileges and fair play, to the development of our own resource, the building of our own industries, and greater measure of self sustaining power and industrial independence.

HUGH GUTHRIE, M.P.

MAIL AND EMPIRE, OCT. 20, 1902

"Broadly speaking, the situation is this: The United States have never missed an opportunity to squeeze this country, and from their point of view the success of their policy is shown by the fact that we buy from them about \$60,000,000 a year more than they buy from us. Fully 80 per cent. of that difference is of goods that can be made just as well in Canada. Why should they not be made here? There is no concealing, and there is no use denying, that the Province of Ontario is protectionist. There would be no sense in hurting ourselves by mere blind retaliation against the United States. What we must do is to frame our tariff for our interests, keeping in view the fact that from hard experience we are driven to conclude that our United States cousins will hit us

without hesitation whenever they think such a course to be for their own advantage.

VOICES GENERAL FEELING

"I am satisfied that in saying this I voice the general feeling of Ontario, without distinction of party. A readjustment must be based upon a proper view of our peculiar position. Of course, the rearrangement must be such as to make the burden fair and round. No undue share of it must be laid upon any class, but I feel perfectly sure that such a readjustment can be made as will be fair to all. If that is done, it means that Canada will long preserve the prosperity with which she has been blessed of recent years, and I do not know of any object for which a patriotic Canadian should more earnestly strive."

DR. SPROULE, M.P.

TORONTO TELEGRAM, OCT. 23, 1902

WEST FAVOURS PROTECTION

"The result of our tour from a party standpoint, I feel sure, will be to unite and enthuse the party in the west, and the public

standpoint will tend to bring the east and the west more in touch and more unanimous in the policy of protection. We have talked protection in the west as we have done in

the east, and I believe the people are convinced of the wisdom of such a policy. I have not been able to find that free trade sentiment which is said to be so unanimous.

MR. JOHN PIGGOTT

CHATHAM DAILY PLANET, OCT. 23, 1902

John Piggott, president of the Chatham Board of Trade, and a life-long and active Liberal worker, speaking of the Hon. Israel Tarte this morning, said:—

"It may have been a breach of etiquette for Mr. Tarte to wander away from his colleagues in the cabinet, still from the Canadian standpoint, I think Mr. Tarte is on the right track. I believe in both reciprocity and protection to this extent that I think it is only right for Canada to have an equal tariff with her neighbor and that she should have the same privilege with the United States that the United States has with us.

"As for his policy being altogether in favor of the manufacturers, that is all nonsense. Its beneficial effect will be felt just as much by the farmers, mechanics, and every other class of the population as it will be felt by the manufacturers.

"I am fully in accord with his transportation and tariff scheme. That scheme if carried out, will be a great factor in the future prosperity and success of this country.

"There are other reasons why I endorse

While many would doubtless like to get their United States goods free of duty, I think the bulk are satisfied with a policy of protection for all Canadian interests."

his policy. The last census showed that Canada had not increased in population as had been expected, or as she should have done. The reason is this. A young man starting in life looks around for the best fields to seek his livelihood in. He goes to the United States where there is a much larger market, and where they also have the added advantage of reaching our market—a privilege we don't enjoy in regard to the market of the United States; consequently a large number of our sons and daughters are in the United States engaged in manufacturing articles which are sold in Canada. We want those young men and women to manufacture those articles in Canada, and why shouldn't they find as profitable employment at home as in a foreign country that we import so largely from?

"Looking at this matter wholly from the Canadian standpoint, if we don't look after ourselves, Uncle Sam is cute enough to realize that he doesn't want reciprocity so long as he has much the best of it, in commercial relations with Canada."

TRADE UNION METHODS

A Case in Court by the Metallic Roofing Company

NO reasonable person denies the right of a workman to join with his fellow workmen and form what is familiarly known as a Trade Union. Not only is this a right possessed by every man but also this right if properly exercised could be made a power for general good. They can assist the members of the union to secure a fair wage, provide for them when out of employment and during illness, and in many other ways render valuable assistance. But there is no reason why they could not also assist in industrial manufacturing by formulating a broad policy that would have for its basis the assistance of the employer as well as the employee. At the present time, however, we see many instances of shortsightedness on the part of the unions. It apparently never enters into their deliberations that an employee cannot exist without an employer, but the selfish standpoint of the employee alone is emphasized. They do not consider that the manufacturer must find a market for his output and that every increase in his pay roll raises his cost of production and makes such individual manufacturer less able to compete for trade. A point worth considering also is that it is not alone the cost of production that fixes price but that competition is largely the determining factor.

The place where goods can be manufactured and marketed the cheapest is where the price is most influenced.

RESULTS TO MANUFACTURING

Trade unions in the cities are not considering this seriously. They make demand after demand for higher wages and shorter hours. In times of prosperity such as we are experiencing some employers can meet these demands. The present industrial activity, however, will not last always, and with a slight depression the unreasonable demands of the trade unions must go. No employer will continue manufacturing long at a loss. He will either be forced out of business or withdraw his capital, and the results will be felt by the party whose capital is his labor, which he offers in vain on an overstocked market.

In populous centres the unions are most active, and, consequently, in such places their demands, when unreasonable, will react on them most quickly. In United States cities (and we need not go outside of Toronto for such illustrations) many manufacturing establishments are turning their attention to new locations and getting as far away as possible from the unions whose only aim appears to be ruin to their em-

ployers. The effect of this on cities, on manufacturing, on employer and employee is hard to estimate.

But the question of wages is not the most serious consideration for the employer. It is a question of management. The unions not only fix the hours of labor, fix the wages, regulate the output, but they then take the management of the factory from the employer and decide who shall and who shall not be employed.

THE METALLIC ROOFING STRIKE

One important firm in Toronto, the Metallic Roofing Company, Limited, have had an increasing business for the past seventeen years. During that time they have had no difficulty with their employees and have always paid the highest wages in the trade and wages that were satisfactory to the trade union. Notwithstanding this, the sheet metal workers' union made a demand on the company which would practically cause dismissal of some trusted and hard working employees who had not joined the union. In other words they demanded that the employment of workmen should be regulated by the union. Further than this, the union would not allow any of its men, employed by the Metallic Roofing Company, to discuss the difficulty with their employers, but referred the company to the union. The Metallic Roofing Co., reasonably, refused to hand over the management of their factory and a strike followed.

UNFORTUNATE METHODS

Then the methods of the unions were put in force. A boycott was instituted, legal proceedings were introduced. "The Toiler" publishes a letter addressed to the trade unionists of Canada saying the company forced their men to quit work by refusing to sign an agreement which really means by refusing to hand over the management. One identified with the unions also goes to the Toronto City Council and makes loud complaint about a contract performed by the Company on the new market. The party in question put his charges in writing but before they were examined by the architects two of them were practically withdrawn. In the architect's report the following is interesting: "It is evident that he (the person making the charges) had no knowledge of what was required by the specifications," and it was evident they were made from spite, also both of the architects refused to discuss additional charges saying they were false.

The sheet metal workers are men with reason but in this instance they are certainly taken advantage of by allowing such men and such methods to become identified with their cause.

The most important part of this dispute is now being decided in the courts and a full text of the order as issued by the High Court was published in the September issue of "Industrial Canada." The gist of the order is that the defendant union is restrained

from conspiring to injure the plaintiff's trade by threats or communicating with costumers, etc., and from watching or besetting the works of the company or the residence of any employee for the purpose of persuading or otherwise preventing persons from working for the plaintiff

A TEST CASE

The result of this case is of the greatest importance to every manufacturer in Canada. The unions consider it very seriously and other unions have joined the metal workers and put up funds to fight the case through the courts.

The importance to the manufacturer is that this is a test case. Following this the H. Krug Furniture Co., of Berlin have secured a somewhat similar order, and it is difficult to tell what manufacturer will next be forced to seek the assistance of the courts. The Metallic Roofing Co. are, however, fighting this unaided, although it could be withdrawn without loss to the company. The thanks of every manufacturer is due to the Metallic Roofing Co., but it takes more than thanks to carry a legal argument through the High Court, and doubtless it would be in order for our manufacturers to follow the example of the unions in the city and assist the Metallic Roofing Co. in this undertaking.

CONTINUOUS EXHIBITIONS HELD IN ROYAL AGRICULTURAL HALL, LONDON, ENG.

MR. Harrison Watson, correspondent member of the Association in London, Eng., points out to the members of the Association desiring an export trade in England the importance of taking part in the exhibitions held in the Royal Agricultural Hall, London, Eng.

Twenty of these exhibitions were arranged for this year, each lasting from one to two weeks. Fixtures are made ahead and much publicity is given to them. Mr. Watson recommends them very highly.

VARIETY OF EXHIBITS

"Recent visits to several of these exhibitions accentuate my opinion that participation in the same would be of much practical benefit. These exhibitions are devoted to one general trade, and its branches such as the "Bakers and Confectioners," the "Grocers and Provision Trade," "Leather and Boots and Shoes," Furniture, etc., etc. They are, I find, used not only as a means of display but also as a kind of exchange and mart where buying and selling takes place, and novelties are shown.

AN INTRODUCTION TO THE TRADE

"The Canadian manufacturer who would engage space, and make a display and place the same under the charge of a representative thoroughly conversant with all the details of his business would find visiting the Exhibi-

tion business men from all sections of the United Kingdom, and would then have the opportunity of meeting firms whom it would under other circumstances cost both time and travel to seek out and call upon.

CHEESE, BUTTER AND CANNED GOODS

"Much is also to be learnt from this general display as to the kind of goods in general demand in this country. I noticed an increase in the number of Canadian Houses represented at the Grocers' Exhibition just held. Two large pork packing firms had displays and Canadian cheese and butter was shown by two or three United Kingdom dealers who represent Canadian shippers. I could not, however, find any Canadian canned or preserved fruits, vegetables, etc., among the numerous display of the lines made. California and other foreign packers made considerable displays and of the several men in charge of exhibits with whom I had conversation few seemed even to have heard that Canada possessed any such industry. I cannot help thinking that the Canadian Canned Goods Association or at

least members of it, would derive practical advantages from display at this Exhibition.

STYLE OF PACKAGE

"The feature of this year's show was the increased exhibition of glass in preference to cans. A number of United Kingdom houses and several United States houses showed all kinds of fruits preserved in glass bottles with patent stoppers. There is, as you are probably aware, a great deal of prejudice here against canned goods, and although the glass goods are considerably more expensive, several firms told me that many buyers willingly pay the higher price. Of course there is some expense in making these displays, but if Canadian firms would utilize their Exhibitions as a means of getting a footing and follow this preliminary work through the medium of a representative who devoted some time to canvassing the trade, and finish up either by appointing some influential firm as its resident agent, or opening its own branch, I am sanguine that it would be a practical means of extending Canadian trade."

MONTREAL BOARD OF TRADE

Pass an Important Resolution putting Itself on Record on the Tariff Question

A VERY important meeting of the Montreal Board of Trade was held on October 14th inst., at which Hon. J. I Tarte was present and delivered a stirring address on Transportation and Tariff. He pointed out the necessity for a revision of the tariff, and thus clearly explained what he meant by a policy of Canada for the Canadians. He said:

"What I mean by revision of the tariff is that we should take our tariff item by item, and see what we can do to suit the Canadian people. If it is suitable to decrease on certain articles, let us decrease; if to increase suits us, let us increase. That is what I mean."

The following resolution was moved by Mr. Hugh A. Allan, who represents one of the largest shipping interests in Canada, and seconded by Mr. Henry A. Miles, ex-president of the Board of Trade, and carried unanimously:—

TRANSPORTATION

"That, in the opinion of this meeting, it is manifestly the urgent duty of the Dominion Government to adopt a comprehensive and positive policy in regard to transportation facilities;

"That this great problem should be dealt with on broad national lines, covering present and providing for future requirements in so far as the progress and development of Canada may be estimated;

"That, as a first principle, the aim should be to provide for transportation facilities for the commerce of this country, east and west, through Canadian channels;

"That in the opinion of this meeting to avail of the natural advantages and exceptional position of our country, the Dominion Government should press forward with the works already undertaken in the St. Lawrence River with the deepening, widening and lightening the channel, with the work upon the inland waterways and canals, and with the modern equipment of harbors and ports; be it further

TARIFF

"Resolved, that in the opinion of this meeting, in view of the changing conditions in the commercial world, the Dominion Government should examine carefully into the working of our present customs tariff on imports, and should so re-adjust same as to secure Canadian industrial products against the competition of foreign labor; and further,

"Resolved, that a copy of this resolution forwarded to Sir Wilfrid Laurier and colleagues."

CANADA—JAPAN.

The trade of Japan with Canada for the several years ending Dec. 31st from 1896 to 1901 is as follows, yen = 49.8 cents:

	Imports from Canada Yen.	Exports to Canada Yen.
1896	52,000	1,594,000
1897	129,000	2,055,000
1898	157,000	2,366,000
1899	182,000	2,358,000
1900	317,000	2,951,000
1901	182,000	3,276,000

The Underfeed Stoker Co. have forwarded us a neat folder discussing "Po Plant Economy" and giving a list of firms using their system.

LONDON CHAMBER OF COMMERCE

Banquet by the Canadian Manufacturers' Association

PROBABLY the most important banquet ever tendered by the Canadian Manufacturers' Association is to be given in Toronto, November 21st, in honor of thirteen delegates of the London, England, Chamber of Commerce. This party is coming to New York to be present at the opening ceremonies of the new building of the New York Chamber of Commerce. They have very graciously accepted invitations to Canada and will visit Montreal and Ottawa as guests of the respective Boards of Trade, and Toronto as guests of the Canadian Manufacturers' Association. The visitors are from among Greater London's most successful business men and the individual members of the Association are determined that everything will be done to make their stay in Toronto a pleasant one.

TORONTO PROGRAMME

The party will be in Toronto all day Friday, Nov. 21st, and will be shown the city and be taken through as many of the manufacturing establishments as time will permit.

In the evening a banquet will be given in McConkey's palm room. The menu will be of the finest, and suitable music and entertainment will be provided. The seating accommodation is limited but the committee in charge have been able to keep the price of tickets down to \$5.00. Members of the Association and others desiring to be present are requested to secure their tickets from the Secretary of the Association at as early a date as possible.

The personnel of the representatives from the London Chamber are as follows:—

LIST OF DELEGATES

Sir Albert K. Rollit, M.P., LL.D., D.C.L. (Bailey & Leatham, Ltd., Steamship Owners), ex-President and Vice-President of the Chamber, ex-President of the Associated Chambers of Commerce of the United Kingdom.

Mr. J. Fortescue Flannery, M.P. (Flannery, Baggallay & Johnson, Consulting Engineers.)

Sir Vincent H. B. Kennett Barrington, Chairman of the South American Trade Section of the Chamber.

H. C. Richards, K.C., M.P., sole administrator and executor of the estate of Sir Robert Loder, and Chairman of the National Safe Deposit Company.

Mr. James Dixon (Harris & Dixon, Shipbuilders), ex-Chairman of the General Shipbuilders' Society, member of the Committee of the Lloyd's Register, Past President of the Chamber of Shipping of the United Kingdom.

Mr. P. Wood (W. P. Wood & Co., Corn Merchants), Chairman of the London Corn Trade Association.

Arthur Serena, J.P., (Galbraith, Pembroke & Co., Shipowners & Shipbrokers), Chairman of the Joint Committee of the London Chamber of Arbitration.

F. Faithfull Begg, (Faithfull Begg & Co., Stockbrokers), Chairman of the West Australian Trade Section of the Chamber.

Major S. Flood Pape, The Marconi Wireless Telegraph Company, Member of the Council of the Chamber.

John Jume, (John Jume & Co., Woolen Merchants), Chairman of the Textile Trades Section of the Chamber.

J. Y. Henderson, (Director of Henderson, Craig & Co., Ltd., Wood Pulp Importers), Chairman of the British Wood Pulp Association.

Colonel H. Hozier, C. B., Secretary of Lloyds.

Chas. A. Hanson, (Coates, Son & Co., Stockbrokers), Member of the Chamber.

OTHER GUESTS

Other guests invited are Hon. G. W. Ross, Premier of Ontario, Mr. J. P. Whitney, M.P., His Worship The Mayor of Toronto, President Toronto Board of Trade, President Canadian Bankers Association; the following members of the Dominion Cabinet, Sir Wilfred Laurier, Premier, Sir Wm. Mulock, Sir Richard Cartwright, Hon. Mr. Fielding, Hon. Mr. Paterson, Hon. Mr. Sutherland and the leader of the opposition Mr. R. L. Borden, M.P.

MR. JACOB JESURUN, CURACOA, IN CANADA.

Prospects for trade in that island and neighboring Republics.

Mr. Jacob Jesurun of Curacao is at present in Toronto, arranging to represent Canadian exporters who are in a position to look after trade in that part of the world.

Mr. Jesurun is H. B. M. Consul for the Island of Curacao, the Correspondent Member of the Association for that island, the senior partner of the business house of Messrs J. & J. Jesurun, and comes to the Association very highly recommended.

The island of Curacao is the largest of the Dutch West Indies with a population of about 30,000. It is situated 65 miles north of Venezuela. It is not an industrial or manufacturing centre in any way, its interests being almost exclusively commercial. The customs tariff is only 3% ad valorem.

The merchants of Curacao however, besides supplying the people of their island do a very large distributing business with the republics of Venezuela, Columbia, St. Domingo and Hayti, between which places and Curacao there is direct steamship communication. It is also expected that with

the opening of the Panama Canal the commercial importance of the island will be greatly increased.

As in every other part of the world, the United States, German and Austrian travellers have been pushing their goods with success, and a good market exists, Mr. Jesurun says, for the goods of Canadian exporters that can compete in price with the goods of the United States.

AN OPPORTUNE TIME

The present time is opportune to commence this trade. When peace is declared in Columbia and Venezuela there will be a great demand for goods from these Republics. At present the merchants there are afraid to carry stocks, and there are practically no goods obtainable in their business centres.

This demand will be a big one and an urgent one and the exporter must have his goods on the ground to share it.

Mr. Jesurun is determined to push this trade and deserves assistance. If the business will warrant it, the firm of which he is the senior partner will give up their present business of general merchants and give their whole time to pushing Canada's goods in Curacao and the Republics named.

Immediately he is setting aside one floor in his business house as a sample room and an exhibition of Canadian goods.

GOODS DESIRED

Mr. Jesurun, while in Canada, is arranging for samples and small consignments of different lines of goods. Some of the lines he is particularly interested in are, salted and pickled fish, cheese, wind-mills, ales and beer, cured and canned meats, canned fruits and vegetables, jams and jellies, lumber, fireworks, trunks and valises, butter, flour, beans, bran, pease, essences, suspenders, enamelled ware, biscuits, wall paper, boots and shoes, agricultural implements, soap, typewriters, stationery, carpets, roofing, confectionery, leather, harness, pianos, potatoes and onions. Mr. Jesurun, during his short stay in Canada, will make his headquarters in the offices of the Canadian Manufacturers Association. Interested members of the Association, or others, are invited to correspond with Mr. Jesurun.

AGRICULTURAL IMPLEMENTS IN ROUMANIA

Messrs. Alfred H. Post & Co., New York forwarding agents, advise us that prospects in Roumania for a good brisk trade in agricultural implements are bright and they are prepared to quote rates, via New York to Galatz, Braila, Constanta, Burgas and Varna.

Swift & Co. of Chicago have taken over Fowler's Canadian Company of Hamilton and will establish a big pork packing plant.

TECHNICAL EDUCATION IN LONDON

Report of a Committee of the London County Council

Journal of the Society of Chemical Industry, Aug. 30, 1902

THE report embodies the conclusions drawn from an inquiry into the relation of science to industries, especially in respect to the training required by those who desire to qualify themselves to take leading positions in scientific industries. On account of the many statements that have appeared within recent years in reference to the transfer to other countries of industries once carried on in London and in other parts of the United Kingdom and of the relative falling behind of the United Kingdom, including particularly the County of London in certain other chemical and electrical industries, attention has been given to (1) The loss of business to the United Kingdom, so far as it is owing to inferiority of scientific training; and (2) The nature of the training required and the present provision for such training in England, and especially in London, together with the means for bringing the training within the reach of those who require it.

LOSS OF BUSINESS

Dealing first with the question of the loss of business, the committee state that they are unable to resist the conclusion that various branches of industry have, during the past 20 or 30 years been lost to this country owing to foreign competition; that in many others our manufacturers have fallen seriously behind their foreign rivals; that London, in particular, has distinctly suffered; and that these losses are to be attributed in no small degree to the superior scientific education provided in foreign countries.

INDUSTRIES AFFECTED

Reference is made to the transfer from England to Germany and United States of numerous departments of manufacturing chemistry and electricity, including the aniline color industry, the manufacture of fine glass for scientific and optical purposes of the finer kinds of pottery, of dynamos, magnet steel, the materials used for resistance coils, and the paper employed for insulating underground cables.

BREWING INDUSTRY

In addition, it is pointed out that, following the establishment of an elaborate scientific study of brewing, the exports of beer from Germany and Holland have risen from £736,750 in 1890 to £1,177,600 in 1901. Attention is also drawn to the fact that a large proportion of the mining engineers, metallurgists and chemists employed in the numerous mining enterprises of our colonies are drawn, not from the Mother Country, but from Germany or the United States, thus involving a serious loss of well-paid posts, many of which one might naturally have

expected to be filled by Londoners. Details of the extent and nature of the loss in each industry referred to are given. The far-reaching effects of the loss of any industry or of a part of any industry, are concisely summarized; it prevents the birth of cognate industries, which every healthy industry tends to produce; it discourages research, and by forcing buyers to seek goods abroad induces them to purchase other goods there which can be obtained equally well at home.

DUE TO LACK OF EDUCATION

In respect to the causes of this loss of trade, different industries have been affected by different causes, but there was practically a consensus of opinion amongst the witnesses examined by the committee that the relative backwardness of our scientific industries is in the main due to the deficiencies of our educational system. Economic conditions, patent laws and legislative restrictions have, according to the views of certain witnesses, contributed to the loss of business; temporary prosperity and temporary demand for a certain class of goods have deterred those in authority from entering upon fresh developments, and the immense progress of scientific industries abroad has rendered the manufacturer here timorous in his efforts to advance.

DEPENDENT ON EDUCATION

That industries are affected by education is shown by the vitality of scientific industries in those countries in which the system of secondary education is supplemented by scientific education of university rank, for the perfecting of which no expense is spared. This condition obtains in Germany, Switzerland and the United States, and there is ample evidence of the rapid development of scientific industries in these countries.

THE RESULT

Summing up the evidence, the committee is convinced that the main causes of our relative failure in the chemical, optical and electrical industries are: (a) The lack of scientific training of the manufacturers themselves, and their consequent inability to recognize the importance of scientific assistance; (b) the defective condition of our secondary education, and the consequent lack of sufficiently prepared recruits for advanced technological training; (c) the lack of a sufficient supply of young men who have been trained in scientific principles and methods, and in the application of science to particular industrial processes; (d) the lack of any institution providing advanced technological training which is sufficiently endowed to enable it to give adequate attention to post-graduate or advanced work.

THE NATURE OF THE TRAINING

Dealing next with the nature of the training required for future leaders of industry and the present provision for such training, the committee states its conviction that scientific industries have suffered, not only through defects in higher scientific education, but even to a greater extent through defects in general and secondary education. The science teaching in secondary schools, it is pointed out, is to be regarded as valuable almost entirely for its mental training; for scientific instruction the subsequent years of university education must be mainly relied on. The committee is further of opinion that, "In the majority of secondary schools the curriculum has been so hampered by the exigencies of examining authorities and of examinations that the teacher has been compelled to devote undue attention to storing the minds of the students with facts for reproduction at the expense of the time which should be devoted to stimulating their reflective powers and making them think. In after life, those who enter upon industrial pursuits too often regard science with distrust and to some extent this distrust is merited, owing to the insufficient preparation and training of those who offer themselves for responsible posts in scientific industries."

ADVANCED APPLIED SCIENCE

Apart however, from the mere undergraduate science teaching, the committee is specially impressed by the need for more advanced training in the application of science to industrial processes, such training to be of the nature of post graduate work and specialist teaching. The greatest need of London at the present time is the co-ordination of the provision for the highest grades of education, and the development of new departments, so that professors of the highest distinction and practical training should have under their supervision post-graduates or other advanced students carrying out research work in such subjects as the various branches of chemical technology, electro-chemistry, optics, the different applications of electricity to industry, railway engineering. It is further recognized that it is of the highest importance to our industrial well-being that adequate provision should be made for original investigation and discovery. As stated by one of the witnesses "one of the most pressing requirements of the moment, demanded not only in the interest of chemical industry, but in that of our manufacturing industries generally, is the adequate endowment and encouragement of research. Original scientific research is the fountain head of new knowledge, the re-

vital stimulus of industrial growth, the originator of new industries and the sustainer of old."

The following paragraphs conclude the report of the Committee:—

It is sometimes stated that all money expended on higher technical education is so much lost to the poorer or wage-earning classes. This is very far from the truth, for unless the highest technical training is provided, and adequate provision made for research and discovery, the creation of new industries will be checked, existing industries may decay, and the demand for skilled labor may decrease. Moreover, if the scholarship ladder is completed, the clever son of the mechanic will be in as good a position so far as training is concerned, as the son of the capitalist."

ALL INDUSTRY IS SCIENTIFIC

"If it is asserted that England has fallen so far behind in the application of science to industry that it is useless to expend large sums of money in an attempt to regain a position which has been irrevocably lost, we would reply that there is no finality in any industry; that all industries, if they are to

survive, must become scientific industries; and that if machinery is set in motion by which new knowledge is created, old industries will be developed, and new industries will rise. If it is urged that no decisive step should be taken to place the machinery for training post-graduate students in technological research on a satisfactory basis until prolonged enquiries have been carried out in Germany, Switzerland, and the United States, to ascertain the latest developments of technical education in those countries, we would reply that there have already been sufficient enquiries and that delay is dangerous. The cause of the want of vitality in our scientific industries is not far to seek, it is due to defects in secondary education, and the lack of adequate provision for training in research. If secondary education can be more widely extended; if general and scientific education, both in secondary schools and schools of university standing, can be made more thorough; and if further opportunities can be provided to enable post-graduate and advanced students to obtain adequate training in technological research, there is no reason to fear for the future prosperity of our scientific industries.

CANADIAN STORES, LIMITED

A big Company to push Canada's Goods in England

AMONG the more interesting of trade events is the arrival in Toronto of Mr. Walter R. Nursey, director of the Canadian Produce Corporation of London, England, to be known later as the Canadian Stores, Limited.

Mr. Nursey outlined a scheme in July, 1900, which met with much favor and the particular purpose of which was to overcome the prejudices against Canadian commodities in England, and give proper public credit to Canadian goods in Great Britain, with the country of their origin, all Canadian goods now shipped from United States ports having hitherto been classified in the English Blue Book and in English shops as a product, not of Canada, but of the United States. The remedy, as suggested, was the creation of an Anglo-Canadian company, which, through the medium of its own Canadian shops in London, would be in a position to sell for cash direct to the English consumer, goods manufactured in Canada. Through this means it was urged that "the English consumer would realize what a vast storehouse of cheap and pure food and manufactured goods existed in the Dominion." In the April, 1901, number of INDUSTRIAL CANADA the merits of this scheme were fully ventilated and the leading newspapers commented in a most favorable manner on the project.

BUSINESS UNDERTAKINGS

Correspondence with the Executive of the Manufacturers' Association encouraged Mr.

Nursey to proceed with his undertaking and he has succeeded in securing the co-operation of men of prestige and business prominence in Great Britain. He has organized a strong company with a share capital of \$2,750,000, which will embark in the importation of Canadian goods to the United Kingdom, and exportation of certain British merchandise to Canada. It is the intention of this company to open fifty retail shops in London alone, the opening of additional shops in outside cities to follow as business warrants, and to deal wholesale in the Provinces outside of the metropolis. All of these stores will have fronts of uniform appearance and Canadian design. One or more bakeries will also be established in which nothing but Canadian flour will be used. To illustrate the demand for bread in London, one firm alone, The Lyons Company, well known to Canadians abroad, consume, it is stated, over five hundred tons of flour per week. At the central depot all classes of Canadian manufactured goods will be exhibited, and with the trade connections and business facilities that such a company will have for the exploitation of merchandise of all kinds, the value of such a medium for the introduction and pushing the sale of Canadian wares in Britain is apparent. In every case "Canadian" will be prominently in evidence, "Made in Canada" being the trade motto of the Company. A first class restaurant will be located in the main building

where all the viands will be exclusively Canadian, and where our meats and vegetables, fish and poultry, cereals and fruits, will appeal to the tastes and trade instincts of the English consumer. By buying "in bulk" to the extent of the output of an entire mill or factory if expedient—always direct from the Canadian producer or manufacturer, for cash, and selling for cash direct to the consumer in Great Britain, it is contended, and apparently with every business justification, that the interests of the Canadian merchant and the company will be equally protected and advanced. Mr. Nursey has succeeded in obtaining the following prominent persons for the directorate.

THE DIRECTORATE

The Earl of Aberdeen and Lord Balfour of Berleigh, the present Secretary for Scotland in the English cabinet, are the trustees for the bondholders, with the well-known firm of Lee & Pemberton as solicitors. Among the directors (of whom Lord Stanmore, once Lieutenant-Governor of New Brunswick, is chairman), are Mr. George Turner, General Manager of the Midland Railway, and Mr. Archibald Head, of Head & Wrightson. Perhaps the most useful business standpoint are Mr. Burbidge, a brother of the Managing Director of Harrod's Stores, and who has been prominent in the provision trade for a life time, and Mr. Stevens for years Assistant General Manager of the Wm. Whitley Co., Limited—"The Universal Providers"—who has a thorough knowledge of the manufacturing industries. It is understood that Sir Wm. Treloar, alderman, and head of the firm of Ludgate Hill, will join the Board on Mr. Nursey's return. The latter gentleman was formerly Deputy Minister of Agriculture and Provincial Auditor for Manitoba, and was the special representative of that Province at the Colonial Exposition at Kensington in 1886, and had a wide knowledge of Canada and its resources, and is a well-known writer on trade subjects. He has been authorized by the Board of Directors to invite seven or eight gentlemen, of business reputation to form an advisory or consultative board for Canada, with head offices in Toronto. This committee in conjunction with a Canadian general manager will have the authority to enter into contracts for food products and manufactured goods of all kinds and have the general supervision of the Canadian end of the business. This committee, we understand, will be complete this week. A small portion of the share capital of the company has been set apart for Canadian subscribers, and carries special concessions. The undertaking is one of great importance and should meet with the hearty support of Canada's exporters.

WEST INDIES

SINCE the visit of Mr. Robt. Munro, President 1901-1902, and Assistant-Secretary Stewart of the Canadian Manufacturers Association to the West Indies last winter more attention has been given to the trade and other conditions existing between Canada and the Islands than ever before.

EXHIBIT AT TORONTO

The agricultural and commercial bodies on the different islands have this year attracted the attention of Canada's buyers of tropical products by an extensive exhibit of the products of their islands at Toronto Exhibition. The Pickford & Black Steamship Company assisted the different exhibitors in bringing

of the sugar cane. The sugar under existing conditions is put on the market at a loss from nine-tenths of the sugar estates. In September of next year it is expected that the bounties will be partly abolished, and till then the planters on the-islands will have some difficulty.

CANADA'S IMPORTS OF SUGAR

Canada in the last two years has made great increases in the importations of sugar from the islands. In 1900, 3,208 tons were imported, 1901, 11,082 tons, and in 1902, 18,160 tons, which shows an increase of about 600% in two years. Of this quality of sugar Canada imported last year 159,000

figures at least in Canada's exports will show a still further increase.

As was pointed out in the report of the representatives a more frequent steamship service is needed between the islands and Canada. Particularly does this apply to Jamaica. Nothing would give as much encouragement to the trade as more frequent sailings, which would put Canadians more on a par with United States shippers.

TRADE WITH TRINIDAD

The trade with Trinidad, at present the most prosperous island, deserves special mention. Hon. R. H. McCarthy, Controller of Customs for the island, is an advocate of closer trade relations with Canada, and his annual report just to hand pays considerable attention to Canada.

A new departure in trade returns introduced by Mr. McCarthy is a table referred to below as Table xiii. which is an estimate of the goods of Canadian origin reaching Trinidad via New York. The figures credited to Canada, although the estimate appears very conservative, makes Canada's share of the island's trade greater by several thousands pounds.

The imports of Trinidad from and exports to Canada for the last three years are as follows:

	1899-00	1900-01	1901-02
Imports.....	£62,629	£66,245	£98,950
Exports.....	25,534	29,380	47,098

A few items showing an increase for last year are:

	1900-01.	1901-02.
Flour.....	£2,490	£16,645*
Potatoes.....	8,410	9,080*
Oats.....	2,305	17,750*
Cheese.....	625	1,045
Oils and Paints.....	190	485
Cordage and twine.....	240	1,150
Boots and shoes.....	..	130
Musical instruments.....	..	200

*Including estimate via New York.

In discussing the direction of trade, Mr. McCarthy gives the following important paragraph regarding Canada's trade.

PRESENT CONDITIONS

"For many reasons special interest attaches to trade with Canada, and it is satisfactory to have to record a marked improvement. Table xiii. gives an estimate of the values of the principal Canadian articles arriving via New York, and credited to the United States. This estimate, formed after consulting several merchants, is roughly accurate, and it shows at least £40,000 ought to be added to imports from Canada, thus increasing the value assigned to the Dominion by 40 per cent. Of indirect exports only a vague idea can be formed, but they last year included from 2,000 to 3,000 tons of sugar and a considerable quantity of cocoa. This indirect trade will always remain large, New York being manifestly the



THE EXHIBIT OF THE BRITISH WEST INDIES AT THE TORONTO EXHIBITION, 1902.

their goods to Canada. Mr. C. S. Pickford of the above firm, took charge of the exhibit at Toronto, and we are safe in saying that the exhibits were in good hands. The following islands exhibited: Jamaica, Dominica, Grenada, St. Lucia, St. Vincent, Barbados, Trinidad and Tobago and of a long list of articles exhibited the more important were arrowroot, spices of all sorts, cocoa, coffee, honey, chocolate, oranges, pines, bananas, sugar, molasses, rum, nuts, wines, pimento, tobacco and cigars, lime juice, vanilla, castor oil, bitters, asphalte, balata, starch, etc., etc.

THE EXPORTS OF THE ISLANDS

The total exports of the West Indies for 1900-01 amounted to £7,059,700. Of this amount £3,246,600 represented the product

tons, which offers to the West Indians a large field for their most important product. The preferential tariff no doubt accounts in a large measure for the increase of importations from the islands.

TOTAL TRADE WITH CANADA

Canada's total trade imports and exports with the islands is probably larger this year than ever before. This year (1901-02) it amounted to \$3,577 103, being an increase in imports of about \$410,000, and an increase in exports of \$42,000 over 1900-01. In 1893-4, the trade totalled \$3,243,302, which is a higher figure than any year's trade since, with the exception of the year just closed.

These figures are very encouraging and it is confidently expected that next year's

most convenient port for a considerable part of Canada.

REASONS FOR INCREASED TRADE

To a very great extent the increase in direct trade has been due to the establishment of an improved service of steamers in July, 1900. This service, however, leaves a good deal to be desired, the numerous calls necessarily making it slow and in unfavorable contrast with the existing service between New York and Trinidad. Another reason for the improvement has been the great attention lately given to this market by Canadians, very many prominent merchants of the Dominion, or their representatives, coming here to study the subject on the spot. I have been given to understand that virtually every such visit resulted in business being done. Much value also attaches to the recent mission to these Colonies of officials of the Canadian Manufacturers' Association, who thoroughly investigated sundry causes for dissatisfaction, due probably in the main to the little intercourse we have hitherto had with Canada, and easily removable. In the case of some commodities, such as fish, oats and peas, the increase noted is attributable to a change of route, which enabled the correct origin to be given; but other items, for instance, flour, bread, butter, cheese and live stock indicate increased purchases. In view of the popular error respecting the climate of the Dominion, the importation of wine last year is an interesting incident. These wines, which are produced in Ontario, are of several kinds, are sound and good, and promise to become popular here.

INCREASE IN EXPORTS

As regards exports, the same encouraging indication existed last year. There was a falling off in cocoa, owing to a considerable quantity going to Canada via New York, but the increase shown in sugar and asphalt are very large. Most of the Canadian imports of sugar reach the Dominion from the United States and Germany, and one would naturally suppose that the 33½ per cent of preference given to British goods offered an irresistible attraction to West Indian sugar. However, the countervailing duty in the United States is of at least equal value, and the United States market is vastly larger, so that there is a strong inducement to consign there rather than to Canada. When bounties (and with them countervailing duties) cease next year, the Canadian preference will assume more importance, and as the Dominion consumption of 120,000 tons is half of the total production of the British West Indies, (British Guiana included) there can be no doubt of the early diversion to Canada of a large proportion of our sugar. It may also be assumed that such a diversion would be followed by increased purchases of Canadian goods. The mutual trade of the two Dependencies is

therefore in highly promising state, and its development is likely to be materially aided by the recent establishment here of a Canadian bank."

T. GEDDES GRANT

The appointment of Mr. T. Geddes Grant, as correspondent member of the Association for Trinidad is another step in the development of Trinidad trade. Mr. Grant writes the Association under date of September 24th, pointing out a common cause of complaint and one which has been put before our readers in previous issues, and is of the greatest importance.

PROMPT FILLING OF ORDERS

"Since writing you on the 22nd ult., I am without any of your favors, and am now simply writing you a short note to request you to impress upon the Canadian manufacturers that our orders should be promptly filled. Our people claim that orders sent to the United States are filled much more quickly than those that go to Canada. It is no use securing trade and then losing it through slackness in filling repeat orders.

SPECIAL CASES

Here we have the largest biscuit factory in the West Indies. The proprietor got very satisfactory barrel labels from a Canadian firm. In June he sent a repeat order for 20,000 (twenty thousand), and though the receipt of order was acknowledged the labels were not forthcoming till September, when the requirements had been already met locally.

"In July I got quotation for a certain quality of flour; on July 20th I cabled an order. S. S. 'Oruro' left Halifax 28th July, 'Dahome' 11th August, and 'Ocamo' 25th August, but the flour only came to hand yesterday by the 'Orinoco' that left Halifax on 8th September. The conditions of the market in the meanwhile have changed to my disadvantage, and I am therefore in a position to sympathize with those who complain of their orders being delayed.

"I am not writing this simply for the sake of complaining, but as one on this side who is deeply interested in extension of trade with Canada. I wish to point out as forcibly as I may be permitted, that this is not the time for slackness. Our people are ready and willing to place at least trial orders in Canada, and if these meet with unnecessary delays, the chances are that the orders will not be repeated."

POSITION WANTED

Position wanted by Manager with 15 years' experience in the United States. Acquainted with Canadian industries from coast to coast. Attends to promotion, management, financing, advertising, catalogues, etc. Highest references. Address,

MANAGER,

Care of Industrial Canada.
Canadian Mfrs Ass'n.

CANADIAN SAMPLES FOR JAMAICA

J. W. Middleton & Co., Kingston, Jamaica, of which firm the Hon. J. W. Middleton has recently been appointed correspondent member of the Association given the following information under date of October 10th, 1902.

Owing to a large percentage of the population of the island being black, the bulk of the merchandise imported is of the cheaper grades and must be put up attractively.

They urge our exporters besides sending catalogues to send samples with prices f.o.b. Halifax to Kingston. The firm are making special arrangements for sample rooms to contain solely Canadian goods. United States, English and German houses continually send samples to the island and our correspondents assure us that it is the most satisfactory and quickest way to work up a trade.

Correspondence is invited from all Canadian exporters, and the following articles are given as likely to suit the market: biscuits, drugs, confectionery, patent medicines, haberdashery, dry goods of all kinds, boots and shoes, general ironmongery, cheap rim locks, hinges, 3 in. to 8 in.; butt hinges, iron and brass, brushes and brooms, rope, ¼ in. to 1 in.; harness leather, axle grease, in 1 lb. boxes; tallow, knives, saddles, English shape; tin plates and basins, hog skin mule collars, 17 in. and 18 in.; lamp chimneys, axles, 4½ and 5 lb.; cotton, fishing and carpenters' lines, buggy materials for repair work, soap—common brown laundry, 20 bars, 56 lbs. to the box; all kinds of shoe makers' materials, light leathers, stationery, cheap white envelopes, 3½ x 5½, 250 in box; writing paper in 5 quire packages, ruled foolscap, memo and account books, wrapping and printing paper, flour, cornmeal, butter, cheese and canned goods.

A COURT ORDER RESTRICTING THE METHODS OF TRADE UNIONS AND STRIKERS

On October 21st Chief Justice Meredith gave an important order in the case of the H. Krug Furniture Company of Berlin, Ontario, against Berlin Union No. 112, Amalgamated Woodworkers' International Union of America and several individuals. The Court order was:

"That the defendants be restrained from conspiring to injure the plaintiff company in its trade and business, from using any threats and making any communications with the intent to cause customers to cease dealing with the Company, and from watching, or causing to be watched, the works of the Company or the places of residence of any workmen for the purpose of preventing other persons from working and from inducing any persons who have entered into a contract with the plaintiff company to commit a breach of the contract."

CANADA—BELGIUM

A Careful Report on Prospects for Canadian Trade in Belgium

By EMILE PAUWAERT, Correspondent Member for the Association

TRADERelations between Canada and Belgium, although being of a satisfactory character, are still open to extensive expansion. From researches made on the subject I have come to the conclusion that the given statistics do not show the exact amount of trade done between the two countries. In fact as well on the import as export sides a good deal of the goods are shipped via New York and get styled as United States goods. This indirect way has reached its limit and within a near future business relations will be carried on direct to the mutual profit of parties concerned. Already some direct communication exists between Canada and Belgium and ere long, modes of direct transport will have increased.

I specially call your kind attention to the topographical position of Belgium as a consuming and distributing centre.

1. Belgium itself, with its dense and active population, possesses a complete system of railways, canals and highways, making transportation cheap.

2. Being in the near proximity to Holland, West Germany, Switzerland, and the North of France, and having direct communications with those countries either by water or rail, Antwerp offers shipping facilities to vessels of the largest tonnage. Ghent, situated more inland, can be reached by steamers of 2,500 tons.

Canadian exporters will find Belgium a ready market for wood pulp (various kinds), all grains and by products, vegetable oils, linseed cakes, wood (all kinds), canned goods, mineral products and other raw materials.

Belgium being an extensive manufacturing centre, it would be difficult to give names of any articles which could be sent over with certain chance of success. Each manufacturer who looks out for new outlets should investigate whether his goods are suitable and if they could be disposed of with some profit in this country. Notice must be kept of the duties and of the taste of the people. The best is to send catalogues with lowest prices delivered this side, and if possible a few samples.

I have received numerous enquiries from your members to which I am replying direct. Any further demand will have my best attention.

POSTAGE

On the 168 letters and catalogues which reached my office from Canada, I had to pay extra postage on 52; in some instances this extra cost amounted to twenty cents, as some firms enclosed catalogues in their

letters. I understand this to be the fault of office boys, however principals might give them instructions that postage rates between Canada and the continent are not the same as between Canada and England.

CATALOGUES

I beg to express my best thanks to the members who have sent me a catalogue, however, you will easily understand that only one catalogue from each firm is of little use, and that it would be far better if the name of the manufacturers could be brought before three or four firms interested in their special goods.

I shall be pleased to bring to your further attention any opening I note for Canadian goods.

Mr. Pauwaert gives the following regarding particular lines of goods.

CANADIAN LUMBER—Merchants would find Belgium a ready market for building purposes, furniture, brush manufacturers, clog manufacturers.

DESKS—United States made desks are meeting with success.

CHAIRS—Are manufactured largely in this country.

SANITARY WOODWARE—Very good openings to be found.

METALS, AGRICULTURAL IMPLEMENTS—Belgium offers still a broad field for same. English and United States makes are holding the market, lately Germany has made its appearance, however, farmers prefer the former. Goods have to be exhibited and little can be done by catalogues. England is sending via Belgium very large quantities to Italy, the north of France is also said to be a very good market.

STOVES AND RADIATORS—Patterns of stoves are quite different, very light stoves being used on this side. I do not see any prospect for business, unless for specialties, and up to a limited extent. Up till lately radiators were imported from England and the United States, however recently they are manufactured inland and sold very cheap.

PIANOS AND ORGANS—Pianos are made on rather a small scale by different firms. French and German pianos are well known. Prices vary a good deal according to quality and to name. I think the best would be to send one or two pianos to one of the largest dealers, giving them a minimum selling price. It would also be good to exhibit. The demand for organs is very small.

COACHES—From catalogues received, I note patterns—

used on this side. Moreover the roads being exceedingly rough, strong wheels are required. I do not think Canadian models will find their way here.

CANOES—There is much boating done, but I never notice a canoe, all boats are with oars, fine racing boats are made in Paris. Cheap strong canoes might find some good demand in rowing circles.

BICYCLES—United States wheels have taken a good deal of the market, travellers come to see customers every year and as small orders as six machines have been accepted. The only objection prevailing against United States wheels is, that small parts cannot be had here and that long delay is necessary to get them. Single tube tires are of no favor. United States wheels are sold £6 to £8 retail.

BOOTS—Up till recent date factory made boots and shoes were not in favor, everybody having his shoemaker working on measure. English and United States boots are imported to some extent, retail prices vary from 10/ to 20/.

In the different items below Mr. Pauwaert has prepared diagrams showing the source of Belgium's supply. We take pleasure in publishing the figures and remarks, and regret space prevents us giving this information to our readers in as interesting a way as Mr. Pauwaert has prepared it.

The figures given are for the year 1901.

WHEAT—Of the wheat imported, United States provided 49 per cent., Bulgaria 15 per cent., Canada 4.5 per cent.; no duty.

RYE—Roumania provided 55 per cent., Russia 23 per cent., United States 10 per cent., Canada 1.3 per cent.; no duty.

BARLEY—From Russia 29.8 per cent., from Holland 24.5 per cent., from United States 15 per cent., Roumania 14 per cent., Canada .7 per cent.; no duty.

FORAGE AND HAY—From the Netherlands 67.5 per cent., France, 16.4 per cent., United States, 7.5 per cent., Canada, 1.6 per cent.; no duty. The average selling price in 1901, 6/ 5d. per 2 cwt., time of import, from September till May, total import £500,000 sterling. Canadian is practically unknown.

WHEAT FLOUR—From France 80 per cent., from United States 13 per cent., Canadian is not given, duty 20 cents per 100.

OATMEAL—From United States 65.4%, France 11 per cent., Netherlands 11 per cent., Germany 10 per cent. Quantity 397,366 Kilog, duty 40 cts. per 100. The greater

part of the trade is done by one brand, "Quaker Oats," sold in packets of ½, 1, 2, 4 and 5 lbs. The use of this article is increasing, and Canadian shippers would find a ready market.

LINSEED CAKES—From United States 55.2 per cent., Russia 16.2 per cent., France, 10.5 per cent., Canada .3 per cent. Total import 147,861 tons, no duty. Article of great demand. Prices vary from 13s. to 14s. per ton c. i. f. Antwerp, steamers up to 2,000 tons can reach Ghent. Producers are advised to deal direct with wholesale buyers or responsible agents. Special care should be taken as to the quality.

WOOD PULP—From Norway 50.5 per cent., Sweden 27.5 per cent., Germany 10.7 per cent., United States 4.7 per cent., Canada .9 per cent.; total import, 71,049 tons; free of duty. The demand for wood pulp is increasing. Shipments were varying from 400 to 1,000 tons. Last year's quotations were: bleached sulphite, 20 to 22s.; unbleached sulphite, 16 to 18s.; bleached soda pulp, 20s.; mechanical ground pine pulp (Norwegian) too high; little demand; mechanical ground Aspen pulp, 13s. 6d. to 14s. All quotations per cwt., c. i. f., Antwerp. Prices vary a great deal according to the supply of water in the pulp districts. Goods are sold against draft at 30 or 60 days. Most consumers are reliable. It would be advisable for the different concerns to have agents on this side. A very good market for wood pulp is the north of France; goods can be sent to this place via Antwerp per rail or water.

TOTAL IMPORTS

Of Belgium for 1901 amounted to Frs. 3,640,645,000, divided as follows Germany 20 per cent., France, 18.5 per cent., England 11.7 per cent., United States 10.9 per cent., Holland, 8.5 per cent., Canada .5 per cent. The total export trade of Belgium for 1901 amounted to Frs. 3,239,443,000

J. W. TAYLOR COMPANY, LIMITED, JOHANNESBURG

Mr. J. W. Taylor, for some time the correspondent member of the Association in Johannesburg, South Africa, has organized a joint stock company under the style of The J. W. Taylor Company, Limited, of which Mr. Taylor is the Managing Director. Mr. Taylor is a Canadian and well acquainted with Canadian goods. He has been carrying on a successful business as engineer, contractor and importer, and has already placed several Canadian lines on that market.

The Company is capitalized at £25,000. *Inter alia*, one of the objects of the Company is to carry on a general importing business and especially to deal in Canadian

manufactured goods and farm and forest produce of all descriptions.

Mr. Taylor asks the members of the Association to correspond with the new firm. On behalf of the Company he is prepared to receive samples of farm and forest products of all classes and representative samples of furniture. If any samples are received which are not required, they shall be placed with good reliable firms and disposed of without loss to the sender.

Catalogues with prices and discounts in the following lines are asked for:—

Furniture, farm implements, manufactured timber, such as portable or sectional houses, doors, windows, etc., also any other article in the building supply line.

SOUTH AFRICA

Government Agent Jardine Calls Attention to two Important Exhibitions

Mr. Jas. G. Jardine, Canadian Trade Agent in South Africa, calls the attention of our members to two exhibitions in South Africa and about which he says "both firms are responsible and of good repute in both cities."

LOURENCO MARQUES

One is to be held in Lourenco Marques (Delagoa Bay) by Messrs. Bell, Bell & Co., and we are pleased to publish on another page an advertisement from this firm. The exhibition will open January 1st next.

Importance is placed on the position of Delagoa Bay as a distributing centre and the custom of up country merchants to come there to buy. The promoters of this exhibition act as agents for the exhibitors and sell their goods from the samples exhibited. The scale of charges for space ranges from £1 10s to £2 10s per foot frontage per annum with a depth of three feet.

JOHANNESBURG

The other exhibition is in Johannesburg under the supervision of Messrs M. & W. Fleming. The exhibition is in the building of the Transvaal Association of Architects and consists principally of building materials. The business offices of the same firm are in the Commercial Exchange and in addition to taking charge of exhibits they are ready to represent Canadian firms who desire to push their goods in Johannesburg on a commission basis. They also offer, if sufficient applications are received, to extend the scope of the exhibition and take in other lines of manufactured goods.

Apted Bros. Printers, Yonge St., Toronto, have dissolved partnership, the business being carried on by Mr. W. H. Apted, under his own name.

TRADE NOTES

Mr. J. Haddon has erected a new lumber and shingle mill at Cloverdale, B. C.

The fire loss in Rossland in September is estimated at \$60,000, partly covered by insurance.

Coulter and Campbell's Brass Works, Toronto, were injured by fire to the extent of \$5,000 on Sept. 22nd.

Guelph rate payers carried a by-law on Sept. 29th to grant a bonus of \$42,500 to the Canada Tube and Pipe Company.

A very serious fire destroyed the premises and stock of the Goderich Organ Company on October 9th. The loss exceeds \$75,000. Ninety organs ready for shipment to Liverpool were destroyed.

The Financial Daily is the name of a new journal which will make its first appearance in Toronto in January. Mr. Waldemar Wallack favorably known as The Man on the Street, is the editor and publisher.

Mr. George H. Grundy representing The Toronto Silver Plate Company, Limited, in Australia, who is in Toronto, says that the question of tariffs being settled business in Australia will soon become more stable.

The Canada Paper Co. have published an attractive booklet on "Made in Canada" paper and called "Some Men You Should Know," and which gives the business career of the successful men in charge of the company.

Catalogues have been received at this office from the Francis Frost Co., Toronto, paints, etc.; The Thomas Organ and Piano Co., Woodstock, and The P. R. Corson Co., Ltd., Toronto, perfumes; and a booklet on "A Better Way to Keep Books" from The Rolla L. Crain Co., Ottawa.

The International Harvester Company of the United States is a merger of the following companies: McCormick Harvesting Machine Company; Deering Harvester Company; Plano Mfg. Company; Warder, Bushnell & Glessner Company (Champion); Milwaukee Harvesting Company, with Cyrus H. McCormick as president.

The Mica Boiler Covering Company of Montreal is a Canadian firm that is making good progress with its export trade. It has lately received orders from India, Africa and France. In India the G. I. P. railways are using mica lagging on the locomotives while in Africa the use of mica covering has been adopted by the De Beers Explosive Company and by the Natal Government on the state railways. A late order has been received from the British Admiralty for the covering of all the pipes, boilers, etc., on board H.M.S. Lancaster, (22,000 l.p.)

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Advertising Novelties—A wholesale and commission merchant in **Birmingham, Eng.**, who sends references, desires to procure the above from Canadian shippers.

African, South, Buyers—A firm in **London, Eng.**, asks for catalogues and price lists in quadruplicate from any manufacturers capable of looking after the export trade for the South African market.

Agencies—**Buenos Ayres, Argentine Republic.** An Import, Export and Commission Merchant in the above place desires to represent Canadian manufacturers who are in a position to export to that market. He has had considerable business experience in the Island and can correspond in English, French, German or Spanish.

Buenos Ayres—A young man having business experience both in Europe, North, Central and South American markets, desires to represent Canadian manufacturers in Argentine, Uruguay and Paraguay.

Galashiels, Scotland—A gentleman with good connection in Scotland desires to secure the sole agency of Canadian manufacturers.

London, E.C.—A London firm having branches at Beira, Port Elizabeth and Cape Town, desires to get into communication with Canadian firms wishing to establish agencies in South Africa for Canadian produce and manufactured goods.

Paris, France—A general agent desires to represent Canadian manufacturers in the above place.

Asbestos—A commission merchant in **Hamburg** established in 1897 desires to handle the above line on a commission basis. He asks for quotations in large quantities, quoted c.i.f., Hamburg, and sends good references.

Biscuits—A correspondent, well known in the **English** trade, desires to represent a Canadian manufacturer of biscuits. He does business both with retail and wholesale firms and has accommodation for warehousing goods to a moderate extent.

Boots and Shoes—A Canadian in **South Africa** representing a syndicate formed to push Canadian goods desires to secure the representation of a Canadian house in a position to export boots and shoes.

Buggies—A firm in **London, Eng.**, who are purchasers for the South African market desires to secure catalogues and price lists in duplicate for the above, stating that Canadian goods in these lines will receive a preference.

Building Supplies—A firm in **London, England**, and another in **Watford** desires to secure the agency of a Canadian manufacturer of building supplies for their respective markets.

Chair Bottoms, Legs and other parts—A firm doing business both in **Liverpool** and **Belfast** desires to communicate with Canadian shippers of birch squares for chair bottoms 1" to 1¼" thick and 18"x 18" square. He also desires chair legs and other parts.

Charcoal—A firm in **Buffalo** desires to correspond with Canadian manufacturers of charcoal.

Cheese—A merchant in **Belfast, Ireland**, desires to represent a shipper of Canadian cheese.

Clocks—A strictly wholesale firm established seven years ago in **London, Eng.**, desires to secure the sole agency for England in the above line.

Corsets—A firm of commission merchants in **Adelaide, South Australia**, favorably known to the Association, desires to communicate with Canadian manufacturers.

Cream Tripolid—An enquiry from **Berlin, Germany**, asks for samples and prices of Cream Tripolia in car load lots.

Doors, Sash and Lumber—A colonial merchant in **London** having a branch house in **South Africa** desires to get into touch with Canadian shippers of doors, sashes, windows, dimension-lumber and deals, with a view to large shipments for South Africa.

Drugs and Chemicals—A correspondent, well known in the **English** trade, desires

to represent a Canadian manufacturer of Drugs and Chemicals. He does business both with retail and wholesale firms and has accommodation for warehousing goods to a moderate extent.

Fancy Goods—A strictly wholesale firm established seven years ago in **London, England**, desires to secure the sole agency in England in the above line.

Evaporated Fruits—A commission merchant in **Hamburg** established in 1897 desires to handle the above line on a commission basis. He asks for quotations in large quantities, c.i.f. Hamburg, and sends good references.

Fruits—A firm in **Portsmouth** desires to open up business relations with firms in Canada who are exporters of fruits, such as apples, etc. They will undertake sales at a fixed commission.

Furniture—A Canadian in **Krugersdorp, South Africa**, desires to secure the agency of a Canadian furniture shipper; quotations on bedroom suites to be given exclusive of bedsteads.

Furniture—A wholesale and commission merchant in **Birmingham, England**, who sends references desires to procure the above from Canadian shippers.

Glucose—A firm in **Liverpool** having had a considerable trade with the States in the above line desires to secure the same in Canada and invites correspondence.

Grain (oats, peas and barley)—A wholesale grain merchant established 1845 in **Glasgow, Scotland**, desires to correspond with shippers of the above.

Grape Sugar—A firm in **Liverpool** having had a considerable trade with the States in the above line desires to secure the same in Canada and invites correspondence.

Hand Carts—A firm in **London, Eng.**, who are purchasers for the **South African** market, desires to secure catalogues and price lists in duplicate for the above, stating that Canadian goods in these lines will receive a preference.

Jewellery, Plated Ware and Enamelled

Goods—A wholesale and commission merchant in **Birmingham, Eng.**, who sends references, desires to procure the above from Canadian shippers.

Lumber (hardwood)—A firm in **London, Eng.**, asks to be put in touch with dealers in hardwood lumber who are in a position to ship to South Africa.

Lumber (maplewood)—Enquiry comes from a **Yorkshire** firm for houses in Canada from whom they can purchase maple-wood lumber for wringing-machine rollers.

Machinery—A firm in **Sao Paulo, Brazil**, desires to secure oil mill machinery and asks for catalogues and export prices.

Mahogany and other Hard Woods—A large firm in **Manchester** will be glad to hear of parties requiring mahogany or other valuable hard woods.

Mica—A commission merchant in **Hamburg** established in 1897 desires to handle the above line on a commission basis. He asks for quotations in large quantities, quoted c.i.f., Hamburg, and sends good references.

Nickel—A firm of general merchants established in 1897 in **London, Eng.**, desires to procure nickel in the form of tubes, rondels or grains, for use in steel works.

Novelties—A strictly wholesale firm established seven years ago in **London, Eng.**, desires to secure the sole agency for England in the above line.

Oatmeal—A wholesale grain merchant, established 1845 in **Glasgow, Scotland**, desires to correspond with shippers of the above.

Ores (mispickel, zinc and lead)—A commission merchant in **Hamburg**, established in 1897, desires to handle the above lines on commission. He asks for quotations in large quantities, quoted c.i.f. Hamburg, and sends good references.

Pedals (Rat Trap)—A firm in **Perth, Western Australia**, desires to be placed in direct communication with manufacturers of the above, together with their accessories.

Perambulators and Go-Carts—A firm in **Perth, Western Australia**, desires to be placed in direct communication with

manufacturers of the above, together with their accessories.

Piano Ironmongery—A strictly wholesale firm established seven years ago in **London, Eng.**, desires to secure the sole agency for England in the above line.

Ropes, Lines and Twines—A correspondent in **London, Eng.**, who already handles some Canadian goods, states that there is a good market for the above and desires to procure a Canadian agency.

Sash and Doors—A firm in **London, Eng.**, asks to be put in touch with manufacturers of doors and window sashes who are in a position to ship to South Africa.

Shelving—A firm in **London, Eng.**, asks to be put in touch with manufacturers of doors and window sashes who are in a position to ship to South Africa.

Soapstone—An enquiry from **London, Eng.**, asks for large supplies of high class Soapstone. A sample of what is desired can be obtained.

Starch—A firm in **Liverpool** having had a considerable trade with the States in the above line, desires to secure the same in Canada, and invites correspondence.

Steel—A gentleman from the **Transvaal** desires to get into communication with a Canadian steel company manufacturing steel tubes and similar articles.

Tradesmen's Equipment—A **London** firm makes enquiry for Canadian firms manufacturing articles for tradesmen's equipment, such as butchers' blocks, alarm tills, bent-wood shop chairs, light two and four wheeled carts, barrows, ladders, etc.

Turned Wood Goods—A wholesale and commission merchant in **Birmingham, Eng.**, who sends references, desires to procure the above from Canadian shippers.

Wafer Paper—A foreign produce commission merchant, established 1898 in **London, Eng.**, desires to purchase wafer paper as used by biscuit manufacturers and confectioners. Size of package and sheets are forwarded.

Wood Pulp—A commission merchant in **Hamburg**, established in 1897, desires to handle the above line on a commission

basis. He asks for quotations in large quantities, quoted c.i.f. Hamburg, and sends good references.

TRADE NOTES.

The Fairbanks Co., Craig St., Montreal, have concluded arrangements with Dodge Manufacturing Co. of Toronto, for their general agency for Montreal and vicinity and will keep on hand an entire new stock of Dodge Standard Pulleys and a full line of the different goods manufactured by the Dodge Company, for immediate shipment.

The McClary Manufacturing Company, London, Canada, manufacturers of enamelled, japanned and tinware, stoves, ranges and furnaces, have found their premises, where 800 men are employed, too small for their requirements, and at present excavations are being made for the erection of another factory in South London, which will cover several acres. The company also has factories in Hamilton and Montreal.

Correspondent Members

CANADIAN MANUFACTURERS' ASSOCIATION

The following have been officially appointed correspondent members of the Association for the districts named. The appointments were made only after the executive were assured as to the reliability and good standing of the parties, but no liability is assumed by the Association. They will furnish free to members preliminary information with reference to the markets in which they are situated.

AUSTRALIA—

Brisbane, Queensland—D. H. Ross.
Sydney, New South Wales—Charles Dobson, Strand St.
Melbourne, Victoria—William McLean, 107 Elizabeth St.

BELGIUM—

Emile Pauwaert, Ghent, Belgium.

BRITISH WEST INDIES—

Barbados—C. D. Davies, Bridgetown.
Jamaica—Hon. T. J. Middleton, Kingston.
Trinidad—T. Geddes Grant, Port of Spain.

DUTCH WEST INDIES—

Curacao—Jacob Jesurun, H. M. Consul.

GERMANY—

Henry Becker, Berlin S. 42. Ritterstr. 27.

GREAT BRITAIN—

Harrison Watson, Curator Canadian Section Imperial Institute, Imperial Institute Road, London, Eng.

NEW ZEALAND—

Th. de Schryver, Auckland.

SOUTH AFRICA—

Cape Town—Moffat, Hutchins & Co., P.O. Box 185.
Johannesburg—J. W. Taylor, 10 Exploration Buildings.
Kimberley—Jas. Richardson, Richardson & Brittain.

CANADA FOUNDRY COMPANY

LIMITED

Head Office and Works, TORONTO, Ont.

CAST IRON PIPE

FOR WATER OR GAS.



SPECIAL CASTINGS TEES CROSSES

FLANGE PIPE VALVES

HYDRANTS

STAND PIPES VALVE BOXES

DRINKING & ORNAMENTAL FOUNTAINS

District Offices:

MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, VICTORIA, ROSSLAND

THE SOVEREIGN BANK OF CANADA

Authorized Capital, - - - - - \$2,000,000
Paid-up Capital, - - - - - 1,300,000

Head Office - - - - - TORONTO
Executive Office - - - - - MONTREAL

President:

H. S. HOLT, ESQ., MONTREAL.

Vice-Presidents:

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A. A. Allan, Esq., Toronto Arch. Campbell, Esq., M.P., Toronto
Hon. Peter McLaren, Perth, Ont. Hon. Donald McMillan, Alexandria, Ont.
Jno. Pugsley, Esq., Toronto Henry R. Wilson, Esq., New York
D. M. Stewart, General Manager.

Branches:

St. John's - Exeter - Montreal - Mount Albert - Newmarket - Ottawa
Perth - St. Catharines - Toronto - Stouffville - Toronto.

Accounts of Merchants and Manufacturers opened on the most favorable terms.
This is the only Bank with Executive Directors in Toronto and Montreal, which fact INSURES
PROMPT ATTENTION to all matters of business arising at these points.

AULD MUCILAGE CO. MANUFACTURE

PREMIUM MUCILAGE, nothing superior to it.

LITHOGRAMS and Lithogram Composition.

ACME CLEANSING POWDER, for printers, machinists, and household and sanitary purposes.

COAL SAVING & SMOKE CONSUMING COMPOUND, saves 15 to 30 per cent. of coal and is easily applied.

VULFITE BOILER COMPOUND, safest and most effectual article used.

GRIPWELL BELTING SYRUP, cheap, saves belts and increases the power.

TARTARALINE. Used instead of Cream of Tartar by bakers, is perfectly healthful and much cheaper.

PULP AND PAPER of all kinds.

ROSIN SIZE. Made under pressure, always regular, no specks in it, and cheaper than size made at mill.

CHINA CLAY of all qualities.

PATRONIZE HOME MANUFACTURES

Correspondence solicited and samples and prices cheerfully furnished.

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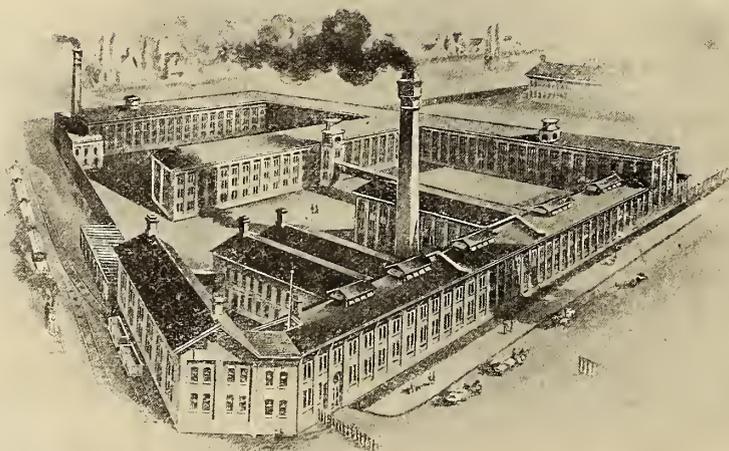
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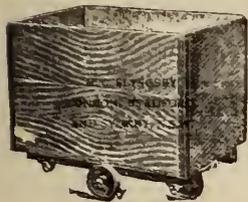


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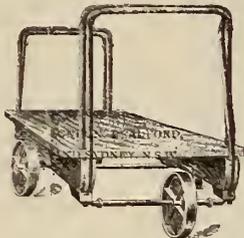
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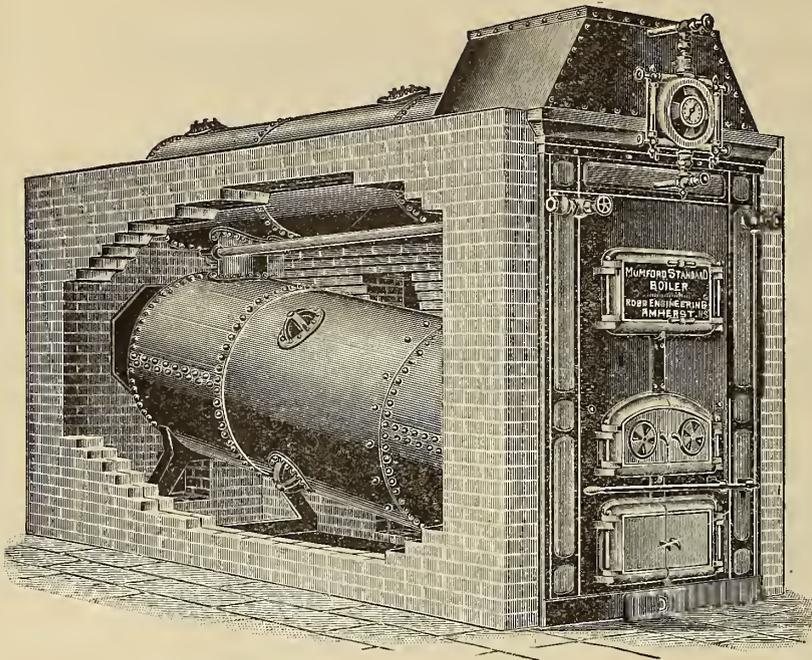
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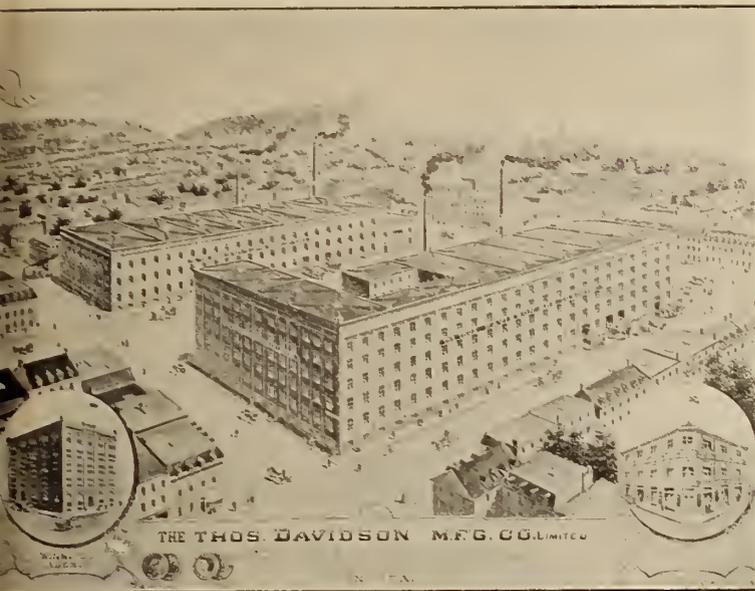
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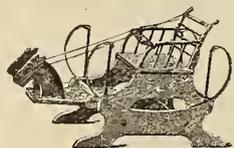
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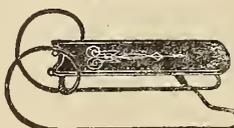
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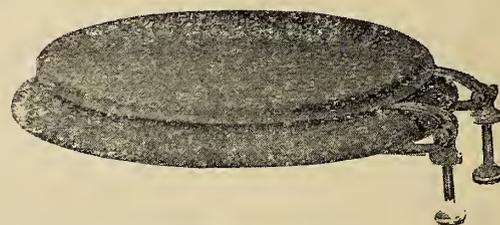


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- The Australian Tariff
(Supplement)

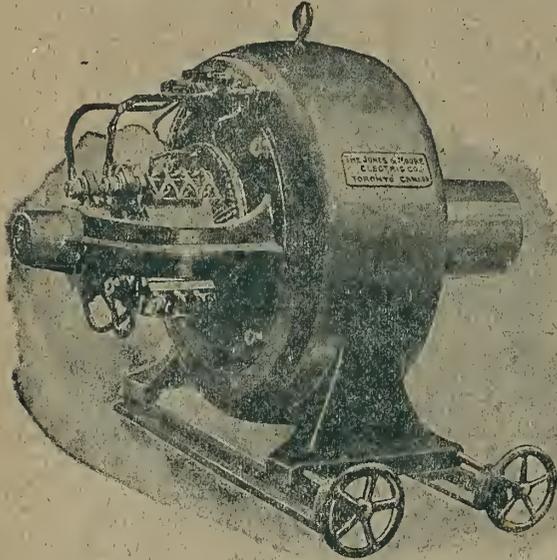
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Issued by
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Vol III TORONTO, DEC. 8, 1902 No 5

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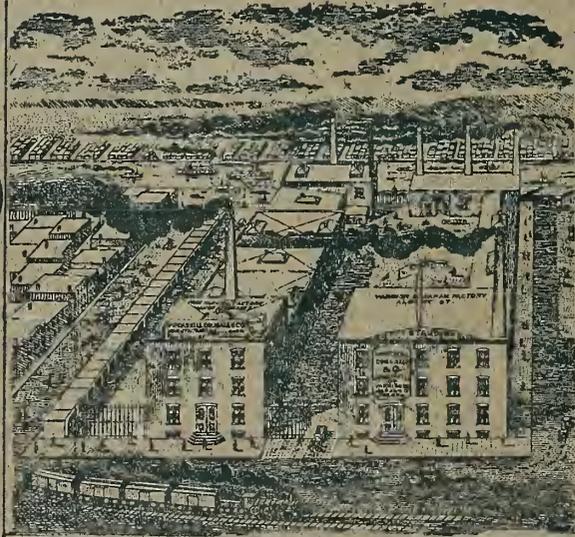
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Vol. III.

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No. 5

Industrial Canada.

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- 2. The British Consuls, the world over.
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Head Office, Toronto, Canada.

Foreigners

In the Cobden Club. While Canadians in general of both political parties have become protectionists a few of our people cling to the idea of free trade because their minds are still influenced by having long ago read literature circulated by England's free trade organization, the Cobden Club. The faith of those Canadians in free trade will be rudely shaken when they learn that disclosures recently made show that the club, which formerly exercised so great an influence over the minds of Englishmen, is now chiefly alien in membership, more than half the members being foreigners, living in France, Germany, Austria, the United States and Spain, while many others are foreigners living in England. Foreign nations, especially Germany, could well afford to pay the cost of maintaining the Cobden Club, if, by so doing, they could assure themselves that Britain would always continue to admit their products free of duty, while allowing them to impose heavy duties on all British imports.

Settlers from the United States.

A great emigration of farmers from the United States to the Canadian Northwest has just begun. Cheap farm lands are now no longer obtainable in the United States and there is reason to believe that the annual exodus from that country to the Canadian land of promise may soon reach 200,000. The next Dom-

inion census may show a population of considerably over two millions in Canada west of Lake Superior. But are the older provinces of Canada to stand still while the west is growing? That will depend upon whether we are willing to allow the manufacturers of the United States to supply the farmers of the North West with manufactured goods. Our present policy is to admit the products of the United States into Canada on payment of low duties, while very high duties have to be paid on almost every Canadian product entering the United States. If this policy is continued a very large share of the Canadian North West trade will go to cities over the border, but if the Canadian tariff is made as high as the United States tariff the manufacturers of Canada will completely control the North West trade and the progress of the eastern provinces will be as marvellous as the development of the West.

The farmers now crossing the international boundary have been accustomed to a high protective tariff in the United States. Most of them have been educated to believe in protection, and they will not be surprised to find the Canadian Government fostering Canadian industries in the same way that manufacturing industries have been developed in the United States. But the time to establish such a policy is at the beginning of the great immigration, before the newcomers have got into the habit of importing from the United States.

Both Parties Now Protectionists

The London Daily Chronicle having remarked that "unfortunately for the cause of fiscal freedom in Canada the free trade party are either not strong enough or not courageous enough to put their principles into full practical force," the Toronto Globe says: "It would be even more correct for the Chronicle to say that there is absolutely no free trade party in Canada."

This statement made by the chief Liberal newspaper of Canada on the 14th of Nov., 1902, is tantamount to a declaration that the Liberal party have now adopted the principle of protection, which was at one time regarded as the peculiar property of the Conservative party. There is no doubt that the great majority of Liberals will be pleased to learn that the leaders of the party

have so decided. There has been a complete revolution of sentiment on this question within the last five years, and very few Canadians now believe that a free trade policy would be advantageous for the Dominion under present conditions. With both political parties in agreement on this principle it should be raised above the plan of partizan politics.

It is reasonable to suppose that having decided that a protective tariff is necessary in Canada the Liberal Government will desire to make the protection as effective as possible. Experience has shown that the present tariff is not entirely satisfactory as a means of protecting all our home industries even during this period of world-wide prosperity, and it would probably prove altogether inadequate when bad times prevail in the United States, Britain, Germany and other manufacturing countries.

Hon. Mr. Fielding has compared the periods of good and bad times that recur again and again throughout the civilized world to the swinging of a pendulum. Believing now that protection is the right policy for Canada it becomes the duty of the Government to consider whether the tariff as it stands will give sufficient protection when the pendulum swings back.

Canadian Rails for the Grand Trunk Pacific.

The most important event of the year 1902, so far as Canada is concerned, and perhaps even as regards the world at large, is the decision of the Grand Trunk Railway to construct an all-Canadian transcontinental line. For some time past Canadians have been expecting an announcement that the Grand Trunk would enter the Canadian North West, but it was generally feared that connection would be made through the United States. All patriotic Canadians will be glad to learn that the line

NOTICES

- Executive Council Canadian Manufacturers' Association—regular monthly meeting, Board of Trade Building, Toronto, Thursday, Dec. 18th, at 2 p.m.
- Executive of Toronto Branch—Association Rooms, Thursday, Dec. 11th, at 4.30 p.m.
- Executive of Montreal Branch, Association Rooms, Temple Building, Thursday, Dec. 11th, at 2.15 p.m.

will be Canadian from Montreal to the Pacific Ocean. But it is almost equally important that it should be Canadian east of Montreal. The interests of the Maritime Provinces must be considered as well as those of Quebec, Ontario and the North West. It will be a great loss to Canada if the vast traffic which will pass over this great railway goes to build up a big city on the coast of Maine. Portland is the winter port of the present Grand Trunk system, but the winter port of the Grand Trunk Pacific should be on the Canadian Atlantic coast. The Grand Trunk already has a line as far east as Levis. From there a short line should be built entirely through Canadian territory to the city of St. John, N.B., which is nearer to Liverpool than Portland.

Another important question is whether the new railway shall use Canadian rails or foreign rails. The United States Government insisted that all railways in that country receiving Government aid should use home-made rails. Canada should adopt the same policy. The Grand Trunk Pacific cannot be constructed without the approval of Parliament. The company will certainly ask for concessions of some kind, and one of the conditions of the charter should be the use of Canadian rails. When the Canadian Pacific Railway was constructed there were no steel rail mills in the country, and there was some excuse for buying foreign rails to hasten the construction of the line. But now Canada has great steel rail mills at Sydney, Cape Breton, and Sault Ste. Marie, Ont., and it will be inexcusable to allow millions of dollars to be sent to foreign countries for rails which can just as well be made at home, giving employment to Canadian labor, and indirectly benefiting every line of trade.

Why the British People Don't Starve.

Speaking at the recent Colonial Conference, Mr. Chamberlain said: "I believe it is true of Canada, it is true, I believe, of every Colony, we take already by far the largest proportion of Colonial exports, but there is not the least doubt that we might double or treble the amount that we take, but we cannot do so until we have the reciprocal advantage, and until you take in exchange a larger proportion of our goods, and so enable us to pay for the imports which we should receive from you."

It might have been pointed out to Mr. Chamberlain that the people of the United States during the fiscal year ending June 30, 1901, exported to the United Kingdom merchandise to the value of \$631,177,157, and imported from that country only \$143,388,501 worth of merchandise. During the same year Canada's exports to the United Kingdom were valued at \$105,328,956, and the imports at \$43,164,297. Thus, while the British people bought from the United

States nearly four and a half times as much as they sold to that country, they bought from Canada less than two and a half times as much as they sold to us.

The fact is that if the people of the United Kingdom depended for a living upon the trade with other countries they would starve to death. Very soon after the adoption of free trade the balance of trade went against them, and they would have been ruined long ago but for the fact that they have many other sources of income. During the long period of high protection which preceded the adoption of free trade the British nation grew wealthy and had vast amounts of money to lend and invest all over the world. The interest on loans and dividends on investments in various countries has been a constant source of revenue to the capitalists of the United Kingdom ever since.

It is chiefly from this source that they have paid for the excessive importations. Another source of revenue has been the profits from shipping. Nearly all the foreign products exported from Canada, the United States and other countries have been carried in British ships at a good profit to the shipowner. In recent years there has been some reason to fear that the income from interest, dividends on foreign investments and profits on shipping may soon prove insufficient to pay for the enormous excess of importations.

It may be bad policy for the British to buy more from Canada than they sell to this country, but so long as they proportionately buy so much more from the United States they have no reason to complain that Canadians do not buy more from them.

Protectionist Farmers.

Canadian politicians of both political parties have always been too ready to assume that by giving adequate protection to home industries they would incur the hostility of the farming community.

In the United States the Republican party, which has always consistently favored high protection, has generally had the support of most of the agricultural districts in the Northern States. The agricultural sections of the south have generally supported the Democrats, but their opposition to the Republicans during the last forty years has been chiefly due to other causes than protection.

New York has always been regarded as a doubtful state, but the Republicans have usually been sure of a large majority in the agricultural districts of that state. The Democrats have been so thoroughly organized in New York City that they have usually had a big majority there, and the question has always been whether the Republican majority in the state outside the City of New York would be big enough to overcome the Democratic majority in the metropolis. The agricultural districts of the New England

States are noted for their stalwart Republicanism, and the corn and wheat growing states of the West and North-West, which are almost purely agricultural, have generally supported the Republicans. The Populist party obtained a foothold in some of them, but the Democratic advocates of low tariff have never had much strength there. The middle states have now great manufacturing industries, but in the early days of settlement, when agriculture was almost the only industry, those states gave their support to the policy of protection in the hope of securing the establishment of factories near their farms.

It is a well-known fact that free trade was adopted by the British Government to please the manufacturers, who wanted cheap food for their workmen, and the chief opposition to the abolition of protection came from the farmers. The Cobden Club, by circulating free trade pamphlets among the farmers and sending out orators to preach against protection, converted a considerable number of them, but it is doubtful whether the majority of British farmers were ever convinced that free competition was a blessing to them. To-day British farmers would rejoice to see stiff protective duties on breadstuffs, and for the sake of them would willingly favor duties on manufactured articles as well.

In Canada, of course, the conditions are unlike those of the United Kingdom, but they are very similar to those of the United States, especially before manufacturing industries had become highly developed in that country by long continued protection. Some of the most enthusiastic protectionists in Canada to-day are farmers, although a large number of Canadian farmers are free traders because they have been educated by newspapers and politicians to believe that the interests of farmers and manufacturers are antagonistic. Both political parties are now protectionists, in practice, but it is worthy of note that for many years, when the Liberals were earnestly advocating the abolition of protection, while the Conservatives were persistently defending the National Policy, the Province of Manitoba, the most purely agricultural district in the Dominion, gave strong support to the Conservatives, and continued to do so until the school question caused division in the party. The Conservatives also had the support during those years of many purely agricultural districts in Ontario, Quebec and the Maritime Provinces. In 1894 the Conservatives lowered their protective tariff, and the Liberals soon after adopted a policy of moderate protection, so that the two political parties were brought very close together on the tariff question. Did this help the Conservatives in the farming districts? On the contrary, the Conservatives lost a number of rural constituencies that had supported them steadily for eighteen years.

Mr. John Charlton has been going to and fro in the United States telling the people of the Great Republic that if they don't amend their ways and give Canadian products a more favorable tariff Canadians will retaliate by increasing the tariff on United States goods entering Canada. This kind of talk will not do Canada any good. It will simply have the effect of preparing the minds of our neighbors to believe that any increases that may be made in the Canadian tariff are designed to injure the United States. Americans in general are not disposed to regard protective duties as an indication of national hostility, and if the proposal to adequately protect Canadian industries is not labelled "retaliation" it will not excite any enmity. If Mr. John Charlton desires to talk to the people of the United States about the Canadian tariff he had better say: "You have had common sense enough to build up the industries of your own country while we in Canada have been foolishly buying abroad what we could make just as well at home. You see the result in the comparatively slow progress of the Dominion, which has natural resources fully equal to those of the United States. But now we intend to follow your example in giving adequate protection to home industries, and the nations will have another object lesson in political economy. In the past Canadians have had to emigrate to the United States to find employment, but in future we intend to keep our young men at home by giving them work to do. And we will have work, too, for many Americans, if they wish to come over to help us develop the country."

Such a speech would be vigorously applauded almost anywhere in the United States. But it is not necessary to address the people of the United States at all preparatory to the framing of a new Canadian tariff.

Mr. Charlton's great mistake is in supposing that if he could persuade the United States Government to agree to reciprocity the doors of Canada would be gladly thrown wide open for the entrance of United States goods. Mr. Charlton clings to an idea long after everyone else has abandoned it. So long ago as March 21st, 1899, Sir Wilfrid Laurier, speaking in the Dominion Parliament, said that although there was a time when Canadians would have given anything to obtain the United States market, the people of Canada were no longer in favor of unrestricted reciprocity.

Sir Wilfred Laurier had his hand on the public pulse and he realized that a strong sentiment was developing among Canadians of all classes against the policy of looking to Washington. That sentiment has been steadily increasing in strength ever since Sir Wilfred spoke.

For many years a large body of Canadians did look toward Washington hoping to

secure legislation from the United States Congress which would enable the farmers of Canada to sell goods to the workmen in United States factories and permit Canadian lumbermen to sell lumber to build houses for the same workmen and their employers. But now the people of Canada are looking to Ottawa instead of Washington for legislation. They want legislation that will build up industries in Canada employing Canadian workmen who will use Canadian food, Canadian lumber and all kinds of Canadian products. Canadians in fact no longer desire reciprocity.

Exchanging Men for Goods.

A visitor from the United States in the census year 1901 said to a Canadian: "It seems very strange to me that your population increases so much more slowly than that of the United States. I have travelled through Canada from ocean to ocean and I believe your country has even greater natural resources than the United States. Your climate is invigorating; you have vast areas of rich soil; your undeveloped mineral wealth is probably greater than that of any other country; your timber resources in spite of waste, are still of enormous value; your fisheries are unequalled; you have a magnificent system of internal waterways; your Dominion juts out into both the Atlantic and Pacific oceans and is nearer to both Europe and Asia than any part of the United States; your system of Government is Democratic, and although law and order are everywhere strictly enforced you have just as much liberty as we have in the United States, yet your population is almost at a standstill and our census shows that we have 1,200,000 Canadians in the United States. If the children of Canadian-Americans were counted as Canadians we would probably be able to reckon as many Canadians in our Republic as in your Dominion. How do you account for this? There must be something wrong."

The Canadian replied: "I admit that our census figures are somewhat disappointing, but there is no occasion for the United States to commiserate us. It is true our growth of population is relatively less than that of the United States, but the growth of our foreign trade is relatively far greater. In the fiscal year ending June 30, 1901, the total foreign trade of the United States, excluding coin and bullion, amounted in value to \$2,310,937,156. That means with a population of about 76,000,000 a trade of about \$30 per head. The foreign trade of Canada during the same year amounted in value to \$381,721,930, which, with a population of about five and one-third millions, means a per capita trade of over \$71. So you see our trade man for man is more than twice as great as that of our neighbors in the United States, and we have more reason for boasting than you have."

Without knowing it, the Canadian struck very close to the cause of the slow growth of population in Canada during the last ten years. Our foreign trade has been larger than the foreign trade of the United States in proportion to population, because Canadians have imported every year many millions of dollars' worth of goods that should have been produced in Canada, while our neighbors across the line have used goods made in their own country by their own people. The foreign trade of the United States has been proportionately smaller than that of Canada, but the internal trade has been vastly greater. The Government of the United States has persistently fostered home industries by a high protective tariff. The so-called National Policy tariff of the Conservatives at its highest was much lower than the Wilson tariff of the Democrats, which was regarded as ruinously low by a great majority of United States citizens. During the fiscal year ending June 30th, 1901, we bought for consumption in Canada \$110,485,000 worth of United States products, and exported to the United States only \$67,983,673 of Canadian products, leaving a balance against Canada of over forty-two million dollars.

While United States products have been coming into Canada, Canadian men and women have been going to the United States. Canada has for many years been exchanging men for goods. Some bales of goods come in; a man goes out; for if we do not provide employment at home to suit the varied talents and tastes of our people they will go abroad to seek work. There are very few families in Canada that have not at least one member in the United States. At least three-fourths of those who leave Canada for the United States go to seek employment in the cities and towns of that country, and many Canadians are actually occupied in the United States producing goods for consumption in Canada. If there had been in force in Canada during the last thirty years a policy of protection as thorough and consistent as that which has so wonderfully developed the United States, there would be very few Canadians over the border to-day.

Buying German Steel Rails

Mackenzie and Mann have adopted a very short-sighted policy in buying German steel rails for the Canadian Northern Railway. There are extensive iron deposits along the line of their railway in Ontario, some of which are said to be owned by Mackenzie and Mann themselves. No matter who owns them, the development of these mines on a great scale would create a traffic of enormous value to their railway. The railway lines running through the iron districts on the south shore of Lake Superior have found the iron ore traffic worth more to them than the grain traffic. But, apart from the direct profit

carrying ore, it is to the interest of the Canadian Northern railway to encourage the investment of capital in New Ontario. If Canadian railways continue to buy foreign rails, the great steel rail mills established at Sault Ste. Marie by the enterprise of Mr. F. H. Clergue will prove a failure, and the failure of this great industry would frighten both American and British capitalists so badly that it would be difficult to get them to invest money in similar enterprises for many years to come. Everyone knows how the losses of British capitalists in the Grand Trunk Railway many years ago frightened away capital for more than a generation, and this affected not only railway building, but every line of investment. It made it more difficult for Canadians to get capital for any enterprise. It will be a calamity for Canada, if after the investment of millions of dollars in the establishment of steel rail industries at Sydney, C.B., and Sault Ste. Marie, the railways heavily subsidized by the governments are allowed to buy foreign rails.

The Mackenzie and Mann system of railways has received subsidies from both Dominion and Provincial Governments. Including cash subsidies, land subsidies and Government guarantees of bonds, this railway system is receiving more than enough aid from the Canadian people to pay the cost of all the rails required.

If the rails for the North West railways are made in Canada a very large number of workmen will be employed and these workmen must be fed by Canadian farmers. If they are made in Germany by German workmen, the farmers of Canada cannot supply these workmen with food, for the German Government has shut out Canadian farm products by discriminating duties, taxing Canadian farm products more heavily than those of any other country. The farmers of Canada should demand of the Government adequate protection for the steel rail industry.

Toronto Star referring to this matter says :

"If steel rails cannot be produced in Canada and sold at the market price, it would be better to quit making them than to pay the makers what they ask for them out of the public chest."

As regards the price of the German rails bought by Mackenzie and Mann it should be noted that they were sold far below the German market price. The German makers did not sell them below the market price through any love for these Canadian railway magnates, but in order to cut off the competition of the Canadian rail makers. If the German rail makers had to sell all their rails at the same price they might be obliged to go out of business, but protected in their home market by high duties they can afford to slaughter their surplus output in Canada.

But the important point for both farmers and tradesmen to note is that if the rails are bought in Germany or in the United States the money given to the railways in subsidies

by the Canadian governments goes out of the country, and Canadians in general receive no benefit from its circulation. On the other hand, if the rails used by Canadian railways are made in Canada, the money is kept in circulation in this country, passing from one Canadian to another again and again in the course of trade, so that the whole community is benefited by it. To use the words of the Toronto Star in a different sense, that is in accordance with common sense, the country actually "turns out its pockets" when the money for rails is sent to Germany, but when the rails are bought in Canada it remains in Canadian pockets.

YUKON CONDITIONS BRIGHT.

Some Recent Information.

It was almost to be expected that the assessment of Dawson for 1902 would fall substantially below that of last year. The closing of the gambling halls, the lowering of prices for building materials, and the springing up of several villages in the creeks, promised such a result. But returns just received come as an agreeable surprise. The revised assessment figures for 1901 and 1902 show very little difference :

DAWSON ASSESSMENT		
	1901	1902
Realty.....	\$ 4,154,840	\$ 4,145,090
Personalty.....	6,293,700	5,856,800
Income.....	1,199,100	656,550
Total.....	\$11,647,640	\$10,658,440

The lower personalty valuation may be accounted for by many shipments arriving this summer unusually late after the assessment had been made. The income returns suggest merely that the boom days are over when profits, like miners' hopes, were altogether abnormal. On the whole, the assessment is very satisfactory.

Further evidence that Dawson is well holding its own is found in the extent of the money orders. In October postal orders to the value of \$148,807.58 were sold; while rentals for postal boxes alone for the month totalled \$3,945, or \$175 more than for the corresponding month a year ago.

DAWSON MUNICIPAL BUDGET

The civic budget of Dawson is interesting. It compares favorably with that of many other Canadian towns.

ESTIMATED EXPENDITURES 1902.

Streets and other Public Works.....	\$15,500
Police and Health.....	7,555
Fire, Water and Light.....	18,000
Printing.....	800
Salaries.....	15,925
C. B. of C. Loan.....	56,000
Contingencies.....	7,950
Total estimated expenditures.....	\$121,730

ESTIMATED RECEIPTS.

Taxes on \$10,658,440 assessment at 12½ mills on the \$.....	\$133,230
Other receipts.....	1,000
	\$134,230
Abatements, losses, etc.....	12,450
Total estimated receipts.....	\$121,780

As soon as possible after parliament meets the Dominion Government should provide for such protection on rails as will prevent the slaughtering of foreign rails in Canada. In the meantime, all the railways that have received subsidies or promises of subsidies on condition that they buy Canadian rails if they can get them as cheaply as rails are selling in other countries, should be immediately notified by the Government that their subsidies will be forfeited if they buy foreign rails unless they can prove that the Canadian mills demand more for rails than the prices prevailing in Britain, the United States and Germany for home consumers.

GOVERNMENT EXPENDITURE ON THE YUKON

It is worth noting that the Yukon has not been a charge on the country, while its indirect value to Canada as a nation has been undoubtedly great.

	REVENUE	EXPENDITURE
1894.....	3,502	486
1895.....	21,963	33,607
1896.....	18,446	26,788
1897.....	1,088,878	720,186
1898.....	1,756,360	1,702,287
1899.....	1,804,287	1,808,939
1900.....	2,006,757	1,652,924
Total.....	\$6,700,193	\$5,945,217

Surplus..... \$ 754,976
Public Lands and Buildings..... 1,046,077

Total Surplus to 30th June, 1901.. \$1,801,053

The Government appropriations for 1902-03 amount to \$1,692,800, which will probably be met by the revenue. Of this sum, \$178,500 is for roads, \$25,000 for buildings, \$125,000 for postal service.

In a letter dated November 3rd, Mr. Hartman, the efficient and popular postmaster of Dawson, states that more preparations are being made for work on the creeks than in any previous fall. "Sleighting," he writes, "has just commenced. To-morrow the first mail stage starts out over the new overland route. Uninterrupted mail service this winter is a great thing for the country. The weather since first of October has been very fine. To-day is the coldest of the season—11 below zero, and the Yukon is running full of ice. If this cold snap lasts for a few days the river will close before the 15th; it closed on the 11th last year." "A year ago," he writes further, "half the small shops on 3rd avenue were deserted for the winter; to-day not a half-dozen are vacant."

Information has also come to hand that the contemplated steam railroad from Dawson to the creeks, "The Dawson and Yukon Mines Railroad," is already under construction. On this line of about 35 miles, there will be spent several hundred thousands of (Chicago) dollars within the next year.

S. M. W.

EXECUTIVE COUNCIL

November Meeting—Reports of Busy Committees.

THE regular monthly meeting of the Executive Council was held in the Council Chamber of the Board of Trade Building, Toronto, Nov. 20th, 1902, at 2 p.m.

The President, Mr. Cyrus A. Birge, Hamilton, occupied the chair, and the following other members were present:—Messrs. Geo. Anderson, Geo. Booth, P. H. Burton, James Goldie, Geo. H. Hees, J. H. Housser, D. W. Karn, R. Millichamp, Robt. Munro, J. P. Murray, Frederick Nicholls, J. H. Paterson, T. A. Russell, T. H. Smallman, H. B. Smith, J. O. Thorn, F. H. Whitton.

Minutes of previous meeting were taken as read.

Communications were received as follows:—

1. From members unable to be present,—Messrs. Geo. E. Amyot, W. P. Gundy, C. R. H. Warnock, R. R. Stevenson, Hon. J. D. Rolland, J. M. Taylor, W. M. Gartshore, F. A. Ritchie.

2. From Mr. B. Rosamond, re Preferential tariff, which was referred to the Tariff Committee on motion of Messrs. Thorn and Paterson.

3. A formal application for admission as a section was received from the Gold and Silver Manufacturers' Association through their Secretary, Mr. H. D. Graham. It was moved by Mr. Thorn, seconded by Mr. Murray, that the application be received and accepted.—Carried

The reports of the officers and committees were received as follows:

TREASURER'S REPORT.

The Treasurer's statement was presented by Mr. Geo. Booth, and adopted on his motion seconded by Mr. D. W. Karn.

SECRETARY'S REPORT

The Secretary reported that during the past month three new sections had been formed in the Association in addition to the one mentioned above, namely:—A cotton manufacturers' section; a wagon manufacturers' section, and a hat manufacturers' section. The organization of these awaited the ratification of the Executive Council. The report also stated that the officers were pleased with the recent visit of Mr. Jacob Jesurun, and that several of the members of the Association had already arranged with him for representation in Curacao.

The report was adopted on the motion of Mr. Paterson, seconded by Mr. Smith.

FINANCE COMMITTEE

The report of the Finance Committee was presented in the absence of the Chairman by Mr. Geo. Booth. It provided for the regular monthly expenses of the Association. Its adoption was moved by Mr. Booth, seconded by Mr. Thorn and carried.

RECEPTION AND MEMBERSHIP

The report of the Reception and Membership Committee in the absence of the Chairman was presented by Mr. J. P. Murray. It stated that arrangements had been completed for the reception and entertainment of the visiting delegates from the London Chamber of Commerce, who were to arrive that evening, and urged the members of the Council to meet the delegates personally, if possible, and to express to them on behalf of the Association a cordial welcome to Canada.

The report also recommended that the applications for membership, twenty-eight in number, the names of which appear in another column, be received.

The adoption of the report was moved by Mr. Murray, seconded by Mr. Booth.—Carried.

RAILWAY AND TRANSPORTATION COMMITTEE

The report of the Railway and Transportation Committee was presented by the Chairman, Mr. Thorn. While the Committee had not been called together during the past month, the report stated that the meeting would be held on the 24th inst. to consider especially the proposed increase in freight rates. The report also stated that the new Canadian line of steamships to South Africa had been so far an unqualified success.

The report was adopted on the motion of Mr. Thorn, seconded by Mr. Hees.

COMMERCIAL INTELLIGENCE COMMITTEE

The report of the Commercial Intelligence Committee was presented by the Chairman, Mr. J. P. Murray. It stated that the Committee were considering new regulations with regard to the appointment of correspondent members upon which a further report would in all probability be made at the next meeting. Several applications were standing in the meantime and would receive the attention of the Committee when they met again.

The report recommended that the most important articles appearing in the foreign exchanges received at the offices of the Association should be noted in the columns of INDUSTRIAL CANADA each month.

It also recommended that the assistance of the Association be given to the plan being arranged by the Daughters of the Empire for holding an exhibition of Canadian manufactured goods in the City Hall, Toronto, next January. The Committee considered the movement important enough also to be recommended by the Executive Council to the Educational Campaign Committee.

The report was adopted upon motion of Mr. Murray, seconded by Mr. Paterson, and carried, the following special resolution

being moved by Mr. Frederick Nicholls, seconded by Mr. J. P. Murray.

"The Executive Committee of the Canadian Manufacturers' Association having heard from the Imperial Order of the Daughters of the Empire regarding the exhibition to be held under their auspices desire to assure the Daughters of the Empire of their cordial sympathy with their aims and objects in the holding of such exhibition and that the Commercial Intelligence Committee of this Association be requested to co-operate with the Daughters of the Empire in such manner as may appear to them to be of mutual assistance."

INDUSTRIAL CANADA COMMITTEE

The report of the Industrial Canada Committee was read by the Chairman, Mr. T. A. Russell. It reported that the financial statement of the paper for the months of August, September and October showed a credit balance. The committee regarded the statement as very satisfactory.

It reported that plans had been discussed for the issue of future numbers of the paper, and it was unanimously agreed that an effort should be made with any surplus revenue which might accrue to improve the value of the paper to the members.

After complete discussion they decided that a series of special articles should be written on the leading industries of Canada illustrating, as far as possible, the manufacturing processes, and pointing out, where necessary, the need of adequate encouragement for each industry. A short article on the woollen industry will accordingly appear in the next number.

It was suggested that the Secretary should keep in view the securing of a competent travelling representative to be engaged in the near future.

The report was adopted on motion of Mr. Russell, seconded by Mr. Thorn.

TARIFF COMMITTEE

The Chairman of the Tariff Committee, Mr. W. K. McNaught, was unavoidably absent from the meeting. He desired to report, however, through the Secretary, that there had been a general response to the circulars regarding the tariff changes, and that they would be forwarded almost immediately to the conveners of the various sub-committees. The members interested in the Iron and Steel industry desired an extension of the time limit for receiving requests, which the Committee would be obliged to comply with.

EDUCATIONAL CAMPAIGN COMMITTEE

The report of the Educational Campaign Committee in the absence of the Chairman was read by Mr. T. A. Russell. I reported

that a special meeting of the guarantors was being called for the 21st inst. in order to appoint a permanent committee. The report was adopted on the motion of Mr. Russell, seconded by Mr. Whitton.

ANNOUNCEMENTS

Under the head of announcements the President called the special attention of the members to the banquet which was being given on the following evening to the delegates from the London Chamber of Commerce.

He also stated that at the same gathering a presentation would be made on behalf of

MONTREAL BRANCH

THE Montreal office of the Canadian Manufacturers' Association has been the scene of considerable tariff activity within the past month. Several of the more important trades have met together to decide on some common idea in regard to the desired tariff changes, and not a few agreements have been reached that ought to lessen the troubles of the Government in the coming revision.

The Executive has held two meetings in the month, the first on November 7 to discuss the privilege granted by the Government, allowing dies to come in at a loan value and admitting them free the second time. This meeting brought out the largest attendance the Montreal Executive has seen. Hon. J. D. Rolland was in the chair, and there were also present Messrs. W. W. Watson, J. E. Matthews, Jas. Davidson, Robt. Munro, A. H. Sims, Col. Gardner, R. C. Wilkins, G. Esplin, Jos. Horsfall, Geo. Drummond, J. T. Hagar, W. T. Whitehead, E. Tougas, John Baillie, Wm. MacMaster, J. C. Holden, G. J. Kilpin, and G. W. Sadler. The silversmithing trade was represented by G. Chillias, of the Gorham Co., Ltd., R. Hemsley and Messrs. Birks of Henry Birks and Sons, Montreal, and by M. C. Ellis, of P. W. Ellis & Co. and Mr. Thos. Roden of Roden Bros., Toronto. With one exception the Montreal Executive were all in favor of the following resolution, which was passed:

The Montreal Executive of the Canadian Manufacturers' Association wishes to place itself on record as follows:

Whereas, the privilege is granted to any company to bring in stamping dies or other tools on loan from any foreign country and pass same through the customs on a loaning value based as "second-hand," and after use to return these second-hand dies and tools to the said country with the privilege that whenever they again require the same they are permitted to bring them in free of duty;

And, whereas, said privileges are a serious menace to the old and well-established Canadian manufacturing silversmiths' who have invested and are continually investing large capital in the maintenance of machine and tool shops to produce their own dies, employing

the Association to the retiring President, Mr. Robt. Munro. This announcement was acknowledged in a few words of appreciation from Mr. Munro.

Mr. Geo. Anderson, the official representative of the Dominion Government to the Yukon, addressed the Council briefly at the invitation of the President, and in response to a suggestion stated that he would request the Government to place sufficient copies at the disposal of the Association, so that one might be sent to every member. This offer was very thankfully received.

The meeting then adjourned.

large numbers of skilled machinists, tool makers and die sinkers, the most highly paid labor employed, and that the continuance of said privileges would throw out of employment those artisans who could not be employed under such unequal conditions;

And whereas to permit such privileges would open the door to like conditions prevailing in many of our other well established industries, thus making our factories mere branches of foreign concerns and destroying our increasing independence in manufacturing;

Therefore be it resolved: That dies or other appliances should be permitted to pass through the customs only when duty is paid upon their full market value; allowing for no depreciation because of their having been used or loaned, as dies tested and used are more valuable than new dies. And further, full duty should be collected each time entry is made, irrespective of their having passed customs at any previous time.

A second meeting, the regular meeting, was held on Thursday, Nov. 27. Hon. J. D. Rolland was in the chair, and there were also present Messrs. C. C. Ballantyne, J. E. Matthews, Jas. Davidson, J. C. Holden, G. Esplin, Jos. Horsfall, W. W. Watson, W. T. Whitehead, J. J. McGill, R. C. Wilkins, John Baillie. Considerable correspondence was read between the Secretary and the Postmaster, the Express Companies and the Collector of Customs, relative to delays in the transmission of postal and express parcels through the customs. The Collector of Customs has promised to investigate the tearing of coverings off perishable goods by the appraisers. The Secretary was instructed to write to the Postmaster, complaining of the poor service rendered by the letter boxes; complaints of grievous delay in the collection of letters from the more distant boxes were made.

Ten applications for membership were passed at this meeting, and final arrangements made for the dinner which is to be held on the evening of December 4. The discussion at this function is to centre around Technical Education, which is to be introduced by Mr. Theodore C. Search, the founder of the School of Industrial Art of

the Pennsylvania museum. The others invited are Hon. R. Prefontaine, Minister of Marine and Fisheries, Professor Bovey, McGill University, and Hon. A. Robitaille, Provincial Secretary.

NEW MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION

Applications Approved Nov. 25th, 1902.

The Beaver Mfg. Co., Galt; Herbageum, an aromatic preparation for animals.

Brantford Stoneware Mfg. Co., Brantford.

Canadian Cordage and Mfg. Co., Limited, Peterboro; binder twine and cordage.

Consolidated Cloak Co., Toronto; women's and children's coats and suits.

The Cornwall and York Cotton Mills Co., St. John, N.B.; cotton goods.

T. H. Estabrooks, St. John, N.B.; tea blender and packer.

Grant-Hamilton Oil Co., Toronto.

Guelph Axle Mfg. Co., Limited, Guelph. The Guelph Waterproof Clothing Co., Guelph; man, horse and carriage oil clothing.

The Guelph Worsted Spinning Co., Limited, Guelph.

Ham & Nott Mfg. Co., Limited, Brantford; refrigerators, screen doors and windows, wire mattresses.

The Hamburg-American Wagon Co., Limited, New Hamburg; wagons and sleighs.

The C. H. Hubbard Co., Limited, Toronto; dental chairs, cabinets, instruments, and gold leaf.

The Levy Bros. Co., Limited, Hamilton; jewelry.

The Lowndes Co., Limited, Toronto; gents' clothing, especially ulsters and coats.

The Milner Petrolia Wagon Co., Limited, Petrolia; wagons and sleighs.

Montmorency Cotton Mills Co., Montmorency Falls, P. Q.

Munro McIntosh & Co., Alexandria, Ont.; carriages.

Palmer Piano Co., Limited, Toronto.

Peterborough Lock Mfg. Co., Limited, Peterborough; builders' hardware, locks.

A. E. Rea & Co., Toronto; skirt bindings, stock collars, undershirts, etc.

The Speight Wagon Co., Markham; farm and freight wagons and sleighs.

Joseph Thivierge, Quebec; leather.

Toronto Hat Manufacturing Co., Toronto.

J. J. Turner & Sons, Peterboro'; tents, awnings and waterproof goods.

E. C. Walker & Sons, Toronto; ladies' hats, millinery wares.

The Waterous Wire & Nail Works, Brantford.

Woodstock Wagon & Manufacturing Co., Limited, Woodstock; wagons and sleighs.

LONDON CHAMBER OF COMMERCE.

Leaders in the Commercial Life of the Great Metropolis in Toronto as the Guests of the Manufacturers' Association.

THE delegates from the Chamber of Commerce of London, Eng., who visited New York for the opening of the new building of the New York Chamber of Commerce, arrived in Toronto on Nov. 20th, as the guests of the Canadian Manufacturers' Association.

En route they were entertained by the Boards of Trade of Montreal and Ottawa. They also paid a hurried visit to Quebec. Several of the party were already familiar with Canada, having visited here on previous occasions. To all, however, the progress and prosperity of our country was a revelation, and they all spoke with the greatest confidence of its future.

The visit of the delegation was of the utmost importance. The delegates are in touch with the commercial life of the heart of the Empire. Sir Albert K. Rollit is a Past-President and a present Vice-President of the Chamber of Commerce. Three of the delegates are at the present time members of Parliament, and they all hold high positions in the commercial world. The Association was assisted in carrying out the programme by the City Council, who generously made a grant to assist in the entertainment, and Ald. Woods, Chairman of the Reception Committee, spent the day with the delegation.

The party arrived from Ottawa about 7.30 p.m. and stayed at the Queen's Hotel. That evening they occupied boxes at the Princess Theatre to see a production of Ben Hur, and afterwards were entertained to luncheon at the National Club.

Friday morning they were driven to the Massey Harris works, King Street West. The visitors were met there by Mr. Massey, Senator Jones, Mr. Harmer, Mr. Osborne and Mr. Housser. In charge of Mr. Fleury they were conducted through the extensive works of the company, and not a few labor-saving devices in the manufacture of implements drew forth complimentary remarks. Very noticeable also were samples of implements being manufactured under contract with the British Government for the Transvaal.

At 12 o'clock, His worship, the Mayor, and members of the City Council received the delegation in the Council Chamber and extended a civic welcome.

After luncheon they visited the Provincial Parliament Buildings and were received by the Hon. G. W. Ross and other ministers. President Loudon and members of the faculty extended the same courtesy at the University. After a drive through the principal residential and business streets Mr.

H. C. Hammond, President of the Toronto Club, entertained the party to luncheon.

THE BANQUET

The crowning event of the visit was the banquet. It was given in McConkey's Palm Room, which was comfortably filled and never looked more inviting. McConkey's menu was excellent and the service good. Glionna provided music and Mr. Rochereau de la Sabliere and Mr. Arthur Blight sang very acceptably.

THE LONDON GUESTS

Mr. Cyrus A. Birge, of Hamilton, President of the Association, presided. On his right was Sir Albert Kaye Rollit, M.P., LL.D., D.C.L., ex-President and Vice-President of the Chamber, ex-President of the Associated Chambers of Commerce of the United Kingdom. On his left was Sir Vincent H. B. Kennett Barrington, Chairman of the South American trade section of the Chamber. The other London guests were: Lieut.-Gen. J. Wimburn Laurie, M.P., Chairman of the Canadian trade section of the Chamber; Mr. W. P. Wood, Chairman of the London Corn Trade Association; Mr. Arthur Serena, J.P., Chairman of the Joint Committee of the London Chamber of Arbitration; Mr. F. Faithful Begg, Chairman of the West Australian trade section of the Chamber; Mr. J. Y. Henderson, Chairman of the British Wood Pulp Association; Mr. John Hume, Chairman of the Textile trades section of the Chamber; Mr. Kenric B. Murray, Secretary of the Chamber of the Congress of Chambers of Commerce of the British Empire.

OTHERS PRESENT

The following is a list of those in attendance: Hon. Wm. Paterson, Minister of Customs; Hon. G. W. Ross, Premier of Ontario; Hon. J. I. Tarte, Montreal; Jas. P. Whitney, leader of the Ontario Opposition; A. E. Ames, President Toronto Board of Trade; Mayor Howland, Toronto; President Loudon, President Toronto University; Col. Denison, Toronto, President Imperial Federation League; Robt. Munro, Montreal, Past President Canadian Manufacturers' Association; Geo. E. Drummond, Montreal, Vice-President Canadian Manufacturers' Association; Geo. Booth, Treasurer, Canadian Manufacturers' Association; S. M. Wickett, Chairman Reception Committee Canadian Manufacturers' Association.

TORONTO.—Geo. Anderson, Crown Tailoring Co.; Jas. D. Allan, A. A. Allan & Co.; Geo. Bridgen, Toronto Engraving Co.; Geo. G. Burnett, Arthur Blight, vocalist; W. Copp, The Copp, Clark Co.; A. R.

Clarke, A. R. Clarke & Co., Limited; C. N. Candee, Gutta Percha & Rubber Mfg. Co.; N. H. Carswell, "La Patrie," Montreal; R. T. Coady, City Treasurer; L. V. Dusseau, Gendron Mfg. Co., Limited; W. S. Dinnick, Mgr. Standard Loan Co.; M. C. Ellis, P. W. Ellis & Co.; Chas. E. Eggett, Musician; P. W. Ellis, P. W. Ellis & Co., Limited; Ed. J. Freyseng, Freyseng Cork Co., Limited; John C. Gardner, Might Directories, Limited; R. H. Greene, The Gutta Percha & Rubber Mfg. Co., Limited; Geo. Gillies, Toronto Bolt & Forging Co.; J. J. Gibbons, Commercial Publicity; Watson Griffin; R. Harmer, Massey Harris; H. C. Hammond, Stock Broker, President Toronto Club; H. K. S. Hemming, The Hemming Mfg. Co.; Geo. H. Hees, Geo. H. Hees, Son & Co.; Jas. Hedley, The "Monetary Times"; J. H. Housser, Massey Harris Co.; S. H. Janes; Senator L. Melvin Jones, Massey Harris Co.; A. E. Kemp, M. P., Kemp Mfg. Co.; Frank Kent, Seaman, Kent & Co.; W. T. Kernahan, O'Keefe Brewery Co.; A. Cecil Knight, Lever Bros., Ltd. (Sunlight Soap); Thos. Kinnear, T. Kinnear & Co.; Jno. M. Lawlor, Joseph Simpson Sons; Dr. W. Lehmann; S. Lorie, Saunders & Lorie, Toronto; C. A. Mastin, Deseronto Iron Co.; Prof. Mavor, Toronto University; R. Millichamp, Millichamp, Coyle & Co.; Jas. P. Murray, Toronto Carpet Mfg. Co.; J. B. Miller, Parry Sound Lumber Co.; S. F. McKinnon, S. F. McKinnon & Co.; M. W. McGillivray, The Montreal Star; W. K. McNaught, American Watch Case Co.; William E. Murray, Canadian Sugar Refg. Co., Montreal; J. F. McLaren, The Ogilvie Flour Mills Co.; T. G. Mason, Mason & Risch; A. J. Mason; J. A. Northway, Jno. Northway & Sons; O. Newcombe, The Newcombe Piano Co., Ltd.; Alexander Nairn; H. G. Nicholls, Canada Foundry Co.; Wallace Nesbitt; Jno. Northway, Jno. Northway & Sons; J. Kerr Osborne; Massey-Harris Co., Ltd.; John T. Parker, The Walker, Parker Co., Ltd.; Col. Pellatt; John Pugsley, Pugsley, Dingman & Co.; A. S. Rogers, The Queen City Oil Co., Ltd.; Thos. Roden, Roden Bros.; C. W. Rous, Office Specialty Mfg. Co.; Mr. Rochereau, Gendron Mfg. Co.; J. R. Shaw, Canada Furniture Mfrs., Ltd.; Harold T. Smith, Rolph, Smith & Co.; J. F. M. Stewart, Canadian Mfrs. Association; Harry Symons, Arnold W. Thomas and H. L. Thompson, The Copp, Clark Co., Ltd.; J. O. Thorn, Metallic Roofing Co., Ltd.; McDowell Thomson, Barrister; Wm. B. Tindall, The Parry Sound Lumber Co.; Geo. R. Warwick, Warwick

Bros. & Rutter; Jno. A. Walker, The Walker, Parker Co., Ltd; S. R. Wickett, Wickett & Craig, Ltd.; McKenzie Williams, The C. H. Hubbard Co.; Alderman J. J. Ward; Geo. W. Watts, Can. Gen'l Elec. Co.; J. S. Willison, The Globe; Robt. Watson, Robt. Watson Co.; R. J. Younge, Canadian Manufacturers' Association; Frank Polson, Polson Iron Works.

DUNDEE, SCOTLAND.—Harry A. Yuille, Grimonds, Ltd.

ST. GEORGE.—D. Burt, M.P.P., B. Bell & Son, Ltd; F. K. Bell, B. Bell & Son, Ltd; John R. Barber, Wm. Barber & Bros., Barber & Ellis Co., Toronto Paper Co.

PORT HOPE.—F. J. Travers, Canada Radiator Co., Ltd.

BRANTFORD.—C. H. Waterous, Waterous Engine Co; W. F. Cockshutt, Board of Trade; A. K. Bunnell, City Council; H. Cockshutt, Cockshutt Plow Co., Ltd.

SIDNEY, N.S.—F. P. Jones, Dominion Iron & Steel Co.; A. C. Ross.

LONDON, ENG. — Walter R. Nursy, "Canadian Stores"; Chas. Gold, Jr., Frank H. Collins & Sons.

LONDON.—Major Thos. Beattie, ex-M.P., London Gas Co.; T. H. Smallman, Canada Chemical Mfg. Co.

MONTREAL.—Fred Birks, Belding, Paul & Co.; Eugene Tarte, "La Patrie"; Henri Hains, "La Patrie."

WINDSOR.—Ernest G. Henderson, The Canadian Salt Co., Ltd.

WOODSTOCK.—D. W. Karn, The D. W. Karn Co., Ltd.

CLINTON.—John Ransford, R. & J. Ransford.

SAULT STE. MARIE.—B. E. F. Rhodin, Canadian Electro Chemical Co.; Nelson Simpson, Canadian Electro Chemical Co.

CAMPBELLFORD.—George Ellis Burrows, Trent Valley Woollen Mills.

TILSONBURG.—W. D. Robertson, Tillson Co., Ltd.

OTTAWA.—John Coates, President Ottawa Board of Trade.

The toasts were four in number. The toast to the King was proposed by the Chairman and was enthusiastically honored. The Chairman then welcomed the visitors to Toronto, saying that the Association felt itself highly complimented at having for its guests such illustrious representatives of the Motherland.

An interesting break in the banquet proceedings was a presentation by the Chairman to Mr. Robert Munro, Past President of the Association. It took the form of a handsome address, described elsewhere in this issue.

THE BRITISH EMPIRE

This toast was proposed by Hon. Wm. Paterson, Minister of Customs, and replied to by Mr. F. Faithfull Begg, Lieut.-Gen. Laurie, M.P., and Mr. Jas. P. Whitney, M.P.P.

HON. MR. PATERSON

The Minister's address was very short,

but his statement of Canada's trade was one every Canadian can well be proud of. He said: "Sometimes we think that we are not moving along as fast as we should. We measure ourselves by the nation to the south. We forget the disparity and the circumstances with reference to the growth and development of trade are not the same. Yet it is worthy of observation that Canada last year, with a population of 5,500,000, had a foreign trade of \$420,000,000, while the United States, at the time when its population was 23,000,000, or four times as large, had a foreign trade of \$100,000,000 less than that amount. (Cheers) If you take a per capita comparison with reference to it, the foreign trade of the United States was only \$18 per head last year, while that of Canada was \$35.50, or two dollars for every one dollar of the Americans. (Cheers.)

These are things we should not forget. A document prepared by the statistician of the Trade Department at Washington recently gave the increases in the exports of products of all countries. On that list Canada outranks every other nation in the world. (Great cheers.) The increase in Great Britain was 13 per cent, Australia 27 per cent., the United States 33 per cent., Germany 39 per cent., Argentina 62 per cent., Canada 99 per cent. (Renewed cheers.) I am happy to bear testimony to the trade figures as prepared by the statistician so far as Canadian trade is concerned. Turn up your trade returns and you will find that your exports of domestic products from Canada in 1902 were just double what they were ten years previously. I think we need not repine."

MR. FAITHFULL BEGG.

Mr. Begg, in responding, was in a very happy mood, and all his remarks were eagerly listened to. Speaking as an individual, he referred to Canada's preference of 33⅓% in favor of Britain as a generous and statesmanlike policy. There were difficulties in the way of Britain making a similar return, and chief among these difficulties was mutual ignorance. To the remark that Britain gives Canada nothing in return for the preference, he referred to the British fleet and the British Consular service which permitted Canadians to use the Scottish motto, "Nemo me impune lacessit," which being translated was "Wha daur meddle wi' me?"

He referred to the work of Dr. Parkin and Col. Denison, and advised the sending of such men to England to educate public opinion, which had within the last few years undergone a wonderful change. It had advanced so far that if ever he went before an English constituency again for election he would place a preferential tariff for the empire in the forefront of his policy. He said: "Rigid adherence to the principles of free trade, however good from a strictly theoretical standpoint, has had its day, and I am

not for embalming the carcass, for I do not believe it is worth the expense."

LIEUT.-GEN. LAURIE, M.P.

This man of the army is also a powerful speaker. He referred to the manufacturers of sentiment and dwelt on the Four Georges of which Ontario boasted. One of those, George Grant, one of his oldest friends in Canada, had passed away. There was George Denison, whom Canadians sent home to speak for them, to say what their ideas were. There was George Parkin, who had gone to England to engage in an important work. There was another George—George Ross—who had made the Duke of Devonshire's hair stand on end when he said, in following that worthy gentleman, that what might have been good in 1870 was not good in 1900.

MR. JAMES WHITNEY, M.P.P.

Mr. Whitney hoped for the coming of some kind of a fusion of the people under British rule. He cared not by what name it was called, but assured the guests that any scheme decided upon would find Canada ready and proud to take up and walk under her share of the burden of the great Empire of which we form a part.

SIR ALBERT K. ROLLIT

"Canada and Her Resources," was proposed by Sir Albert Kaye Rollit, the head of the delegation. Speaking of Canada's resources he said hospitality was one of her greatest, and Toronto one of her chief. He spoke of our great wealth of land, and paid special reference to our fisheries. He spoke of our coal and iron and referred to our undeveloped water power in glowing terms. He then complimented Toronto on its fine factories. Regarding transportation in Canada, Sir Albert said:—She had rivers and lakes which were means of communication of matchless importance and value, and Canadians were most wisely taking care of their ports and seeing that their harbors were equal to the demands of modern commerce. The efforts of Canadian statesmen in this direction ought to have the sympathy, and he hoped they might even have the help, of the Mother Country. It was possible, even that if the marine insurance of England were not satisfactory to Canadians it might be undertaken in Canada. But he promised on behalf of the delegates that when they returned to the Mother Country they would investigate this question, and if they found that Canadians were doing their best to render her harbors and rivers safe and were not receiving proper sympathy with their efforts they would apply moral pressure which might be the means of at least producing that sympathy. With regard to railways, much discussion had arisen concerning the proposed increasing of freight rates. He would say that in England the policy of the railways was to make the rates just as heavy as the people could bear with

out breaking down. It was a policy, not of enterprise and cheapness, but of parsimony, which was not economy.

This toast was replied to by Hon. G. W. Ross, M.P.P., and Hon. J. I. Tarte.

HON. G. W. ROSS, M.P.P.

Hon. Mr. Ross said we were nearer the Motherland this evening than ever before. He paid particular attention to the room we had in Canada for desirable settlers. In Canada the population was two to the square mile, while in England it was over 500. In the last 50 years 8,650,000 people had left the British Isles for the United States. What could the delegates do to turn the tide of British immigration to this country with all their commercial integrity and enterprise and independence?

The other question considered by Mr. Ross was how to divert more British trade to Canada. Last year purchases from the United States were \$710,000,000, and from Canada \$110,000,000. He said we now gave England a preference, but desire also to give her manufacturers a protection, and the way for them to secure this was by moving their workshops to the shores of Canada, where they would be gladly welcomed. In conclusion, Mr. Ross said: "We pledge ourselves to-night to our British friends, that with our wealth and means we shall make Canada as prosperous as these means will afford; that we will be loyal to the institutions which we have inherited, and see that they are perpetuated in the true spirit of British liberty and British progress. We pledge ourselves that if England in any case extends to us the hand of friendship we will grasp it in Canada as the hand of a friend, not only as the hand of a councillor, but as the strongest hand the world to-day possesses to protect any nation, or to aid it in its natural development and we hope when our friends return to the Old Land they will be able to say that they found on these western shores a people who enjoy some of the luxury and many of the comforts of life, who believe in freedom as taught in the schools of England and the councils of the nation. And we can only say when they return to us they will find as cordial a welcome as they received to-night."

HON. J. I. TARTE, M.P.

Mr. Tarte on rising to reply was received with loud cheers. "When I was young," said Mr. Tarte, "I had no objection to playing with other boys, providing they would play fair. (Laughter and applause.) I never took any great liking for boys who would come to my yard and take everything from it to their own homes. (Cheers.) We want in this country to play fair, and we want fair play. (Hear, hear.) We believe the boy from the other side of the line, Boy Jonathan, is not playing fair with Jean Baptiste Canada. Mr. Tarte went on to point out the large amount of American imports into Canada,

compared with our sales to the United States, laying stress on the balance of trade of \$70,000,000 against us. He believed that was not fair trade. Mr. Ross had protected the timber of this Province, as he hoped all the other Provinces would do shortly. Defining "Canada for the Canadians," Mr. Tarte said in advocating that he favored a tariff that would suit this country, a tariff that would give the home market to our manufacturers, our farmers and our workmen.

UNFAIR PLAY.

"We were importing \$25,000,000 worth of iron, which we could manufacture here; we were buying steel rails from Germany by the million which could be manufactured here, while Germany had closed her markets against us, while Americans had been allowed to invade our markets more and more. They came over and took away 500,000,000 cords of our pulp; they were devastating our forests, while we looked happy and contented. (Laughter.) It would be an easy thing to devise a tariff that would change the current of trade altogether. Had we had a good strong Canadian policy, our population would have been twelve or fifteen instead of six millions." (Applause.)

PRESENTATION TO MR. ROBT. MUNRO

Past President of the Canadian Manufacturer's Association.

THE complimentary banquet tendered the delegates from the London, Eng. Chamber of Commerce on Nov. 21st, was made the occasion for the presentation of an address to Mr. Robt. Munro, President of the Canadian Manufacturers' Association for 1901-02.

It was very gratifying that so many members of the Association were able to be present on such an occasion and testify personally to the high esteem in which Mr. Munro is held by members and to show their appreciation of the valuable services he has rendered.

The address was presented by the President, Mr. Birge. It was bound in morocco leather. On the cover was the seal of the Association with the simple inscription: To Robert Munro, Esq., November, 1902.

The introductory page read as follows:

"These few words of appreciation are addressed to Mr. Robert Munro, of Montreal, upon the occasion of his retirement from the Presidency of the Canadian Manufacturers' Association, and are presented in the form of an address by the unanimous direction of the members of the Association assembled in Annual Convention at Halifax, August 13 and 14, 1902.

The address proper covers four pages and was read by Mr. Birge after he had made personal reference to the work the Association was able to accomplish under the guidance of Mr. Munro.

THE LONDON CHAMBER

The last toast of the evening, The London Chamber of Commerce, was proposed by Mr. A. E. Ames, president of the Toronto Board of Trade, and responded to by Messrs. J. Y. Henderson and John Hume.

The hour being very late, Mr. Ames, in proposing the toast, referred briefly to the great organization the visitors represented, and although its organization was more recent than that of the Toronto Board of Trade, it was a commercial body of the first importance in the Empire.

Mr. J. Y. Henderson, a Scotchman, was proud of the part Scotchmen had taken in the development of Canada. One very noticeable feature in Canada was the absence of poverty, which he attributed largely to the temperate habits of the people.

Mr. Hume spoke very briefly, saying the efforts of the delegates would be with Canadians in all their struggles, industrial and otherwise.

Mr. W. P. Wood proposed the health of the chairman, which was briefly acknowledged, and "God Save the King" brought to a close one of the most enjoyable evenings ever provided in Toronto.

Robert Munro, Esq., President of the Canadian Manufacturers' Association.

DEAR SIR,—As you retire from the Presidency of the Canadian Manufacturers' Association the Executive Council and the members of the Association desire to express to you their appreciation of the services which you have so efficiently rendered during your term of office.

In an organization representing such wide and varied interests, the duties of the President are necessarily very important and often very arduous; but throughout the year every function of your office has been fulfilled with an earnestness and ability which have commanded the admiration of our members, and have contributed in large measure to the success of all our work.

Under your able guidance the membership and influence of the Association have largely increased, until to-day it is recognized as one of the greatest factors in the development of our country, and without doubt, the strongest organization of commercial and industrial interests in Canada.

This splendid progress on the part of the Association you have served so well will ever be your best reward, and no testimonial of any kind from us can adequately repay your untiring efforts, or enumerate the varied services you have performed in our behalf.

We desire, however, to mention with special gratitude your zealous endeavor to promote closer trade relations between Canada and the West Indies. The visit which you made to the Islands this year in the interests of Canada, at personal sacrifice and inconvenience, has already produced magnificent results, and is

recognized as a distinguished service to the manufacturers of our land, and to the Dominion as a whole.

As a slight token of appreciation for the work you have so ably and willingly performed as President of this Association, you are asked to accept this address from those who have enjoyed the privilege of serving under your leadership. It is presented, we assure you, with our heartiest wishes for the happiness and prosperity of yourself and family, and the sincere hope that you may long be spared to take an active part in the work of the Association, and in the development of our great Dominion.

Signed on behalf of the Association.

CYRUS A. BIRGE, President.

GEO. E. DRUMMOND, 1st Vice-Pres.

GEO. BOOTH, Treasurer.

R. J. YOUNGE, Secretary.

HEAD OFFICE, TORONTO, NOV. 21ST, 1902.

The whole address was a beautiful sample of clever workmanship and was illuminated with most appropriate designs. The first page had for the background a maple tree shorn of all but a few of its leaves by the fall winds. At its base two of Canada's stalwart workpeople kneel supporting the seal of the Manufacturers' Association, emblematic of industry. On top of the seal is perched an eagle with outstretched wings—the Munro crest. The second page represents by separate illustrations the three sciences, chemistry, mathematics and mechanics, and the opposite page has illustrations representing the animal, mineral and vegetable kingdoms.

The last page is a clever representation of sugar cane, and the typical negro, bringing to mind the valuable services rendered Canada and the Association by Mr. Munro in the West Indies.

Mr. Munro, in acknowledging the presentation, said that when he was called upon a year ago to assume the office of President he did so with a full sense of the honor conferred upon him, but their kindness to him now enhanced his sense of that honor. He expressed his admiration for the great and patriotic organization, the Canadian Manufacturers' Association. A body representing 1,100 corporations with a united capital of £50,000,000 sterling, for they were all English that night, could not but have a great influence upon the progress or otherwise of the Dominion. They had succeeded in uniting the various provinces in the Dominion in a remarkable manner. He spoke of the work of the Association in promoting trade in the Yukon, the West Indies, the Antipodes, and, above all, in the Mother Land. They were a loyal organization, they were loyal to Canada, and, being loyal to Canada, were loyal to the Empire.

The enthusiastic reception given Mr. Munro by the assembly testified in no small way to the esteem in which he is held by the general membership of the Association.

TORONTO MEMBERS INVITED TO TECHNICAL SCHOOL.

Secretary A. G. Horwood, on behalf of the Toronto Technical School Board, has extended an invitation to the Chairman and members of the Toronto Branch of the Canadian Manufacturers' Association to visit and inspect the classes and work of the School on Wednesday evening, December 10th., at 8 p.m. This will be a very interesting occasion and a splendid opportunity to see what the School is doing.

It is hoped a large number of the Toronto members will show their appreciation of this invitation by being present on that occasion.

FOUR NEW SECTIONS IN THE ASSOCIATION.

During the last month four branches of industry have become organized and received the consent of the Executive Council to become sections of the Canadian Manufacturers' Association.

COTTON SECTION

Chairman, A. F. Gault; Vice-Chairman, Jas. Crathern; Secretary, E. H. Cooper; Committee, D. Morrice, jr., R. R. Stevenson, Col. Henshaw, H. S. Holt, A. A. Ayer.

HAT SECTION

Chairman, Robt. C. Crean; Vice-Chairman, Mr. Guillet; Secretary, R. J. Younge; Committee, E. P. Gordon, J. C. Baker, J. E. Molleur, S. A. Agnew, J. A. Parsons, C. W. Meakins

WAGON SECTION

Chairman, W. R. Landon, Chatham; Vice-Chairman, John Sanderson, Brantford; Secretary, R. J. Younge, Toronto; Committee, John Bain, Woodstock; Wm. English, Petrolia; T. H. Speight, Markham; E. Merner, New Hamburg; A. M. Clynick, Woodstock; G. M. McGregor, Walkerville.

GOLD AND SILVER MANUFACTURERS' SECTION

Chairman, Thos. Roden; Vice-Chairman, P. W. Ellis; Treasurer, A. E. Burgess; Secretary, H. D. Graham, B.A.

FURNISHING TRADES' EXHIBITION IN LONDON.

In November INDUSTRIAL CANADA there appeared an account of exhibitions held in the Royal Agricultural Hall, London, N., which were highly recommended by Mr. Harrison Watson.

Since then we have received notice that the Seventh Annual Furnishing Trades' exhibition and market will be held there from the 15th to the 25th of April, 1903.

Considerable space has already been applied for, and intending exhibitors should

make application at once. The notice says, "It is decided to strongly impress upon the trade that this is primarily a commercial market, and is intended to form a series of stock rooms where exhibitors can transact business in the same manner as in their own warehouses."

ONTARIO LIMESTONE

Mr. McKenzie Williams, Phm.B., gold medalist, etc., of Ontario College of Pharmacy, 1901, has undertaken an extensive systematic chemical analysis of the various limestones of the province, the purpose being to classify the different varieties according to their economic value, in relation to various manufacturing industries.

This work, it is expected, will occupy two or three years, possibly more, as it is intended to make the research thorough and exhaustive.

Mr. Williams is now in the Niagara Peninsula and is personally occupied in collecting samples from various outcrops, occurring near Hamilton, St. Catharines, Thorold, Welland, Queenstown, Niagara, Pt. Colborne, etc.

Manufacturers and others interested in having an analysis of limestone occurring in their district are invited to co-operate and send samples of limestones, of which they will receive a Report of Analysis in order of receipt of samples to Mr. Williams, 48 Roxborough St. W., Toronto.

THE DECIMAL ASSOCIATION

The Colonial Conference in London passed the following resolution endorsing the decimal system:

"That it is advisable to adopt the metric system of weights and measures for use within the Empire, and the Prime Ministers urge the Governments represented at this Conference to give consideration to the question of its early adoption."

The Decimal Association, London, Eng., organized for the purpose of promoting the adoption of the system in the United Kingdom, reports continual progress in the headway the system is making.

In the United States there is every possibility that Congress will pass a bill to legalize the system as a compulsory one in the state departments, omitting land survey.

In England 292 members of the House of Commons are already pledged to support a bill in the House.

To assist in carrying on this work the Secretary of the Association, Mr. E. Johnson, Botolph House, Eastcheap, London, E.C., will be glad to receive subscriptions, and any members of the Manufacturers' Association desiring to contribute may do so through the Head Office of the Association in Toronto.

THE CANADIAN WOOLLEN INDUSTRY

THE MAINSTAY OF MANY VILLAGES

Nearly three hundred small towns and villages in Canada have woollen industries, which in many cases are their mainstay, giving employment to hundreds of workmen, who buy all the necessaries of life from the local merchants and the farmers of the surrounding country. Unless the tariff on woollen goods is increased many factories will be forced to close, causing ruin to thousands of homes and blighting the prospects of many thriving villages. Doctors, lawyers and other professional men as well as the local tradesmen would be seriously affected by so many people being thrown out of employment. The circulation of the local newspaper would fall off and the ruin of the tradespeople would take away the most profitable source of newspaper advertising. The banks in many small places would be withdrawn for want of business. The farmers who now find a profitable market for many of their products in these small towns and villages would have to send everything they produce to distant markets, paying high railway freights thereon in many cases. In the little town of Paris, Ont., for example, one woollen manufacturing company employs 800 people. Imagine the consternation in that town if such a concern should close, throwing all its employees out of work! On the other hand consider what would be the effect upon the prosperity of that town if owing to increased protection the capacity of the mill should be doubled!

OF all great Canadian factory industries probably the manufacture of cheese most affects the farmers, but the woollen industry follows very closely. Both cheese making and woollen manufacture were formerly farmhouse industries in Canada, but the latter was the first to be transplanted. The first process transferred from the farmhouse to the factory was the carding of the wool.

hand looms and taken back to the mill for the fulling, dyeing and finishing processes.

ONTARIO'S FIRST FACTORY WOOLLENS

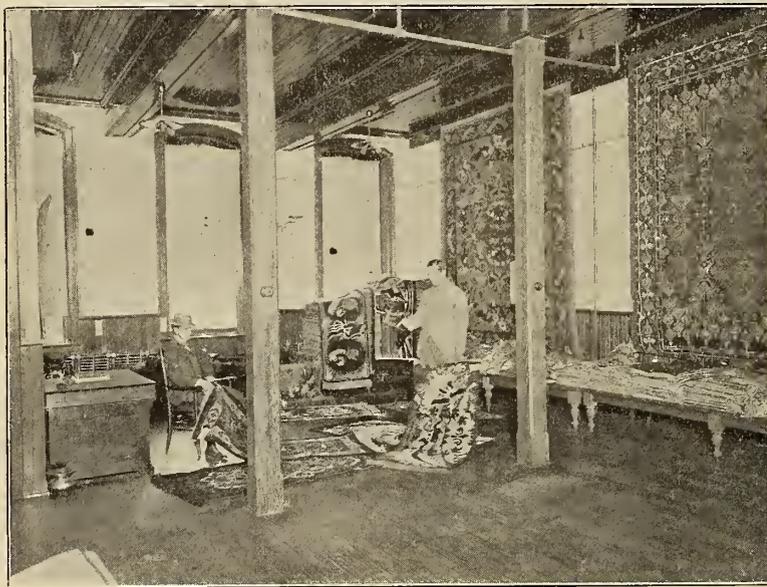
Probably the first factory woollens made in Ontario were manufactured in a mill established by Hon. James Crooks, in West Flamboro, about the year 1827. In 1832, E. C. Griffin, a son of Smith Griffin, built a woollen mill at Waterdown, and in 1835 he

and 1860 woollen mills were established in about fifty different towns and villages of Ontario, scattered throughout the province. The early history of the industry in the other provinces was much the same.

From such small beginnings the manufacture of Canadian woollens has gradually developed so that there are now nearly three hundred woollen factories in the Dominion, giving direct employment to from 10,000 to 12,000 people, and the capital invested in the industry amounts to between twelve and fifteen million dollars.

FINE GOODS MADE IN CANADA

If the farmers and their wives who prosecuted this industry in their homes in the early part of the century were alive now and could go through the woollen mills of Canada, they would be astonished at the revolution which has taken place in the industry and the perfection of the machinery for carding, combing, spinning, weaving, knitting and all the other processes, for some of the best equipped woollen mills in the world to-day belong to Canada, the machinery being thoroughly up to date. They would be surprised, too, at the great variety of goods manufactured and the fine quality of many of the articles produced. But it is probable that if every man and woman now living in Canada could walk through the same factories and inspect the goods produced in them the majority of the visitors would be almost as much surprised at the character of these articles as their ancestors would be, for few Canadians have any idea that such fine woollens are produced in Canada. The term "Made in Canada" has quite a new meaning to anyone who has had the privilege of inspecting a number of modern Canadian woollen mills. It may be said: "Can not these goods be seen in the retail stores throughout Canada?" They can be seen in many stores, but unfortunately they are not always displayed as Canadian goods. They are too often sold



SHOW ROOM IN A CARPET FACTORY

Carding mills were established at a very early period in the history of this country. In the year 1818 Smith Griffin, one of the United Empire Loyalists, had in full operation at Smithville, in Lincoln County, a flour mill, a saw mill, and a carding and fulling mill. The stone dam he built to secure the power still remains in good condition, but the mills have long since passed away. The farmers brought their wool to the carding mill to have it carded and then took it home to their wives to spin into yarn. It was then woven on farmhouse

was manufacturing there a variety of cloths, flannels, blankets and other woollen goods. George D. Griffin succeeded his father, E. C. Griffin, in the ownership of this factory, and it continued in operation until 1850, when it was destroyed by fire. About the same time that the Waterdown factory was built, Hon. Mr. Street established a woollen factory close to the sulphur springs between Niagara Falls and Chippewa, using power from the Niagara River, and another factory was established about six miles south of St. Catharines by Russell Rich. Between 1835

as Scotch or English, and the buyer wonders why such fine goods cannot be made in Canada.

THE BEST MODERN MACHINERY

The leading Canadian woollen factories not only have the very best modern machinery, but they draw upon the whole world for fine wools, and the long period during which the industry has been developing in Canada has produced a class of skilled workmen who know how to make the best use of the machinery and the wool, so that no one need be ashamed of wearing Canadian cloths or Canadian knitted goods. But this does not mean that all Canadian woollens are of the best quality. In Canada, as in other countries, it is necessary to produce goods to suit all kinds of tastes and every size of purse, so sometimes in the same factory there may be seen goods made of the very finest wools piled up beside coarse and cheap fabrics. Salesmen have no hesitation in calling the coarser fabrics Canadian, but many of them imagine that it pays better to label the finer qualities as imported. There would soon be a different story to tell if every customer would demand goods "made in Canada."

EXTENSIVE IMPORTATIONS

However, it is not the selling of Canadian goods as imported that causes our manufacturers most anxiety, but the extensive importations of real English, Scotch and German goods that are no better than Canadian goods, yet are sold in preference to the products of the home factories in almost every dry goods store in Canada. This is due largely to the preferential tariff by which the protection against British goods was reduced 33 1/3%. This preference not only opens the door wide for British goods, but affords opportunities for the manufactures of Germany and other countries of Europe to fraudulently come in. Our manufacturers complain that goods made in Germany and Belgium are shipped to England in large bales, cut into short lengths, rolled on an English board, and then brought into Canada as British goods, getting the advantage of the preference, although not five per cent. of British labor has been put upon them.

The importations of woollen goods during the last six years have been valued as follows:

1897.....	\$ 7,016,097
1898.....	8,133,938
1899.....	9,716,188
1900.....	9,801,585
1901.....	9,944,805
1902.....	10,949,909

Total... ..\$55,562,512

Thus nearly fifty-six million dollars of Canadian money has been sent across the ocean during the last six years to pay for woollen goods, most of which could have been made just as well in Canada, giving employment to Canadian labor and benefiting every branch of trade.

COMPETITION OF IMPORTED SHODDY

The manufacturers say that the most

serious competition comes from cheap goods beautifully got up but made of the most inferior stuff, being mostly composed of cotton thread filled with shoddy and waste woven by expert workmen so that the material looks well and feels soft and pliable, but has absolutely no wearing qualities.

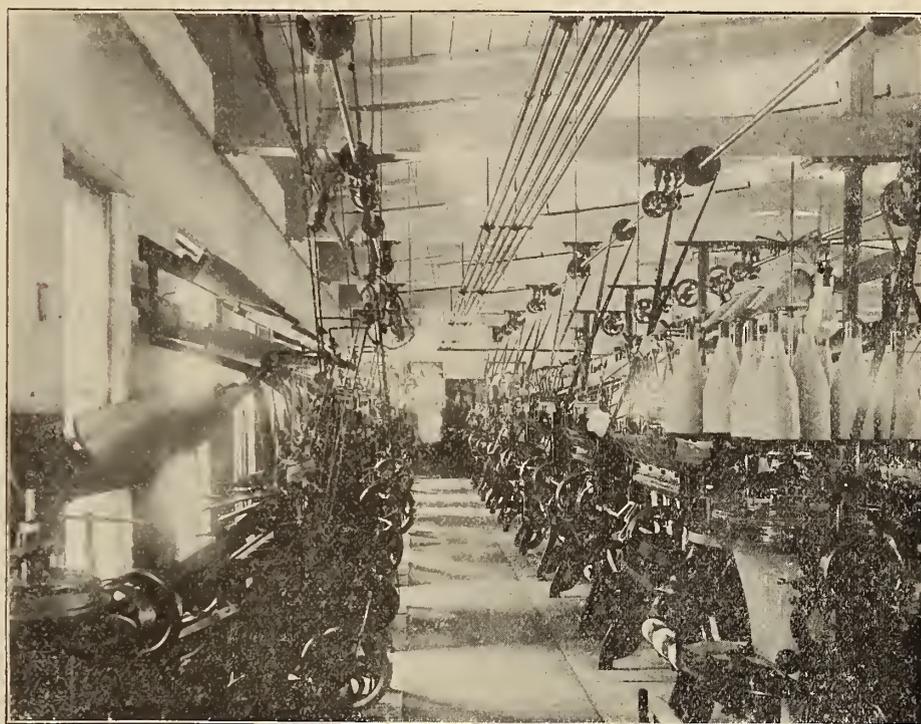
CANADIAN FACTORIES LOSING MONEY

The past six years have probably been the most prosperous period the world has ever known, and Canadian manufacturing industries in general have shared in that prosperity to a great extent, but the Canadian woollen industry has had a struggle for existence owing to the keen competition of imported goods. Some of the factories have been obliged to close down, some have been run at a loss, and very few of them have made

them together again. Then it would be most injurious to the delicate, high-priced machinery of a modern woollen mill to stand idle even for a short time. Rust and dust very quickly damage such machinery. The woollen manufacturers believe that the Government will soon give a favorable response to their appeal for protection, and so they keep their factories running at a loss. They have presented their case in a very forcible manner. Their arguments may be briefly summarized as follows:

PROTECTION OF THREE INDUSTRIES

At present Canadian woollens have only 23 1/3% tariff protection against their most dangerous competitors. Against the same competition the woollen manufacturers of the United States have from 60% to 150%



RIB KNITTING MACHINERY

any money during the last six years. People are apt to be incredulous when told that a manufacturer continues to run his factory at a loss. They say: "If he were losing money he would surely shut down." Yet it is true that a number of Canadian woollen manufacturers are losing money while keeping their factories in operation. Why don't they shut down at once, then? Because having a large amount of capital invested in the industry they do not wish to abandon it without some effort to secure just consideration of their claims for protection. "Why not shut down temporarily?" someone asks. "Would not that be the most effective way of drawing public attention to the necessity for protection?" The answer is that if the Canadian factories shut down, the skilled workmen would quickly drift to the United States, and it would be most difficult to bring

protection, although the United States market is itself very extensive, affording scope for specialization which Canadian woollen mills do not enjoy. They point out that in this country each branch of woollen manufacturing may be said to comprise at least three important industries which in England are usually conducted separately, viz.: (a) the scouring and mixing of the wool and its manufacture into yarn; (b) the manufacture of the yarn into whatever product is desired; (c) the dyeing and finishing processes. Thus if a duty of from 30 to 35 per cent were placed on the finished product it would actually mean the protection of three industries. The Canadian manufacturers do not ask for such high protection against British woollens as the United States woollen industries enjoy. Recognizing that it is a settled policy of the Government to maintain

a preferential tariff in favor of British goods, they do not ask for the abolition of the preference. They propose that the general tariff shall be so increased that when the British preference of 33⅓% is allowed, Canadian woollens will still have from 30 to 35% protection against English and Scotch woollens instead of 23⅓%, as they have now. However, they would like to see more strict provisions, to guard against the fraudulent importation of German and Belgian goods through British channels

EQUIPMENT UP-TO-DATE

Some of the newspapers having alleged that if the machinery of the Canadian woollen mills were thoroughly up to date no more protection would be required, the manufacturers reply that while they will not contend that every woollen mill in Canada is equipped as it should be, Canadian wool-

mill and frequent changes of machinery, whereas the English and German mills with a large market can run steadily on a few staple lines, thus greatly reducing the cost of production, and it is easy to understand that as every yard of imported woollens sold in Canada decreases the demand for the products of the Canadian mills, the extensive importations resulting from the preferential tariff must materially increase the cost of production.

WAGES HIGHER IN CANADA

The manager of a Canadian knitting mill, after visiting the leading factories in the same line in England and Germany, prepared a statement comparing the wages actually paid in his own mill with those paid in English and German mills. The figures are as follows:—

the British market is being flooded with German goods and the words "made in Germany" have become hateful to the British workman.

Knitting is only one branch of the Canadian woollen industry, but the disparity of wages between Canada and its competitors across the sea is fully as great in the other branches of the industry. The Canadian manufacturer cannot reduce the wages of his employees or they will leave for the United States, where all classes of workmen are well protected against the cheap labor of Europe.

FEARS FOR THE FUTURE

The manufacturers who are now running at a loss cannot long continue to do so, and even those who are making both ends meet during this time of prosperity are looking forward with apprehension to the next period of world-wide depression when Canada may be made the slaughter market for woollens.

The free trader of course says: "If the manufacture of woollens is carried on in Canada under such disadvantages it would be better to abolish the duties altogether, allow the industry to die a natural death, and buy all our woollens from Britain or Germany."

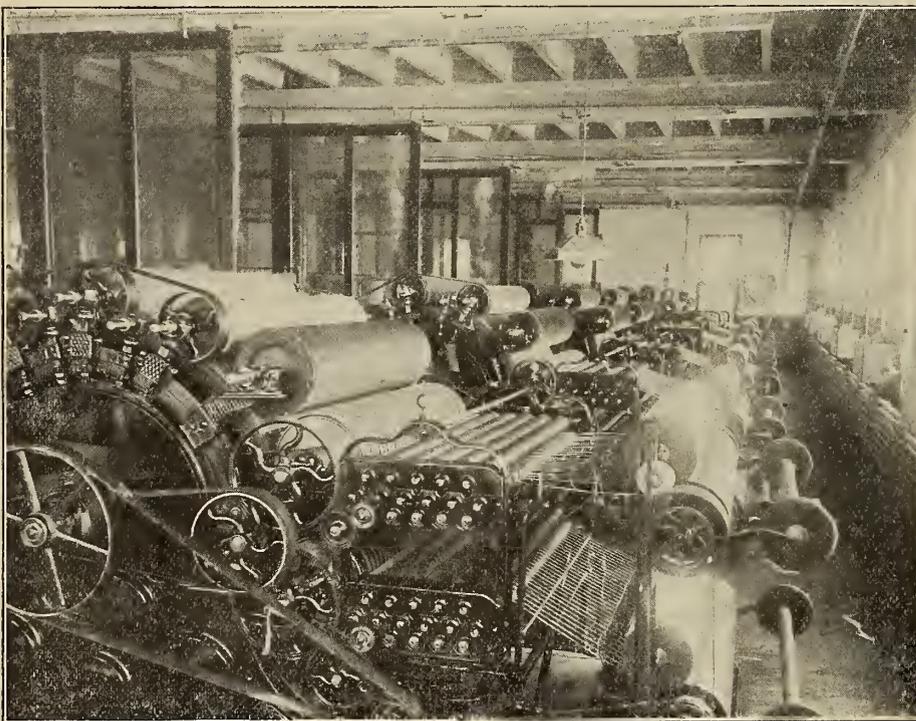
CONSUMER WOULD PAY MORE

If every Canadian woollen factory were wiped out of existence, the Canadian consumer would probably pay more for his goods than he does to-day. The profits would be divided between the foreign manufacturer and the importer. The operation of nearly three hundred Canadian factories has a very important effect in keeping down the price of imported woollens. There is no telling what price the importers would make the Canadian consumers pay if all the woollen factories of the Dominion were shut down. But even if the consuming population could get cheaper woollens by driving the woollen manufacturers and their employees out of the country, the people at large would lose far more than they would gain. The greatest sufferers would be the numerous small towns and villages in which the woollen factories are located and the farmers of the surrounding country, but every section of the community would feel the loss of the money that is put in circulation by these industries.

DIFFERENT KINDS OF WOOL

To understand just what effect the extinction of this great industry would have upon the country at large, it is necessary to have some knowledge of the sources from which the raw materials are obtained, the nature of the multifarious processes of manufacture and the general conditions of the trade.

The most important factor in woollen manufacture is, of course, the wool. The great difference in the wool of different sheep depends in general upon their descent, the crossing of breeds, climate, food, manner of



THE FINISHERS IN A CARDING ROOM

len mills generally compare favorably with those of England and the United States in equipment, having the latest improvements in American, English and German machinery. The manufacturers point out that the cost of manufacture is necessarily higher in Canada than in England and Germany for a variety of reasons. The raw materials cost more; the wages are much higher; the buildings and machinery are more costly; fuel is more expensive, and owing to the rigorous climate it is necessary to use much more of it; the rate of interest is fully two per cent. higher both on the original investment and on the constant banking accommodation required in running the business; and the restricted market necessitates the production of a great variety of lines in one

DAILY WAGE ROLL.

Employees.	Canadian mill.	English mill.	German mill.
95 men	\$155.75	\$99.75	\$71.25
125 women	118.75	93.75	62.50
66 girls	39.60	33.00	24.75
40 boys	24.00	20.00	16.80
	\$339.10	\$246.50	\$175.30

WAGES PAID IN 300 DAYS.

Canadian mill.	English mill.	German mill.
\$101,730	\$73,950	\$52,590

It will be seen that in the one item of wages the Canadian mill is at a disadvantage of \$27,780 when competing with the English mill, and at a disadvantage of \$49,140 in competition with the German mill. The German manufacturer has a decided advantage over the British manufacturer in the matter of wages. This is one reason why

living, and among individual animals of the same breed upon age and sex. The sheep which produces the finest wool has very greasy flesh, which is of little use except to be boiled down for tallow. The fine wool, absorbing oil from the flesh, is always very much more greasy than the coarse wool. The distinction between fine wool sheep and mutton sheep is not so marked as formerly, for in recent years an effort has been made by crossing breeds to secure moderately fine wool from sheep that will also produce good mutton. In New Zealand especially this cross-breeding has been successful, and as a result the price of wool is much lower than it was some years ago. Softness of fibre does not depend upon fineness. Two samples of wool of equal fineness will some times differ greatly in the quality of softness, which has been defined as "a peculiar feel approaching to that of silk or down" and adds greatly to the value of the wool. The wool of the same animal differs much on the various parts of the body, that on the back and sides being the best.

WOOLLENS AND WORSTEDS

Manufactured woollens are divided into two great classes, known respectively as woollens and worsteds. For the former short staple wools possessing good felting properties and known as carding wools are used. Worsteds never undergo the felting process. They are made from long-staple wools known as combing wools because they are prepared for spinning by a process called combing, designed to stretch the fibres and lay them parallel with each other.

BLENDING WOOLS

For different purposes the manufacturer requires wools of various degrees of fineness and softness, and often the best results are obtained by blending different wools together. There is no country in the world where the manufacturer depends entirely upon native wools. The Canadian manufacturer, like the British manufacturer, imports every variety of wool from all the countries where wool is grown, the largest supplies being obtained from Australia and New Zealand. The wool is not always imported direct. It sometimes comes to Canada by way of England, and there are generally extra charges for freight, insurance and exchange.

CANADIAN WOOLS USED

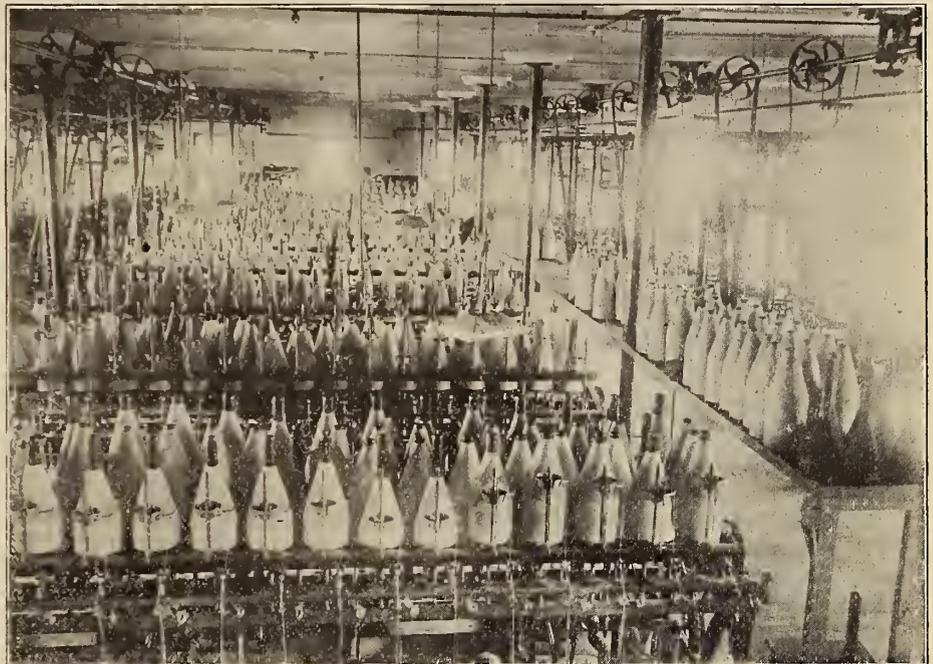
Notwithstanding the extensive importations of wools large quantities of Canadian wools are used. It may be asked would it not be good protection policy to place a duty on imported wools for the protection of the Canadian farmer? It is a principle of protection that all raw materials which cannot be obtained in the country should be admitted free of duty. There are many varieties of wool absolutely necessary to the manufacturer which cannot be produced in Canada, and it would not benefit the Canadian

farmer to exclude them. Indeed, the Canadian farmer would be greatly injured by their exclusion, for much of the machinery in the Canadian factories is only adapted for fine wools, and if the supply of such wools were cut off the factories would have to shut down altogether, as it would not pay to keep only part of the machinery going, and the demand for the home grown wools would cease with the shutting down of the mills.

TO HELP CANADIAN WOOL GROWERS

What would help the Canadian wool grower more than anything else would be the exclusion by high protective duties of the cheaper grades of imported woollens. These are the goods that come most directly into competition with fabrics made from Canadian wool. Such cheap goods include not only woollens manufactured from coarse

and Quebec are very suitable for coarse underwear, the coarser cloths, flannels and blankets. The lustrous combing wools of this province are particularly well adapted for braids and for making bright effects in ladies' dress goods. For such purposes they are quite extensively exported to the United States, but there is a duty to pay. The United States mills buy from Canada only wools suited for combing purposes, and the wool must be strictly graded before they take it, as they cannot afford to pay duty on anything but the special sort they require. If the Canadian manufacturers had sufficient protection the production of ladies' dress goods in Canada would create a large home demand for this wool and the farmer could get a better price for his wool than he can get from United States



WINDING YARN FROM SMALL TO LARGE BOBBINS

wools, but many fabrics made of shoddy, which, although presenting a fine appearance, have very poor wearing qualities. The farmer needs to be protected against such shoddy fabrics, not only because their importation lessens the demand for Canadian wools, but also because it is a waste of money to buy such deceptive goods. The most effective form of protection against shoddy would be by means of specific duties, as ad valorem duties have very little effect in excluding such trash.

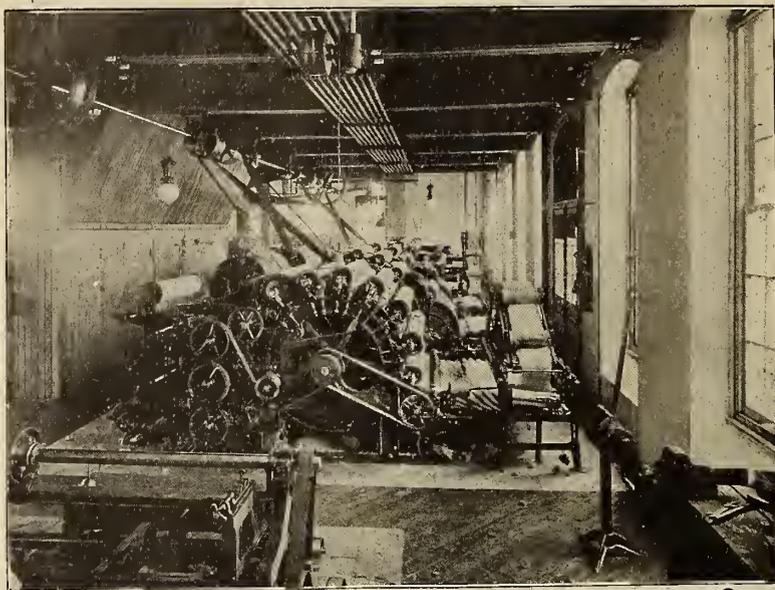
GOOD WOOL FROM NOVA SCOTIA

Perhaps the best wool produced in Canada is that which comes from Nova Scotia and Prince Edward Island. The grade known as Halifax wool has a high reputation, and is said to be equal, if not superior in strength of fibre and softness to any other wool in the world of the same grade of fineness. The wools of Ontario

buyers who have to pay the duty. A factory for the production of this class of goods was established in Hespeler some years ago, but the protection was insufficient, and the factory was moved to the United States, where it became a great financial success. That factory is now importing combing wool from Canada and paying the duty on it. While located in Hespeler the manager secured seven samples of English and Scotch cloths of the same class as he produced, and placing with them several samples of his own manufacture, sent the fourteen samples together to a leading Montreal importer without explaining that some of the samples were imported, and asked him to pick out the best seven. The Montreal importer picked out the seven samples of Canadian make and sent them back to Hespeler, saying they were the best.

GRADING AND SORTING WOOL

The first process in the woollen factory is the grading and sorting of the wool. The fleeces are first carefully inspected and graded according to quality. Then the wool of each fleece is sorted. There are sometimes eight or ten different kinds of wool in one fleece, and quite commonly five or six. To sort the wool requires much skill of eye and hand in order to discern minute differences that are quite inappreciable by common observers. The wool having been sorted is scoured. The scouring machine is from 90 to 100 feet long, and consists of three tanks or tubs from 20 to 35 feet long, filled with a scouring liquor made by mixing soap and soda or potash with hot water. The wool is worked slowly through the liquor by a series of brass forks attached to parallel bars that move backward and forward. At the end of each scouring tank are squeezing rolls which squeeze out the liquor. The wool passes through one tank after another, getting cleaner in each of the three operations. After the scouring is completed, the wool is put through a drying apparatus. Sometimes the wool is dyed immediately after being scoured, but very commonly the dyeing takes place after it is spun into yarn or after the yarn has been woven or knitted into a fabric. After being dried the wool goes to a picking machine consisting of a spiked cylinder revolving over spiked bars. The spikes tear the wool apart as it passes between them, thus opening it up, mixing it and getting rid of the dust and burrs. This process is generally known as dusting in Canada and as willowing in England. Some wools are so full of burrs that it is necessary to run them through a special burring machine. In the scouring process the wool loses its natural oil and it is necessary to oil it again before it goes through the various processes of manufac-



TWO SETS IN A CARDING ROOM

GOOD WOOL FROM ALBERTA

Considerable quantities of wool of fairly good quality are now being produced in the ranching country of Alberta near the foothills of the Canadian Rocky Mountains. A leading woollen manufacturer of Ontario said he believed that with careful breeding a very good quality of wool might be produced in that section of the Dominion. The flocks are rapidly increasing, and unless there is a great extension of the Canadian woollen industry, the far-western farmers will have to seek a foreign market for their wool. There are great beds of coal and many streams of swift running water near that ranching country, so that as the Northwest increases in population extensive woollen industries will be established there if adequate protection is given. Thus the wool growers of Alberta will have a market close at hand for their wool which will pay them far better than sending it great distances over rail and water to the market of Britain, where it must compete with wool from all quarters of the world.

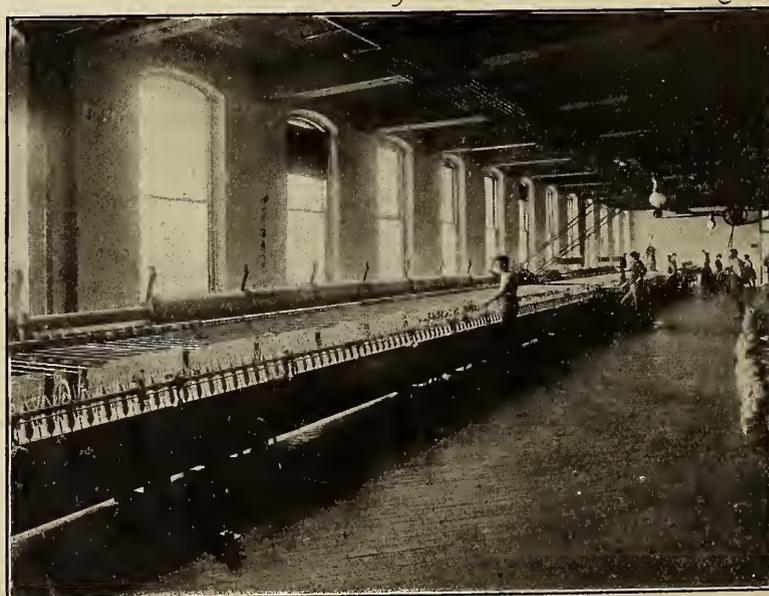
WOOL FOR CARPET YARNS

Canadian wools are particularly well adapted for the manufacture of carpet yarns. A Canadian carpet manufacturer said the other day that Canadian wools were the best in the world for this purpose. If all the carpets now imported were made in Canada it would mean a large increase in the demand for Canadian wool. The carpet factories also use considerable quantities of hair from goats, cattle and other animals. A large demand for the hair of cattle would, of course, increase the value of every animal in the farm yard. It is used together with wool in making carpets, and not only improves the wearing qualities, but gives spring to the carpets. Unfortunately there is grave danger that most of the Canadian carpet factories already established may be

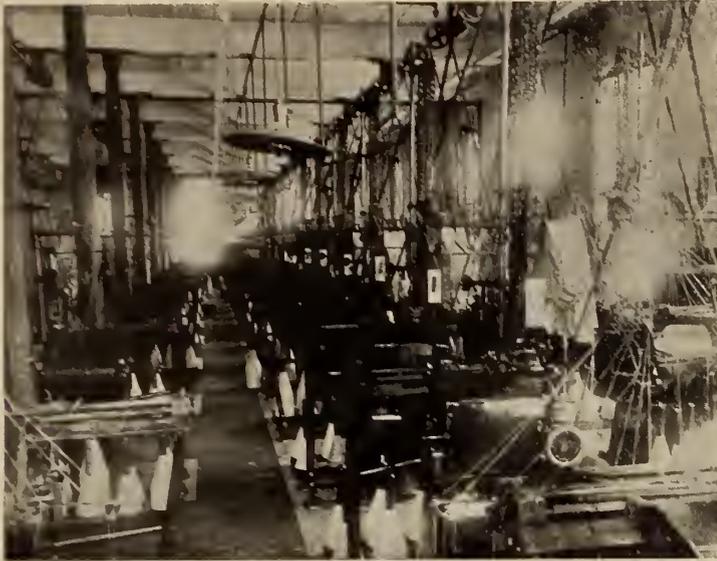
crushed out of existence owing to the wholesale importation of carpets under the preferential tariff.

FLEECE WOOL AND PULLED WOOL

The wool comes to the manufacturer in two distinct forms, known as fleece wool and pulled wool. The former is obtained from the annual shearing, all the wool from one sheep remaining in a connected mass being known as the fleece. The pulled wool is taken from the skins of slaughtered sheep. Much of the pulled wool used in Canada comes from the south of France, where wool pulling is an important industry, sheep's hides being brought there from many countries. This pulled wool is used extensively in making underwear as the shrinking qualities are to a considerable extent removed by the pulling process



SPINNING WOOLEN YARN



KNITTING MACHINERY FOR FULL FASHIONED HOSIERY

ture. For this purpose it is spread on the floor after the dusting is completed, and covered most commonly with lard oil, although other oils are sometimes used. It is then passed through another picking machine with revolving cylinders covered with wire teeth which further open the wool, ridding it of impurities and mixing it into a uniform mass, after which it is ready for carding.

CARDING THE WOOL

The carding plant consists of three connected machines known in Canada as the first breaker, the second breaker, and the finisher or condenser. Each of these carding machines has a series of cylinders of various sizes covered with leather closely studded with innumerable fine, sharp-pointed, steel-wire teeth, just as a brush is studded with bristles. This wire-studded leather is called card clothing, and is frequently sharpened on an emery cylinder specially designed for this work. The cylinders of the carding machines are very close together, the distance between them being adjusted to suit the various kinds of wool. The cylinders revolve in different directions, and as the wool is passed from one to another the fibres are disentangled and pulled out. From the last cylinder of the first breaker the wool is stripped by a steel comb, working up and down in front of it, and the wool then passes through a short tube, that gives it a rope-like form, which, however, has no more consistency than if the loose wool were simply pressed together in the hand. This roping is wound on large spools at one side of the machine, and from 48 to 60 of these spools are placed on a rack at the back of the second breaker. In passing through the second breaker they are all mixed together, and after being carded in the same way as in the first machine, are wound off on spools again in a single roping which goes through a final carding process

the third machine, and is then condensed

by a rolling or rubbing process into a round, soft, untwisted cylindrical cord or sliver called a roving, which is wound on a large spool, and in this form it is ready for spinning on the self-acting mule. Sometimes a small percentage of cotton wool is mixed with the sheep's wool before carding, and the two are thoroughly mingled in the carding process.

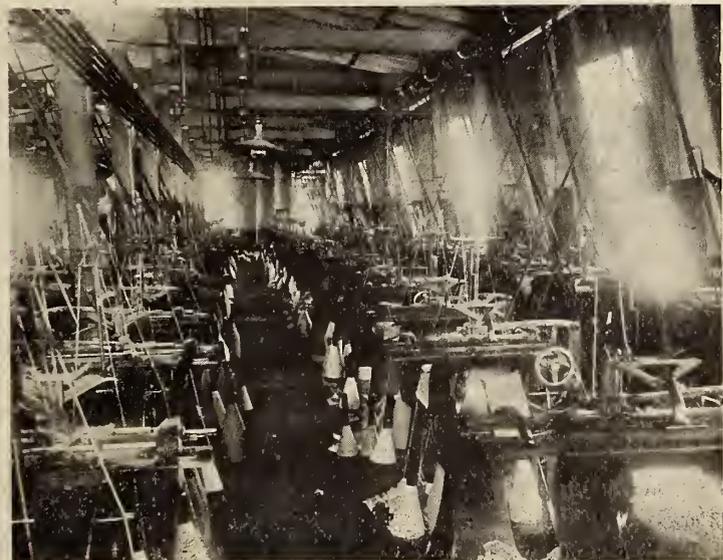
COMBING WOOL

The combing wool used in making worsted yarns is put through a much more extended series of processes, all of which are intended to straighten the fibres and place them parallel with one another, for it is most important that all fibres shall be parallel in worsted yarns. The first operation is a carding process very similar to that which has just been described. The wool is then put through machines called gill boxes for straightening the fibre, after which it is wound on a batting machine into large balls

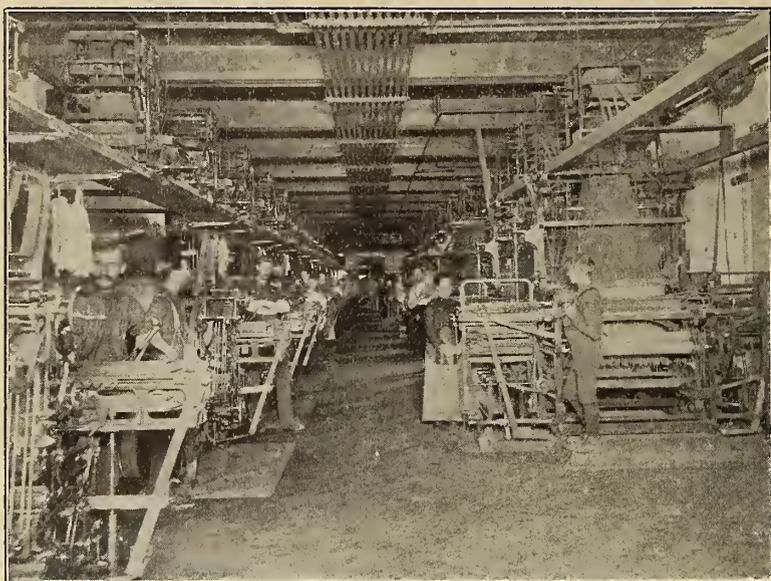
which are placed on an ingenious device known as the Noble comb. This machine gives the wool a brushing, which further straightens out the long fibres and casts out the short ones together with any impurities. After being thus combed the wool is passed through two more gill boxes for the purpose of placing the fibres parallel. It then goes through four different machines called drawing boxes, in each of which it is doubled up and drawn out, after which it is put through a slubbing machine and a roving machine, and then wound on spools ready for spinning. The self-acting mule has from 240 to 420 spindles mounted on a carriage, which passes backwards and forwards, so as to stretch the yarn at the same time that it is twisted and wound on to small bobbins. For knitting purposes the yarn is wound off the small bobbins on to large bobbins in a machine specially designed for the purpose. When the yarn is to be used for weaving the bobbins from the spinning machine are set in a frame. Sometimes the yarn is first dyed, and if different colored yarns are to be woven into the same fabric the bobbins are arranged on the frame according to the design. The ends of the yarn on the different bobbins are fastened to the warping machine, the object of which is simply to arrange the threads in order for the loom. The warp is then wound on a cylindrical wooden beam, the process being called beaming. After the yarn is beamed it is drawn into the heddles of the harness. The heddle is a wire guide with an eye in the middle for the regulation of the yarn in the loom.

WEAVING THE CLOTH

On inspecting a piece of woven cloth it is found to consist of two distinct sets of threads running crossways at right angles to each other. Of these the longitudinal threads constitute the warp, while the transverse



HALF HOSE KNITTING MACHINERY



TWO ROWS OF LOOMS WEAVING INGRAIN CARPETS

threads are called the woof, weft or filling. The warp yarn constitutes the web in the loom, and the weft yarn, which crosses the warp, is arranged on spools at the side and hrown across the web in shuttles. In weaving each time that the warp is opened by the separating of its alternate threads, a shuttle containing the woof is thrown across it. The woven piece, as fast as it is completed, is wound up on a second beam opposite to the first.

When woven, the cloth is put through a washing or a scouring machine. At this stage the fabric is called flannel, and if it is intended for fulled cloth, it must next go through the fulling process by which it is thickened. In the fulling machine it is impregnated with fulling soap and water and passed between rollers, after which it goes through a washing machine and is scoured.

THE TEASELING MACHINE

When the cloth is intended to have a smooth nap finish it is run through a teaseling machine. In the old style machine the nap is raised by passing the cloth over the heads of the teasel plant, which have strong elastic recurved spines that entangle themselves in the woolly surface and raise a velvety pile. The thistle like heads of the teasel are set in frames which are arranged on a large cylinder. As the cylinder revolves the spines of the teasel raise the nap. In the more modern teaseling machine brass wire teeth take the place of the teasel heads. After teaseling the cloth is dried and then goes through a shearing process to cut down the nap, after which it is pressed, and is then ready for shipment.

KNITTING MACHINERY

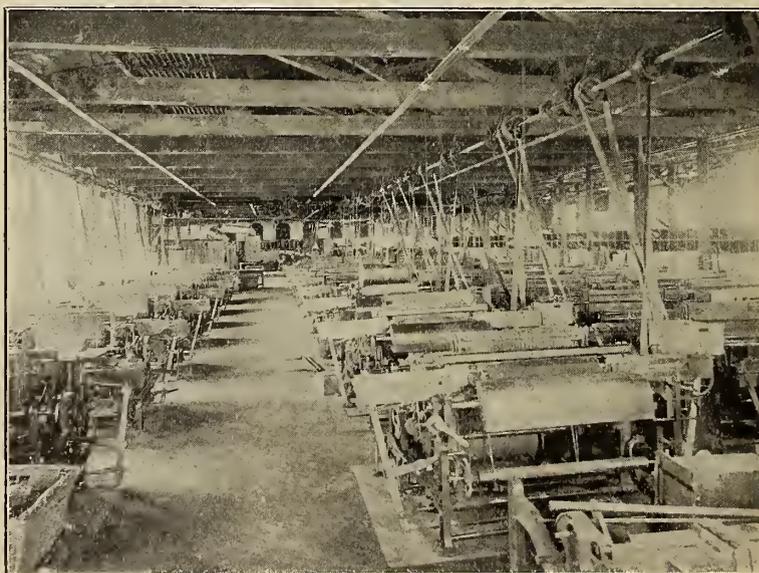
There are so many different machines for knitting all kinds of underwear, hosiery, mittens, caps, sweaters, golfers and other

garments that it would be impossible to describe them within the space allotted to this article. The number of operations through which a suit of knitted underwear goes amazes every visitor to a knitting mill. Take an undershirt for example. After the cloth is knit it is taken to the cutting room, where it is cut into garments, a number of pieces of the knitted cloth being laid on top of each other and a board pattern placed on them so that they can all be cut to the same pattern at once. After the cutting the size is marked on each garment. The cuffs and borders which have been knitted separately are then looped on by machine. Then the garment is seamed. The rough edges of the seams are smoothed down by cross stitching with yarn in what is called a seam covering machine. It then goes to the menders, who inspect it and carefully mend by hand any dropped stitches. It next passes to the wash

room, where it undergoes a washing and fulling process. From the wash room it is taken to the bleaching house. It is again washed and then put through a water extractor which partly dries it, after which it is placed on drying frames shaped according to the pattern of the garment. The drying frames are placed on trucks, which are run into a drying room, where the air is heated by steam coils and circulated by means of a large fan. When taken off the boards it is brushed by being run between rollers having card clothing or bristles. The garment then goes to the trimmer, where the neck is cut out and the opening in the front made. Then it goes to the finisher, where the neck and front are finished, the facings being sewn on, after which the buttonholes are made and the buttons sewed on. All this is done by machinery, directed, of course, by skilled workers. A girl buttons them up and cuts off the loose threads. Then the garment goes to the inspectors to be mended, any dropped stitches being taken up and any defects caused in running through the mill repaired. Then comes the pressing, after which the garment is sometimes stamped if it possesses some particular quality—"unshrinkable," for instance. Finally it is carefully inspected again for defects before it is parcelled and sent to the shipping room.

SEAMLESS HOSIERY

One of the most interesting sights in a knitting mill is the fabrication of seamless hosiery. In one of Canada's large knitting mills may be seen a machine making fine cashmere socks and stockings. One machine does all the work automatically, taking the yarn from the bobbin and turning out the completed sock or stocking without a flaw and without a seam. It begins with the toe, follows the shape of the foot, splices the sole, turns the heel, and then knits the



SMYRNA RUG LOOMS

AXMINSTER CARPET LOOMS

leg, following the shape of the limb, putting in a high-spliced ankle.

EXPENSIVE MACHINERY

In all the branches of the Canadian woollen industry the factories are equipped with most expensive machinery. The writer was particularly interested in the marvellously complete equipment of a large Canadian carpet factory. This factory would compare favorably with any in America, not only in respect to machinery, but also as regards the perfection of the carpets and rugs produced in beauty of design and durability. The manager, after showing the visitor his great stocks of raw materials, said proudly, "Not one pound of shoddy is used in this factory."

INGRAIN AND AXMINSTER CARPETS

The same carpet manufacturer referring to different kinds of carpets specially commended ingrain and Axminster carpets. He said: "The number of looms making ingrain carpets throughout the United States, Great Britain and Canada is away in excess of those used to produce any other carpet fabric. They are generally classed as two ply and three ply, that is of two or three distinct webs interwoven so as to form one piece. The patterns are produced by the different colored webs being alternately brought through each other to the surface. so that, although the design is the same on both sides, the colors in which it is wrought are reversed. The weaving is done in the Jacquard loom. Ingrain carpets were for many years known as Kidderminster carpets, being principally made in that Yorkshire city. Large mills having been established in Kilmarnock, Glasgow, and other cities of the land of the heather, they are also known as Scotch. Excellent ingrain carpets are now made in Canada. A well-made, all wool ingrain carpet will give satisfactory wear for fifteen years. The modern methods of dyeing yarns for ingrain carpets and weaving them having made them a far more desirable carpet for consumers, the demand for tapestry carpets has very much fallen off. The ingrain being yarn-dyed instead of printed, one-third wider and reversible, offers at the same price, all the merits in appearance and a much superior wearing fabric. The Axminster carpet is the only one that needs two weavings, and for this reason has the merit of surpassing all other carpets in wear. To produce a carpet of this kind, the design, having first been carefully painted on specially prepared paper, is cut into strips from which a chenille cloth is woven to exactly match the colors in the design as they appear on the paper. This cloth is then cut into narrow strips and passed over a calendar, which presses all the ends of the cut fibres so as to have them, when woven into the carpet, standing upright.

To give an idea of the very extensive opportunities which offer themselves to produce a variety of colors in a design, it may be stated that as many as 180 shades can be woven into one square inch. The most valuable feature in an Axminster carpet is that all the yarn used in the carpet for its wearing qualities is kept entirely on the surface. This carpet took its name from Axminster, a town on the river Ax where it was first made, but such carpets are now made in Canada with the most perfect modern machinery."

OUR EXCHANGES.

This list comprises interesting articles noted since the last issue of INDUSTRIAL CANADA. The different papers are on file in the Association's Rooms and are at the disposal of the members.

Agricultural Implement.—*Manufacturers' Convention at Minneapolis.* "Implement Age," October 23, 1902.

The American Plow and the Russian Farmer.—With illustrations and prices. "Consular Reports," U. S. A., November, 1902.

Anti-Friction Bearings.—Henry R. Lordly, "Iron Age," November 13, 1902.

Boycott.—Redress for the Boycott, Oscar M. Gottschall; The Blackmail and Monopoly of the Boycott, Walter Gordon Merritt; Criminality of the Boycott—The Remedy, Daniel Davenport, "American Industries," New York, November 1, 1902.

The Boycott.—The Neglected side of Trade Unionism, Walter Gordon Merritt, "American Industries," October 15, 1902.

China—New Customs Tariff. Supplement "Board of Trade Journal," October 30, 1902.

Coal Trade of the United States and the World's Coal Supply and Trade. "Commerce and Finance," No. 3 Series, 1902-1903, Washington.

The Manufacture of Coke from Compressed Fuel.—John H. Darby, "American Manufacturer," October 23, 1902.

Commerce of Japan 1901.—"Consular Reports," U.S.A., November, 1902.

Trade of Cuba for the year 1901.—"British Consular Reports," No. 2909.

The Electric Furnace.—Dr. Alfred Stansfield, "Canadian Engineer," October, 1902.

Electric Smelting of Iron Ore.—A. J. Rossi, "The Iron Age," November 20, 1902.

Fertilizers.—Bulletin No. 81. Inland Revenue Department, Ottawa, 1902.

Our Foreign Commerce.—Mr. James Deering; Urging the vital necessity of Reciprocity and Government Bureau of Commerce. "Implement Age," Philadelphia, November 6, 1902.

Japanese Trade Reviewed.—"Commerce," November 5, 1902.

Maps, accompanying the Annual Report Public Works, Canada, 1901-02. (1) French River; (2) Transportation Route from the

Great Lakes; (3) Ship Channel between Montreal and Quebec.

Modern Mechanical Engineering.—The "Iron Age," November 13, 1902.

The Procedure in the Complete Audit of the Accounts of a Commercial Firm.—H. Morgan, "Commerce, Accounts and Finance," New York, November, 1902.

Reclaiming the West—National Irrigation Policy in U. S. "Implement Age," November 20, 1902.

Sault Ste. Marie Water Power.—Frank C. Perkins, "Electrical World and Engineer," September 27, 1902.

An Electric Pumping Station for Sewage Disposal.—"Electrical World and Engineer," Oct. 18, 1902.

Shafting out of Line.—D. B. Dixon, "American Manufacturer," Nov. 20, 1902.

Sicily's Trade in 1901.—Consul Sydney Churchill, "Commerce," Sept. 24, 1902.

Silver and Plated Ware in Foreign Countries.—"Special Consular Reports," Washington, 1902.

Standard Specifications for Steel Forgings and Castings.—"American Manufacturer," Oct. 2, 1902.

Technical Education.—Bernard McEvoy, "The Canadian Engineer, Oct., 1902.

United States, History of its Territorial and Commercial Expansion—"Commerce and Finance, August, 1902.

CANADIAN EXPORT COMPANY, LTD.

The "Ontario Gazette" of Nov. 1st gives notice that a charter has been granted to the Canadian Export Co., Ltd., with head offices in Toronto, which is inaugurated for the purpose of carrying on the business of General Export and Import Commission and Shipping Agents, and to acquire for that purpose the business, rights, franchise, connection and good will of any person, firm or corporation carrying on or interested, in any similar business. The names of the directors are well known successful business men,—Mr. J. P. Murray, Toronto Carpet Co., Mr. J. S. King, J. D. King, Co., Ltd., Mr. A. F. MacLaren, A. F. MacLaren Imperial Cheese Co., Ltd. This Company is incorporated for the purpose of carrying on a business similar to what is carried on by the large import and export commission houses in New York City, and it is through these houses that a large share of the United States export trade is handled. There is abundant room for operations of such a company in Canada.

AUSTRALIAN TARIFF

Messrs. W. P. Wicksteed & Co., Adelaide, and Mr. Wm. McLean, Melbourne, have forwarded to the Association copies of the new tariff of the Commonwealth of Australia. This is of interest to all of our members, and we publish the same in full as a supplement to this issue.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies—Bahia Blanca. A general agent in Bahia Blanca, Argentine Republic, resident in Canada some years ago, is now in touch with the trade of the South American Republics, and is opening a commission agency at the above place, desires to devote his energies to the development of Canadian trade, and is anxious to secure agencies. He carries on correspondence in French, English, Spanish or Italian.

Berlin, Germany.—A correspondent writes from England that he is about to open a large wholesale and retail establishment in Berlin, Germany, in the near future. He states that he is impressed with the hold Canadian goods are taking on the continent and asks to be put in touch with Canadian manufacturers.

Bridgetown, Barbados.—A young man in Barbados, familiar with the markets of Trinidad, Demerara, St. Lucia and St. Vincent, desires to represent Canadian manufacturers in those Islands.

Cape Town.—A firm in Cape Town, South Africa, desires to secure an agency for a manufacturer of oak mantel pieces, and over-mantels.

Liverpool.—A firm of commission agents fully acquainted with Canadian trade desires to represent exporting manufacturers.

London.—A London firm of shipping and Colonial agents, with branches at Cape Town and Durban, desire to correspond with Canadian exporters prepared to do business with South Africa.

Paris, France.—A correspondent in Paris, France, who is Secretary of the Chamber of Commerce, and holding other responsible positions, sending good references, desires to represent Canadian manufacturers and is in a position to take charge of any consignment of goods forwarded to him.

Port Elizabeth.—A firm with its head office in Port Elizabeth, Cape Colony, desires to increase its Canadian connection. They do business on a commission basis, and ask for samples to represent

the lines offered. This firm is recommended by the Canadian commissioner now in South Africa.

South Africa.—The Secretary of the London Chamber of Commerce writes that he is in touch with a general merchant who has been in business in South Africa for the past eight years, who desires to secure the agency of a firm of Canadian packers of preserved meats, fish and vegetables.

Gallon Apples.—A firm in Glasgow, Scotland, carrying on a wholesale business since 1868, desires to purchase gallon apples in carloads of 600 to 700 half cases. He sends good references and quotes terms of cash against documents attached to customary 60 days draft.

Bacon.—A Liverpool firm of produce importers is anxious to secure a consignment agency for Canadian bacon, and wish to get into touch with a reliable packer.

Brooms, Whisks, Broom Handles and Woodenware.—A firm in Belfast having travellers covering the trade, and who send good references, desire to secure an agency in Ireland for the above lines.

Chairs.—A firm in Adelaide, South Australia, with whom we have had considerable correspondence and who are well recommended to us, desire to be put in communication with furniture manufacturers with a view to securing an agency for low price bed-room chairs, which line, they state, coming from Canada is in much demand.

Cheese.—A correspondent in Belfast, Ireland, desires to communicate with a cheese exporter with a view to being appointed a representative. He states that he can do a large business with the wholesale trade.

Deals, Doors, Mouldings, Shelvings.—A firm of merchants possessing houses both in London and Natal wishes to hear from Canadian manufacturers of deals, doors, mouldings, and similar lines who may desire to develop direct trade with South Africa.

Evaporated Cream.—Enquiry is made by a Barcelona, Spain, house for the address of Canadian manufacturers of evaporated cream.

Excelsior.—A Bradford, Eng., house asks to be placed in touch with Canadian manufacturers of excelsior.

Fish.—A Hamburg firm already doing an import business in Canadian fish desires to extend their relations with the Dominion, and will be glad to hear from exporters in other lines of produce who require representation in Germany.

Flour.—A firm in Cork, Ireland, doing a wholesale trade desires prices from Canadian millers of high grade flour in quantities of from 1,000 to 5,000 bags. They send as reference the Provincial Bank of Ireland, and quote terms of payment prompt cash.

Furniture in the White, Manufactured Wood Articles and Dimension Stock.—A firm in London, England, desires to be put in communication with the manufacturers who can supply the above goods. They also state that if a manufacturer desires to take this matter up on a large scale they will be glad to meet a representative in this country in the near future.

Hardware, Ship Chandlery and Oilman's Stores.—A firm in Fiji Islands, sending as reference the Bank of New Zealand, carrying on a general business since 1870, desires to purchase the above lines of goods. Method of payment by 60 days draft.

Harness.—A Leith, Scotland, firm, which buys buggy harness and other specialties for the trotting track, horse boots, etc., wish to get into touch with Canadian manufacturers of such goods.

Lawn Mowers.—A firm in London, England, desire to purchase Canadian lawn mowers. The firm is recommended to us by our correspondent member in London, England.

Lumber.—A timber merchant in London, England, and Durban, South Africa, desires to secure in Canada lumber similar to Red Baltic deals of different dimensions, also floorings and ceilings, fringed and groved, double moulded doors, all sizes, sash mouldings and shelvings.

Mouldings.—A firm in Belfast, Ireland, having travellers covering the trade, and sending good references, desire to secure the agency in Ireland for picture mould-

ings, gilts, greens and polished and waxed.

Oats—A London firm importing oats in large quantities desire to be placed in touch with reliable shippers in Canada.

Oats, Rolled—A firm in London desires to secure the agency of a Canadian shipper of rolled oats. They have carried on a wholesale business since 1898.

Oysters—The addresses of some Canadian oyster merchants have been asked for by a Durban firm desirous of obtaining samples of caraque and other varieties.

Paper—A firm in Sydney, N. S. W., well recommended to us, asks for samples and prices of printing and wrapping papers all sizes, qualities and weights, and also cards, strawboards, etc.

White Pine—A correspondent in Ilford, Eng., asks to be furnished with addresses of Canadian saw millers handling white pine and sawing small stuff. Sizes to any length from 2 feet 2½ inches wide, 3-16 inches thick, free from knots, sap and shakes.

Fruit Pulp—Two enquiries have been made by importers in London for names of Canadian producers of fruit pulp of good quality.

Turkey Quills—A firm in Ireland desires to purchase large quantities of turkey quills, and asks for prices c.i.f. London and Liverpool, also Boulogne and Havre, France.

Roofing Slates—(1) Enquiry is made by a Woolwich, England, firm for the names of Canadian firms who are prepared to export the above line.

(2) A London house would like to hear from Canadian owners of slate quarries who can ship large quantities of roofing slates of first-class quality.

Soda Water Fountain—A Canadian in South Africa desires to secure the agency of a soda water fountain manufacturer.

Soft Goods—A firm of general merchants, established 1870, in Fiji Islands asks for samples (cuttings) of prints not over 28" to 30" wide with price lists.

Straw—We have an enquiry from a Canadian firm for the names of shippers of rye straw suitable for manufacturing horse collars.

Turkeys—A firm in Burton-on-Trent, England, desire to receive quotations from Canadian shippers of fruit and poultry (turkeys).

Veneer—A well known firm of commission agents in South Africa desires to procure perforated veneer used for seating for billiard-room settees, etc. They send dimensions and state that payment will be made by draft with documents attached from a bank at Cape Town.

Wood Flour—A firm in Glasgow desires to procure the names of manufacturers of wood flour in a position to export to Scotland. The wood flour wanted is that from hard wood and free from resin.

NEWS ITEMS.

The Daughters of the Empire had made preliminary arrangements for holding a special exhibition of "Made in Canada"

Correspondent Members

CANADIAN MANUFACTURERS' ASSOCIATION

The following have been officially appointed correspondent members of the Association for the districts named. The appointments were made only after the executive were assured as to the reliability and good standing of the parties, but no liability is assumed by the Association. They will furnish free to members preliminary information with reference to the markets in which they are situated.

AUSTRALIA—

Brisbane, Queensland—D. H. Ross.
Sydney, New South Wales—Charles Dobson, Strand St.
Melbourne, Victoria—William McLean, 107 Elizabeth St.

BELGIUM—

Emile Pauwaert, Ghent, Belgium.

BRITISH WEST INDIES—

Barbados—C. D. Davies, Bridgetown.
Jamaica—Hon. T. J. Middleton, Kingston.
Trinidad—T. Geddes Grant, Port of Spain.

DUTCH WEST INDIES—

Curacao—Jacob Jesurun, H. M. Consul.

GERMANY—

Henry Becker, Berlin S. 42. Ritterstr. 27.

GREAT BRITAIN—

Harrison Watson, Curator Canadian Section Imperial Institute, Imperial Institute Road, London, Eng.

NEW ZEALAND—

Th. de Schryver, Auckland.

SOUTH AFRICA—

Cape Town—Moffat, Hutchins & Co., P.O. Box 185.
Johannesburg—J. W. Taylor, 10 Exploration Buildings.
Kimberley—Jas. Richardson, Richardson & Brittain.

goods in Toronto next January, but owing to difficulties met with in securing suitable rooms, we believe the project has been abandoned for the present. This will be greatly regretted by many manufacturers, who would have been pleased to take advantage of such an excellent opportunity to educate the Canadian public regarding the excellence of their products. However, the daughter's of the Empire hope to carry out their scheme in the near future. If so, it will doubtless be of much practical benefit.

TRANSVAL O.R.C. NATAL

THE ...
J. W. TAYLOR COMPANY,
LIMITED

Pioneer Canadian Importers of the Transval
First in 1896, Foremost ever since.

Building Material and Machinery of all classes a specialty.

General Indenters for Farming Implements, Furniture and Household Requisites.

General Importers for Subsidiary Companies.

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Canadian Manufactured Goods

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The Goderich Organ Co.

GODERICH, ONTARIO

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LIMITED

Head Office and Works, TORONTO, Ont.



MUNICIPAL BUILDING AND CITY HALL, TORONTO,
COST UPWARDS OF \$3,000,000.

ALL THE ORNAMENTAL IRONWORK IN THIS BUILDING, INCLUDING
18 STAIRCASES AND 700 FEET OF WROUGHT IRON RAILING,
WAS MADE IN CANADA BY

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RESERVE FUND - - - - \$350,000

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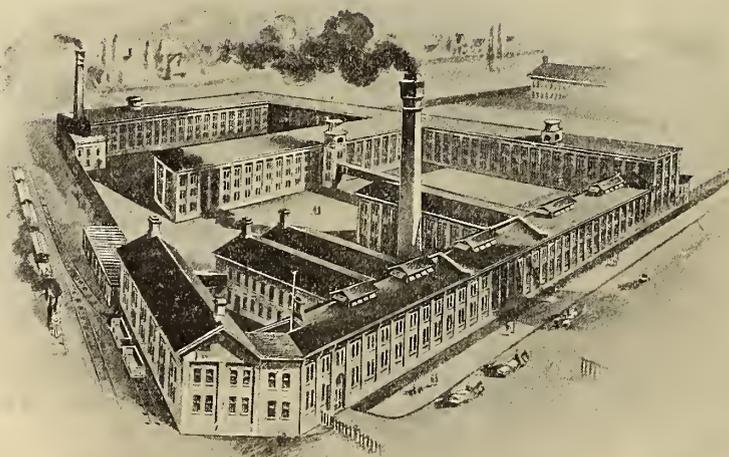
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BELTING  
PACKINGS  
VALVES  
VALVE SHEET  
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The best fitting, best wearing and most stylish rubber footwear on the market.



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CERTAINLY  
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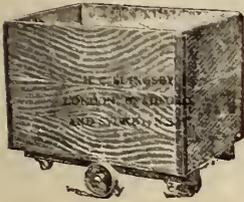


WE BUILD

Canadian  
Factory:  
**MONTREAL**

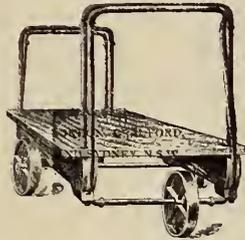
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Any Style

SPINS  
LIKE A TOP.  
  
RUNS  
EITHER WAY.



Any size

**NOTHING BUT THE BEST**  
AT THE MOST REASONABLE PRICES.

For the factory, warehouse, brewery, mill, hospital—  
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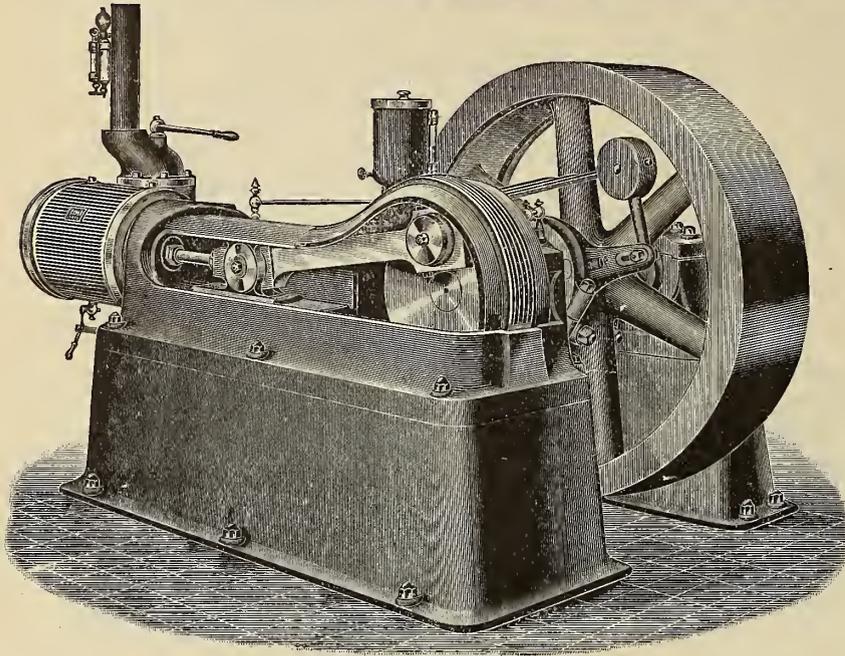
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SAYS: 

*"We find the 100 horse power engine bought from you very satisfactory. The saving in fuel has been about \$25 per month over the engine we were running before."*



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*Engineers*

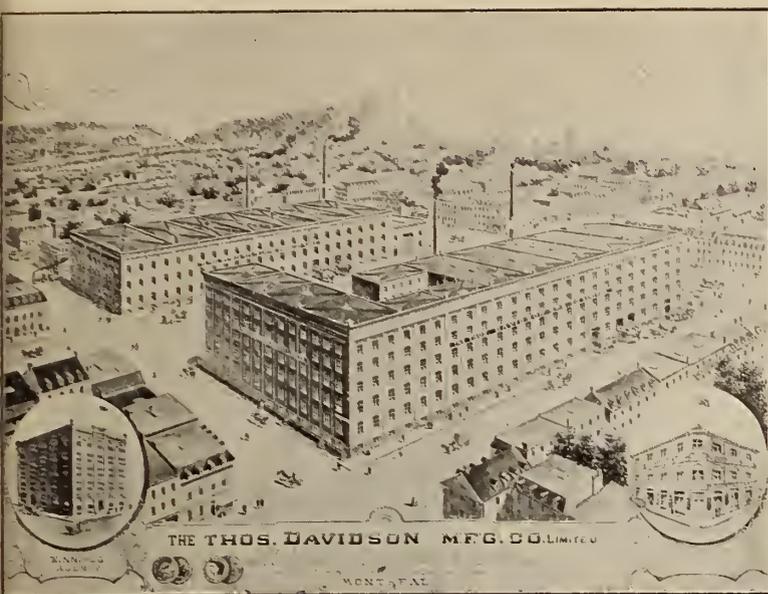
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"WHITE and BLUE and WHITE,"  
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Who have their engravings made by us?

If they find them satisfactory why shouldn't you?

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When you are next contemplating having any engravings made, write for samples, it will be to your interests to do so.

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**SAVE YOUR COAL & POWER**

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HIGH GRADE PAPER MAKERS

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LUBRICATING OILS

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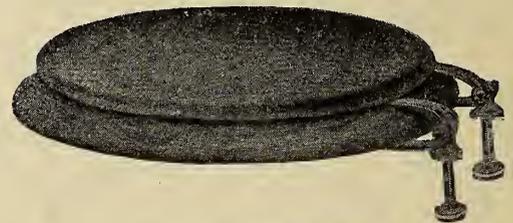
- Grade A.—Baby Carriages, Go-Carts, Carriers, &c.
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CORRESPONDENCE SOLICITED.

**J. TURNBULL,**  
General Manager

# CUSTOMS TARIFF

## OF THE COMMONWEALTH OF AUSTRALIA,

ASSENTED TO SEPTEMBER 16, 1902.

The following is a copy of the tariff as finally agreed to by the Federal Parliament. In this form the schedules become law.

All goods to be free if not included among dutiable goods.

Goods imported for the use of the Commonwealth and for the official use of the Governor-General or State Governors to be exempt from duty.

All imitations to be dutiable at the rate chargeable on the goods they imitate, unless such rate is less than the rate which would otherwise be chargeable on the imitations.

"Proof" or "proof spirit" means spirit of a strength equal to that of pure ethyl alcohol compounded with distilled water, so that the resultant mixture at a temperature of 60 degrees Fahrenheit has a specific gravity of 0.9198, as compared with that of distilled water at the same temperature.

"N. E. I." means "not elsewhere included."

"Departmental by-law" means by law made by the Minister, and published in The Gazette.

"Proclamation" means proclamation by the Governor-General published in The Gazette.

### DIVISION I.—STIMULANTS

|                                                                                                                                                                                                                                                                                                    |        |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| Alcohol, including elder beer, cider and perry, containing not less than 25 per cent. of proof spirit, viz. :—Six reputed quarts or 2 reputed pints to be charged as one gallon.                                                                                                                   |        |
| In bottle, per gallon.....                                                                                                                                                                                                                                                                         | 1s 6d  |
| Others, per gallon.....                                                                                                                                                                                                                                                                            | 1s     |
| Spirits, viz. :                                                                                                                                                                                                                                                                                    |        |
| Spirits—Case spirits, in cases of 2 gallons and under, to be charged as 2 gallons ; over 2 gallons and not exceeding 3 gallons as 3 gallons ; over 3 gallons and not exceeding 4 gallons as 4 gallons, and spirituous compounds, n.e.i., when not exceeding the strength of proof, per gallon..... | 14s    |
| When exceeding the strength of proof—per proof gallon                                                                                                                                                                                                                                              | 14s    |
| Amylic alcohol and fusel oil, per gallon.....                                                                                                                                                                                                                                                      | 14s    |
| Collodion, per gallon.....                                                                                                                                                                                                                                                                         | 3s     |
| Methylated, per gallon.....                                                                                                                                                                                                                                                                        | 1s     |
| Perfumed and bay rum, per gallon.....                                                                                                                                                                                                                                                              | 25s    |
| Bitters, essences, fluid extracts, sarsaparilla, ginger wine, tinctures, medicines, infusions, and toilet preparations, containing—                                                                                                                                                                |        |
| Not more than 25 per cent. of proof spirit, per gallon. .                                                                                                                                                                                                                                          | 3s 6d  |
| Not more than 50 per cent. of proof spirit, per gallon...                                                                                                                                                                                                                                          | 7s     |
| Not more than 75 per cent. of proof spirit, per gallon...                                                                                                                                                                                                                                          | 10s 6d |
| If containing more than 75 per cent. of proof spirit, per gallon.....                                                                                                                                                                                                                              | 14s    |
| If containing spirit over proof to be charged as spirituous compounds, proof, per gallon.....                                                                                                                                                                                                      | 14s    |
| Wine, fermented, viz. :—                                                                                                                                                                                                                                                                           |        |
| Sparkling, per gallon, three magnums, six reputed quarts, twelve reputed pints, or twenty-four reputed half-pints to be charged as one gallon.....                                                                                                                                                 | 12s    |
| N. E. I. (including medicinal or medicated and vermouth)—                                                                                                                                                                                                                                          |        |
| In bottle, per gallon, six reputed quarts, twelve reputed pints, or twenty-four reputed half-pints to be charged as one gallon.....                                                                                                                                                                | 8s     |
| Other, per gallon.....                                                                                                                                                                                                                                                                             | 6s     |
| Containing more than 35 per cent. of proof spirit for each 1 per cent. of proof spirit over 35 per cent. up to and including 40 per cent. additional per gallon...                                                                                                                                 | 6d     |
| Containing more than 40 per cent. of proof spirit, per gallon.....                                                                                                                                                                                                                                 | 14s    |

### DIVISION II.—NARCOTICS

|                                                                                                                                                          |                                 |
|----------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------|
| Opium, including as regards smoking opium the weight of the immediate containing package, per lb.....                                                    | 30s                             |
| Tobacco, viz. :—                                                                                                                                         |                                 |
| Manufactured, including the weight of tags, labels, and other attachments, per lb.....                                                                   | 3s 3d                           |
| Unmanufactured, per lb.....                                                                                                                              | 2s 3d                           |
| Unmanufactured, but entered to be locally manufactured into tobacco, cigars, or cigarettes—to be paid at the time of removal to the factory, per lb..... | 1s 6d                           |
| Cigars, including the weight of bands and other attachments, per lb.....                                                                                 | 15 per cent. ad. val. and 6s 3d |
| Cigarettes, including the weight of the outer portion of each cigarette, per lb.....                                                                     | 6s 6d                           |
| Snuff, per lb.....                                                                                                                                       | 6s 6d                           |

### SPECIAL EXEMPTIONS

Tobacco destroyed for manufacture of sheepwash or other purposes under the departmental bylaws exempted.

### DIVISION III.—SUGAR

|                                               |     |
|-----------------------------------------------|-----|
| Glucose, per cwt.....                         | 8s  |
| Sugar, viz. :—                                |     |
| The produce of sugar cane, per cwt.....       | 6s  |
| Other, per cwt.....                           | 10s |
| Golden syrup and syrups, n.e.i., per cwt..... | 3s  |

### SPECIAL EXEMPTION

Molasses.

### DIVISION IV.—AGRICULTURAL PRODUCTS AND GROCERIES.

|                                                                                                                                                              |    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------|----|
| Arrowroot, per lb.....                                                                                                                                       | ½d |
| Bacon and hams, partly or wholly cured, per lb.....                                                                                                          | 3d |
| Biscuits, per lb.....                                                                                                                                        | 1d |
| Blue, laundry, per lb.....                                                                                                                                   | 1d |
| Broom corn millet, per cental.....                                                                                                                           | 4s |
| Butter and cheese per lb.....                                                                                                                                | 3d |
| Candles, tapers, and night lights ; solid spirit heaters, including the weight of the immediate containing package, per lb.....                              | 1d |
| Stearine, paraffine wax, beeswax, and Japanese or vegetable wax ; also lard and refined animal fats, per lb.....                                             | ½d |
| Cocoa and chocolate, ground or in any way manufactured or with milk or other substance, cocoa butter, caramel, caramel paste and caramel butter, per lb..... | 1d |

|                                                                                                                                                                                       |              |                                                                                                                                                                                                                 |        |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| Confectionery, n.e.i., including bonbons and mixed packets of confectionery containing trinkets (gross weight), sugar candy, cachous, and fruits crystalized or candied, per lb. .... | 2d           | Oilmen's Stores, n.e.i., Culinary and Flavouring Essences, Soap Dyes, Condition Foods, and other preparations used in the household, ad val .....                                                               | 15 p c |
| Coffee and chicory, viz.:—                                                                                                                                                            |              | Onions, per cwt .....                                                                                                                                                                                           | 1s     |
| Raw and kiln dried, per lb. ....                                                                                                                                                      | 3d           | Peel, drained or preserved in brine, acid, or water, including the weight of liquid, per lb.....                                                                                                                | 1d     |
| Roasted or ground, and in liquid form, or with milk or other substance, per lb. ....                                                                                                  | 5d           | Pickles, sauces, chutneys, olives, and capers—                                                                                                                                                                  |        |
| Eggs, per dozen .....                                                                                                                                                                 | 6d           | Quarter-pints and smaller sizes, per doz. ....                                                                                                                                                                  | 6d     |
| Fish, fresh—oysters, per cwt.....                                                                                                                                                     | 2s           | Half-pints and over quarter-pints, per doz. ....                                                                                                                                                                | 1s     |
| Fruits and vegetables, viz.:—Fruits, dried, viz.:                                                                                                                                     |              | Pints and over half-pints, per doz. ....                                                                                                                                                                        | 2s     |
| Dates, per lb. ....                                                                                                                                                                   | 1d           | Quarts and over pints, per doz.....                                                                                                                                                                             | 4s     |
| Currants, per lb .....                                                                                                                                                                | 2d           | Exceeding a quart, per gal. ....                                                                                                                                                                                | 1s 4d  |
| Raisins, and other, including peel and ginger preserved (not in liquid), per lb.....                                                                                                  | 3d           | Potatoes, per cwt.....                                                                                                                                                                                          | 1s     |
| Vegetables dried or concentrated, ad. val.....                                                                                                                                        | 15 per cent. | Rice, viz.:—                                                                                                                                                                                                    |        |
| Fruits and vegetables, n.e.i. (preserved in liquid, or partly preserved or pulped), half-pint and smaller sizes, per dozen .....                                                      | 9d           | Undressed, per cental .....                                                                                                                                                                                     | 3s 4d  |
| Pints and over half-pints, per dozen .....                                                                                                                                            | 1s 6d        | N.E.I., per cental .....                                                                                                                                                                                        | 6s     |
| Quarts and over pints, per dozen.....                                                                                                                                                 | 3s           | Sago and tapioca, per cental.....                                                                                                                                                                               | 4s     |
| Exceeding a quart, per gallon .....                                                                                                                                                   | 1s           | Salt, n.e.i., per ton .....                                                                                                                                                                                     | 12s 6d |
| Fruits, per cental.....                                                                                                                                                               | 2s           | Seed, canary, hemp, and rape per cental.....                                                                                                                                                                    | 1s 6d  |
| Bananas, per cental .....                                                                                                                                                             | 1s           | Soap, viz.:—                                                                                                                                                                                                    |        |
| Vegetables, n.e.i., per cental.....                                                                                                                                                   | 1s           | Perfumed, toilet and medicated (including the weight of wrappers), per lb. ....                                                                                                                                 | 3d     |
| Grain and pulse, n.e.i., per cental .....                                                                                                                                             | 1s 6d        | N.E.I., including polishing, per lb .....                                                                                                                                                                       | ½d     |
| Grain and pulse, prepared or manufactured, viz.:—oatmeal, rolled oats, wheatmeal, pearl barley, Scotch barley, maizena, cornflour, per lb .....                                       | ½d           | Spices, viz. :—                                                                                                                                                                                                 |        |
| Groats, per lb.....                                                                                                                                                                   | ½d           | Unground, n.e.i., including Green Ginger, per lb.....                                                                                                                                                           | 2d     |
| Bran, pollard and sharps, per cental.....                                                                                                                                             | 1s           | Ground, n.e.i., per lb.....                                                                                                                                                                                     | 4d     |
| N.E.I., per cental.....                                                                                                                                                               | 2s 6d        | Starch Flours, including Rice Meal and Rice, Tapioca and Potato Flours, per lb.....                                                                                                                             | ½d     |
| Hay and chaff, per cwt.....                                                                                                                                                           | 1s           | Starch, including starch in powdered form, per lb.....                                                                                                                                                          | 2d     |
| Honey, jams and jellies ; also preserved ginger in liquid (including the weight of liquid), per lb.....                                                                               | 1½d          | Cotton Seed, per cental (exempt when imported for making methylated cotton seed oil under departmental by-laws).....                                                                                            | 4s     |
| Hops, per lb.....                                                                                                                                                                     | 6d           | Table Waters, Aerated or Mineral, and preparations packed for household use for the production thereof ; also Ale, Porter, Beer, Cider and Perry, containing less than 2 per cent. of proof spirit, ad val..... | 20 p c |
| Limejuice and other fruit juices and fruit syrups (non-spirituos), per gallon .....                                                                                                   | 9d           | Wine, unfermented, per gallon.....                                                                                                                                                                              | 3s     |
| Linseed, per cental.....                                                                                                                                                              | 2s           |                                                                                                                                                                                                                 |        |
| Linseed meal, per cental .....                                                                                                                                                        | 4s           |                                                                                                                                                                                                                 |        |
| Linseed cake and oil cake, per cental.....                                                                                                                                            | 1s           |                                                                                                                                                                                                                 |        |
| Liquorice, viz. :—                                                                                                                                                                    |              |                                                                                                                                                                                                                 |        |
| Crude, per lb.....                                                                                                                                                                    | 1d           |                                                                                                                                                                                                                 |        |
| Other, per lb.....                                                                                                                                                                    | 2d           |                                                                                                                                                                                                                 |        |
| Macaroni and vermicelli, per lb.....                                                                                                                                                  | 1d           |                                                                                                                                                                                                                 |        |
| Malt, including granulated, maize and rice malts, per cental.....                                                                                                                     | 6s           |                                                                                                                                                                                                                 |        |
| Malt extract, non-spirituos, per lb.....                                                                                                                                              | 2d           |                                                                                                                                                                                                                 |        |
| Matches and vestas, viz. :—                                                                                                                                                           |              |                                                                                                                                                                                                                 |        |
| For each 100 matches or vestas or part thereof                                                                                                                                        |              |                                                                                                                                                                                                                 |        |
| Wax, per gross.....                                                                                                                                                                   | 6d           |                                                                                                                                                                                                                 |        |
| Wood or other, per gross.....                                                                                                                                                         | 6d           |                                                                                                                                                                                                                 |        |
| Meats, fish, poultry, game, viz. :—                                                                                                                                                   |              |                                                                                                                                                                                                                 |        |
| Fresh or smoked, per lb.....                                                                                                                                                          | 1d           |                                                                                                                                                                                                                 |        |
| Potted or concentrated, including extracts of, and caviare, ad val.....                                                                                                               | 20 p c       |                                                                                                                                                                                                                 |        |
| Preserved in tins or other airtight vessels, including the weight of contents, per lb .....                                                                                           | 1½d          |                                                                                                                                                                                                                 |        |
| Fish, preserved in tins or other airtight vessels, including the weight of liquids, per lb.....                                                                                       | 1d           |                                                                                                                                                                                                                 |        |
| N.E.I., per cwt.....                                                                                                                                                                  | 5s           |                                                                                                                                                                                                                 |        |
| Milk, preserved, per lb.....                                                                                                                                                          | 1d           |                                                                                                                                                                                                                 |        |
| Mustard, per lb .....                                                                                                                                                                 | 2d           |                                                                                                                                                                                                                 |        |
| Nuts—Edible, viz.:—                                                                                                                                                                   |              |                                                                                                                                                                                                                 |        |
| Cocoanuts, whole, per cwt.....                                                                                                                                                        | 1s           |                                                                                                                                                                                                                 |        |
| N.E.I., whole or prepared, including Cocoanuts, prepared, per lb. ....                                                                                                                | 2d           |                                                                                                                                                                                                                 |        |

## SPECIAL EXEMPTIONS

## Copra.

Annatto, liquid and solid ; Isinglass, Rennet Liquid, in packages of not less than half a pint ; Infants' and Invalids' Foods (special preparations of).

Rice, for manufacturing Starch, under departmental by-laws.

Cotton seed for making methylated cotton seed oil, under departmental by-laws.

Linseed, for making linseed oil, under departmental by-laws.

Meat, preserved by cold process ; salt, brown rock ; salt manures ; straw ; sparklets.

## DIVISION V.—APPAREL AND TEXTILES

Apparel, and attire and articles, n.e.i. :—

Woollen or silk, or containing wool or silk, partly or wholly made up (not being piece goods), including articles cut into shape, ad val.....
 25 p c |

Not containing wool or silk, partly or wholly made up (not being piece goods), including articles cut into shape, ad val.....
 25 p c |

Bags and sacks, calico, hessian and linen, and meat wraps, whether partly or wholly made, ad val.....
 10 p c |

Bags and sacks, n.e.i. ad val.....
 10 p c |

Towels and handkerchiefs, cotton or linen, ad val.....
 15 p c |

Blankets, blanketing, rugs, lap dusters, and rugging ; Carpets, carpeting, floorcloths, and mats, n.e.i., floor coverings (including felts and pads), and carriage mats ; curtains, ad val.....
 15 p c |

Cosies, cushions, mantel and furniture drapery and coverings, bed covers and furnishings, n.e.i., whether partly or wholly made up ; frillings, rufflings, tucked lawns, pleatings, and ruchings, ad val.....
 20 p c |

|                                                                                                                                                                                                                                                                                                                          |        |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| Fur and other skins, dressed or prepared, and hatter's fur, ad val.....                                                                                                                                                                                                                                                  | 15 p c |
| Gloves, including Mittens and Flesh Gloves, ad val.....                                                                                                                                                                                                                                                                  | 20 p c |
| Hats and Caps, viz. :—                                                                                                                                                                                                                                                                                                   |        |
| Men's, Women's, Boys', and Children's Felt Hats, ad val.....                                                                                                                                                                                                                                                             | 30 p c |
| Dress Hats, ad val.....                                                                                                                                                                                                                                                                                                  | 30 p c |
| Hats and Caps, sewn, ad val.....                                                                                                                                                                                                                                                                                         | 30 p c |
| Hats, Caps, and Bonnets, n.e.i., Hat and Bonnet Shapes, Felt Pullover Hoods, and Wigs, and other articles of natural or artificial human hair, ad val.....                                                                                                                                                               | 20 p c |
| Parasols, Sunshades, and Umbrellas, viz. :—                                                                                                                                                                                                                                                                              |        |
| Containing silk, ad val.....                                                                                                                                                                                                                                                                                             | 20 p c |
| N.E.I., ad val.....                                                                                                                                                                                                                                                                                                      | 20 p c |
| Parasol, Sunshade, and Umbrella Sticks, whether mounted or not, ad val.....                                                                                                                                                                                                                                              | 10 p c |
| Piece goods, viz. :—                                                                                                                                                                                                                                                                                                     |        |
| Woollen, or containing wool, n.e.i., ad val.....                                                                                                                                                                                                                                                                         | 15 p c |
| Coatings, vestings, trouserings, n.e.i., flannels and flannelettes, ad val.....                                                                                                                                                                                                                                          | 15 p c |
| Silk, or containing silk or having silk worked thereon, ad val.....                                                                                                                                                                                                                                                      | 15 p c |
| Velvets, velveteens, plushes, ribbons, galloons, lace, lace flouncings, millinery nets and veilings—all kinds and materials, ad val.....                                                                                                                                                                                 | 15 p c |
| Cottons and linens, viz. blue frocking, butter and cheese cloth, calico white and grey, drills, duck, dungaree, jeans, moleskins, oil baize, leather cloth, sheetings (including forfar, dowlas and flax), shirtings, white, and Oxford, Cambridge and Harvard ticks, towellings, window nets, and Hollands, ad val..... | 5 p c  |
| Corduroy, imitation moleskins, zephyrs, galateas, shirtings, not being flannelette, and denims, ad val.....                                                                                                                                                                                                              | 5 p c  |
| Cotton and linen piece goods, n.e.i., ad val.....                                                                                                                                                                                                                                                                        | 5 p c  |
| Piece goods—                                                                                                                                                                                                                                                                                                             |        |
| To be used in the manufacture of cloth made waterproof with india-rubber, subject to departmental by-law, ad val.....                                                                                                                                                                                                    | 7½ p c |
| Cotton and linen piece goods, n.e.i., including dungaree and denim and moleskin, ad val.....                                                                                                                                                                                                                             | 5 p c  |
| Socks and stockings, cotton, ad val.....                                                                                                                                                                                                                                                                                 | 10 p c |
| Socks and stockings, woollen, or containing wool, ad val.....                                                                                                                                                                                                                                                            | 15 p c |
| Trimmings, mantles, dress, bonnet, and hat, n.e.i., including flowers, undressed feathers, and embroideries in the piece, ad val.....                                                                                                                                                                                    | 15 p c |
| Tents, tarpaulins, sails and flags, ad val.....                                                                                                                                                                                                                                                                          | 5 p c  |
| Yarns, partly or wholly of wool, ad val.....                                                                                                                                                                                                                                                                             | 5 p c  |
| " Wool " or " Woollen " includes all manufactures from wool, hair, or fur.                                                                                                                                                                                                                                               |        |

#### SPECIAL EXEMPTIONS

Apparel and attire—minor articles for—binding and stay and boot laces (except of leather), braids, buckles and buttons (not for adornment), busk and stay fasteners, protectors and shields, bodice and skirt steels, ferretings, filletings, hooks and eyes, tapes, webs, waddings, webbing, wire and wire ribbon—diving dresses—bags, sacks, packs and bales for bran, chaff, compressed fodder, corn, potato, onion, ore, coal and wool, also sugar mats and corn and flour sacks, woolpacks—bandages, elastic stockings, leggings, kneecaps, thigh pieces, and wristlets (surgical)—Regalia, viz.—Embroidery, woven sashes—hats, miners'—hats, minor articles for :—Buckles (not for adornment), plaits, helmets, (firemen's)—parasols, sunshades, and umbrellas, minor articles for :—Cups, ferrules, notches, ribs, rings, and runners, parasol handles, fit ups, mounted or not, sheathing, bunting, saddlers' webs, upholsterers' webs, collar check, saddlers' serge and felt—milling silk—horsehair cloth and hop cloth—tent and sail canvas and duck, essians, and brattice cloth. Yarn—Angora.

#### DIVISION VI.—METALS.

|                                                                                                                                                                                                                                                        |         |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|
| Ammunition, viz., shot, bullets and slugs, per cwt.....                                                                                                                                                                                                | 5s      |
| Arms, viz. :—Rifles, n.e.i., shotguns, ad val.....                                                                                                                                                                                                     | 10 p c  |
| Revolvers, pistols, air guns and air pistols, bayonets, swords, fencing foils and masks, gun, revolver and pistol covers, cases, and fittings, loading tools, and cartridge belts, ad val.....                                                         | 15 p c  |
| Iron, plate and sheet, galvanized, per ton.....                                                                                                                                                                                                        | 15s     |
| Lamps and lampware, n.e.i., and lanterns and lamp stoves, and all parts thereof (except chimneys, shades and globes, gasaliers, and electroliers), ad val.....                                                                                         | 15 p c  |
| Mangles, clotheswringers, and washing machines ad val.                                                                                                                                                                                                 | 12½ p c |
| Manufactures of metal, viz.: agricultural, horticultural, and viticultural machinery and implements, n.e.i., including shares, and plough plates cut to shape, horse gears, road-making ploughs, scoops, horse road rollers and machines, ad val. .... | 12½ p c |
| Gas and oil engines .....                                                                                                                                                                                                                              | 12½ p c |
| High-speed engines and water and steam turbines.....                                                                                                                                                                                                   | 12½ p c |
| Cutlery, n.e.i. (including manicure sets and knife sharpeners); also instruments, drawing, mathematical, and surveying, ad val.....                                                                                                                    | 15 p c  |
| Mining machinery, n.e.i., ad val .....                                                                                                                                                                                                                 | 12½ p c |
| Electrical machinery, ad val.....                                                                                                                                                                                                                      | 12½ p c |
| Electrical appliances, n.e.i., ad val.....                                                                                                                                                                                                             | 12½ p c |
| Nails, n.e.i., viz.:—Horseshoe nails, per cwt.....                                                                                                                                                                                                     | 5s      |
| Wire and other, and spike, staples, brads and tacks per cwt.....                                                                                                                                                                                       | 3s      |
| Weighing machines, weighbridges and scales, n.e.i., also cash registers, computing machines, and attachments, ad val. ....                                                                                                                             | 20 p c  |
| Engines, ad val. ....                                                                                                                                                                                                                                  | 12½ p c |
| Boilers, pumps, machines and machinery, n.e.i., ad val.                                                                                                                                                                                                | 12½ p c |
| Axles and springs, ad val.....                                                                                                                                                                                                                         | 15 p c  |
| Mixed metalwire, ad val.....                                                                                                                                                                                                                           | 15 p c  |
| Platedware and plated cutlery, ad val.....                                                                                                                                                                                                             | 20 p c  |
| N.e.i. ad val.....                                                                                                                                                                                                                                     | 20 p c  |
| Rails, fishbolts, fishplates, tieplates, switches, points, and Intersections for railways and tramways, ad val.....                                                                                                                                    | 12½ p c |
| Rolled iron or steel beams, channels, joists, girders, columns, trough and bridge iron or steel (not dulled or further manufactured), shafting, cold rolled, turned or planished; also bolts and nuts, ad val .....                                    | 12½ p c |
| Barbed wire, ad val.....                                                                                                                                                                                                                               | 10 p c  |

#### SPECIAL EXEMPTIONS

Arms, viz. :—Rifles, military and match, including cadet rifles.

AGRICULTURAL MACHINERY AND IMPLEMENTS, VIZ. :—Chaff-cutter knives, handwork cultivators, huskers and shellers, horse-rakes, lucern bunches, maize harvesters and binders, maize huskers and shredders, milking machines, mowers, potato raisers, rakes and ploughs combined, root cutters, straw stackers, strawsonizers and other field spraying machines, threshing machines, winnower forks (wood and steel), hand-worked seed wheel drills.

APPARATUS—Diving, crucibles. Engines—Fire. Machinery and parts thereof, viz. :—Automatic stokers, blowers for smelting furnaces, briquetting machinery, coke rams or pushers, steam or hydraulic; indicators, steam engine; manganese steel parts, that is, parts which are made of steel containing not less than 7 per cent. of manganese, and that are used for and worn in grinding, crushing or pulverizing material by coming into actual contact therewith; patent porcelain and steel rollers for flour mills; roll shells; rollers, steam road; turbines, steam and water; zinc refinery retorts. Machinery (not including motive power, engine combination or power connections, if any), viz. :—Automatic canmaking and closing machines; cream separators, testers and pasteurizers;

jewellers' polishing lathes, knitting, linotype, monotype, monoline, and other type composing machines; log band saw mills, machinery for scouring, washing, carding, spinning, weaving and finishing the manufacture of fibrous materials garment drafting machines, machinery for the manufacture of paper and for felting, printing machines and presses, and machinery used exclusively for and in the actual process of electrotyping and stereotyping; aluminum rotary, graining machines, sewing machines, soap cutting machines, stitching machines, type-writers.

**MACHINE TOOLS, AS FOLLOW:**—Bookbinding, backing, bench presses, bevelling binding, blocking, book rolling, book rounding, case rolling, case cleaning, case making, cutting, eyeletting, embossing, finishing press and stand, folding, glueing, indexing, laying presses, nipping presses, numbering, paging, paring, perforating, punching, ruling, scoring, stand presses, stapling, trimming, wire stitching machines. Bootmaking—Accessories to stitching machines (being—gem insole, in seam trimming, stitch separating, turn moulding, welt beating), button fastening, channel openers, counter moulders, hooking, pattern cutting and grading, pegging, power hammer, pricker, fair stitch; rand compressing, rand splitting, rand turning, sole rounding, standard screwing, staple fasteners, strap (printing and covering), treeing, tying (shoe), upper blocking and cleaning, vamp beading, folding and marking. Brushmaking—Boring, cutting, filling, flue or bottle brush machine, shaping, trimming. Glassmaking and Working—Bottlemaking, bevelling machines for standard iron frame plate glass polishers, patent presses, roughing mills, sandblasting. Hatmaking—Hydraulic blocking press for making straw hats. India rubber working—Hose machines, steel stamps, steel tire mandrels, spreading tread drums, washer cutting. Metal working—Arbor or mandrel presses, hydraulic wheel presses, bolt-making, cropping, cutter making, cutters, lead and brass, tinning machines for making metallic capsules, and punching and shearing machines, machine tools for electrotyping, stereotyping, and photo engraving, viz.:—Backing presses, bevelling, casting moulds, cold tire setting machines, curved cutting-off cylinder, curved finishing cylinder, curving for electroplate, electrotype, engravers' elliptographs, hydraulic moulding presses, rotary bevellers, rotary edging machines, rotary planing machines, routing machines, shaving, squaring, trimming, facing, flanging, horseshoe, mitreing, nail-making, measuring machines, profiling, riveting, rivet making, straightening, type-casting, and finishing machines, washer making, welding, wire netting, lathes, drilling, slotting, shaping, sawing, grinding, milling, key-seating, nut finishing, tapping, screwing, planing, toothwheel or gear-cutting, forging, nutmaking, centering, chucks for lathes, blowers used for foundry and mining purposes, pneumatic hammers, steam hammers, milling machine cutters, punching and shearing machines, paper finishing, cutting and folding—Bending and creasing. Cutting, viz.:—Card guillotine, label, lever, millboard, rotary cutting and grooving, rotary cutting and scoring:—Damping, envelope making, glazing and hot rolling, labelling, machines for coating and finishing, paper-bag and paper-box making, varnishing paper, wrapping. Saddlers' harness, and bag makers'—creasing, leather printing presses and plates, pinking, strapcutting, riveting, creasing, stitchpricking, tracetrimming machines and presses and dies for loops. Stone working—Litho. stone grinding, tile, pipe and brick-making—blungers, filter presses, grinding mills (for enamels, colours, glazes and flint), magnetizer, moulding machines, press stamps, sifters, stilt spur and thimble presses. Wood-working—Sawing, joining, planing, moulding, surfacing, tenoning, tonguing and grooving, trying up, sand papering, dove-tailing, mortising, boring, saw sharpening, rounding, saw brazing, spoke-making, wheel-making lathes and copying lathes; caulking and shipping; rock-boring percussion drills. Cask-making machines, viz.:—Rounding and bevelling, combined hoop-punching, shearing, slaying and bending, stave-jointing, chiming, crozing and dewel-

ling. Any machinery, machine tool, or any part thereof specified in any proclamation issued by the Governor-General in pursuance of a joint address passed, on the motion of Ministers by both Houses of Parliament, stating that such machinery, machine tool, or part cannot be reasonably manufactured within the Commonwealth, and that it should be admitted free.

**METALS AND MANUFACTURES OF METALS.** Aluminium, bronze, yellow metal, britannia metal, nickel and German silver, viz.:—Pigs, ingots, scrap, blocks, bars, strips, sheets, and plates, anchors, over 10 cwt.; anodes and hooks, for plating purposes; bolts, carriage ( $\frac{3}{8}$  of an inch and under in diameter, and 4 inches and under in length); brass, viz.; scrap, bars, sheets, pipes, tubes and strips. Capsules, metallic, Chains, n.e.i. Copper, viz.:—Strips, scrap, bars, sheets, pipes and tubes, prepared plates for engravers and lithographers; cylinders for anhydrous ammonia, and for gas; discs, plough and furrow; droppers, patent steel of all lengths. Electrical materials, viz.:—Accumulators or storage batteries, including glass cells used therewith. Porcelain fittings, including lampholders, (except switches over four inches in the base), insulating tapes, meters, arc lamps, and accessories, resistance coils, rheostats, static transformers and terminals, cable and wire (covered), carbon, incandescent lamps, testing meters and instruments, dry cell transformers, eyelets, fasteners, machine belt; fire extinguisher band; iron and steel tubes or pipes (except riveted or capped and more than six inches internal diameter, including flexible metal tubes, Galloway and vertical parallel boiler tubes, water bore casings, wrought iron fittings for wrought iron pipes, Large miners' safety; hot thimbles and block fasteners; leaf and foil locks, including knobs, keys, escutcheons, and staples. Pins, viz.:—Gimp, solid headed, short toilet, plain wire hair, plain safety. Platinum, viz.:—Bars, strips, sheets, plates, retorts, pans, condensers, flange or pipes. Printers' materials, viz.:—Circles, clumps, rollers, galleys, (paring), rules, leads, slugs, and type; rabbit traps, leg traps, vermin traps, rods for nail making. Saddlers' and harness makers' materials, viz.:—Saddlers' tacks and nails, snaps, girths and halter), spurs, and spur boxes. Scales, viz.:—Chemical, analytical, and assay. Scrap iron and steel, and subject to departmental by-laws materials for use as scrap iron (to continue only until the coming into force of division VI. metals); screw hooks, eyes and rings; screws (table and music-stool); standards, steel fencing of all lengths, and pillars; steel, band or ribbon, for making band saws or band knives; steel knives for tobacco cutters and tin-openers; steel, rough shaped, for chaff-cutter and other knives; timplates, plain; tinned copper sheets.

**TOOLS OF TRADE, NOT BEING MACHINES, VIZ.:**—Adzes, axes, hatchets, tomahawks and cleavers, augers and auger bits, awls and awl hafts, bevels, bookbinders' tools (including knives), bookmakers' tools (including knives), borers (angular), boxes and pins for vices, braces and bits, braces (ratchet), buzzers, buffers (farriers'), bungborers, burnishers, calipers, cards (file and wool), carvers' tools, chisels, and gouges, clamps, combs (graining), compasses, viz.:—Carpenters', coopers', and engineers'; coopers' tools, cutters (bolt, glass, mitre, and pipe), diamonds (glaziers'), diggers (postholes), drills, drills (for machine use), engravers' tools, expanders (tube), fencing crimpers, files and rasps, forks (coal, coke, sluice, stone, and miners'), forks (digging hay, stable and tanners'), froes (shingle), gauges, gimlets, glaziers' tools (including knives), grafting tools, hammers (except napping, spalling, quartz, coal, brick and sledge), hoes (garden and plantation), hold-fasts (bench), hooks (bush, fern, furze, hop, reap, sail, slashes, spud and weed), irons (bick, charcoal, creasing, crimping, croze, flagging, goffering, pinching, pinking, plane, saddlers', shaving and spoke-shave), irons (hatters', Italian, smoothing, cloth manufacturers' and tailors'), jiggers, jointers, knives (hay, cane-cutting), lithographic tools, masons' tools, mattocks, mill bills, mortars and pestles, miners' picks, and metal bound pick handles, moulders' tools, nail drawers (hand), needles and bodkins, painters' tools (metal), including

knives, piano tuners' tools, pickers (fruit), pill rounders, pinchers and nippers (end cutting), pipes—blow (for use by mouth only), planes, plasterers' tools, plates (draw and screw), pliers, presses (capsule, for bottling by hand. Printers' tools, viz. :—Blocks for mitreing, chases, gauge and laying-on pins, galleys, gold knives, imposing surfaces, keys, levigators, metal furniture, moulds for making rollers, palette knives, quoins (metal) and locking-up apparatus, quotation roller frames and stocks, rolls and fillets, sticks (composing, and foot, shooting), tweezers, typeholders; punches, rakes, reamers, ring sizes and sticks (metal), grippers (slater's), rollers (grainers' and paperhangers'), routers' (wheelwrights'), tapes and chains (measuring). Saddlers and harness-makers' tools (including knives), saws, scrapers (cabinet, deck, horse, pig, plumbers' and tube), screws (bench), screw-drivers, scribers, scythes, sets (rivet and saw). Shears, viz. :—Tailors', garden, printers, pruning, sheep and tinsmiths', spades, sickles, smelting tools, viz. :—Ladles, slag-buckets, trowel heads, snips (tinsmiths'), spanners, spatulas, spokeshaves, shaves and spoke trimmers, squares (carpenter and hand), standards (bench), stereo stocks and dies (bench), stops (bench), strainers (wire), stretchers (carpenter), tannery moulds, tanners' and carriers' tools (including carriers' squeezing machines, shaving machines, tanning machines, and cracking machines), trowel heads or points, trowels, turnscrows, Vices, viz. :—Counter sinks, cutters (plug and wash), drill holders, reamers and tire measurers; vices, millers' tools, wrenches (including pipe wrench), wedges, patent, for droppers and standard, wire cloth, wire gauze; zinc, bar, scrap, and ingots, bored or unbored, for cyanide gold process. Fittings for marine boilers. Ship's fittings, viz. :—Boilers and bosses, liners for cylinders, shafting, winches, gear, feed-water heaters, feed pumps, evaporators, condensers (provided such fittings form duplicate sets and in connection with the ship in or for which they are intended), steel and steel rimmed wheels for coal or shafting.

**DIVISION VI.—METALS**

To come into force as to be fixed by proclamation, and exempt from duty in the meantime. Proclamation to issue as soon as it is certified by the Minister that the manufacture to which the proclamation refers has been sufficiently established in the Commonwealth, according to the provisions of any law relating to bonuses for the encouragement of the manufactures, under the direct control of the Commonwealth or State Governments, but no proclamation to issue except in pursuance of a joint address passed on the motion of Ministers of both Houses of Parliament, stating that such manufacture is sufficiently established.

Iron and steel—Scrap iron and steel and pig iron—Ingots, blooms, slabs, billets, puddled bars and loops, or like crude manufactures less finished than iron or steel bars, but more advanced than pig iron (except castings)—bar, rod, angle, tee, sheet, plate wire and hoop, except galvanized plate and sheet, ad val ..... 10 p c  
Galvanized and tinned plate and sheet, ad val..... 10 p c  
Machinery, machines and parts—reapers and binders, ad val..... 15 p c  
Other machinery, machines or parts thereof, referred to in proclamation, ad val..... 15 p c  
Wire netting, ad val..... 10 p c  
Iron and steel tubes and pipes, not dutiable under Division VI., ad val..... 10 p c  
Spelter, ad val..... 10 p c

**DIVISION VII.—OILS, PAINTS AND VARNISHES.**

Blacking, including dressings, soaps oils, inks, pasts, polishes, stains and varnishes for leather; Berlin and

Brunswick blacks, furniture oil paste and polish, and bronzing and metal liquids and powders, ad val..... 20 p c  
Greases, axle and thickened or solidified oils; solid or viscous compounds for lubricating, and tallow, unrefined, in packages not exceeding 4 lb. in weight, per cwt..... 4s  
N. e. i., per cwt..... 2s  
Oils—  
Cotton seed, in bulk or otherwise, per gall..... 2s  
Other (including castor), in vessels not exceeding one gallon—quarter-pints and smaller size, per doz..... 6d  
Half pints and over quarter-pints, per doz..... 1s  
Pints and over half-pints, per doz..... 2s  
Quarts and over pints, per doz..... 4s  
Over a quart, per gall..... 1s 4d  
In vessels exceeding one gallon, viz. :—  
Olive, per gallon..... 1s 4d  
Castor, colza, linseed, mineral spirit oils, n e.i., and cotton seed when methylated, pursuant to Department Bylaws, per gall..... 6d  
Naphtha, benzine, benzoline and gasoline, per gallon... ½d  
Solar oil, residual oil, per gallon..... ¼d  
Lubricating (mineral), and mineral, n.e.i., per gallon... 3d  
N. E. I., per gall..... 6d

Paints and colours, viz. :—  
Ground in liquid, per cwt ..... 2s  
(Prepared for use), per cwt..... 4s  
Colours, dry, dry white lead, and patent dryers and putty, per cwt..... 1s  
Whiting, per cwt..... 6d  
Varnishes, varnish stains, lacquers, enamels, Japans, liquid sizes, patent knotting, oil and wood finishes, petrifying liquids, damp wall compositions, terebine, liquid dryers, and gold size, and lithographic varnish, per gall..... 1s 9d

**DIVISION VIII.—EARTHENWARE, CEMENT, CHINA, GLASS AND STONE**

Cement, Portland, Plaster of Paris and other like preparations having magnesia or sulphate of lime as a basis, also gypsum, not prepared, per cwt..... 9d  
China, parian and porcelain ware, and mosaic flooring, ad val..... 20 p c  
Earthenware, brownware and stoneware, n e.i., and tiles, n e.i., ad val..... 20 p c  
Filters of all kinds, fire and glazed bricks, fire lumps, fire-clay manufactures, n.e.i., asphalt and roofing tiles, ad val..... 15 p c  
Glass, viz. :—  
Bent, bevelled, heraldic, sandblasted, enamelled, embossed, etched, silvered and cut; corners cut, bevelled or engraved; panes, prisms, and all other framed with metal, ad val..... 20 p c  
Glass, viz. :—Polished plate, n.e.i., per 100 superficial feet. 10s  
Sheet, per 100 sup. feet..... 2s  
Polished plate, each plate not exceeding 7 superficial feet, per 100 superficial feet..... 5s  
Polished plate, each plate exceeding 7 super feet, and not exceeding 12 super feet, per 100 super feet..... 7s 6d  
Glass, n.e.i.; also seltzogenes and accessories and siphon bottles, ad val..... 15 p c  
Glassware, n e.i., ad val..... 20 p c  
Empty wine and beer bottles, ad val..... 10 p c  
Bottles over 5 fluid drams and not exceeding 9 fluid ounces in capacity when containing goods not subject to ad val duty, except flasks containing spirits and bottles containing wines, per doz..... 2d  
Gelatine sheet, per lb..... 2d

|    |                                                                                                         |        |
|----|---------------------------------------------------------------------------------------------------------|--------|
| je | gelatine, n.e.i., and cements, n.e.i., including mucilage and printers' roller composition, ad val..... | 20 p c |
| m  | je, including marble and slate, viz. :—                                                                 |        |
| se | monumental, wrought, ad val.....                                                                        | 25 p c |
| w  | Wrought, n.e.i., ad val.....                                                                            | 20 p c |
| g  | Unwrought marble, ad val.....                                                                           | 10 p c |
|    | Roofing slates and unwrought slate slabs, ad val.....                                                   | 15 p c |

## SPECIAL EXEMPTIONS

Earthenware, viz. :—Spurs, stilts and thimbles—firebricks for special use in reverberatory-furnaces, crucibles, scorifiers, roasting dishes, muffles, assay furnaces and cupels. Glass, viz. : Lenses n.e.i., locket, brooch and watch glasses—Bottles, empty, of not more than five fluid drachms capacity. Scientific instruments and apparatus, viz. :—Instruments for measuring the density of liquids, including hydrometers, saccharometers, lactometers, salinometers, and barkometers. Scientific apparatus (glass), viz. :—Beakers, flasks, test tubes, vacuum tubes, burettes, pipettes, weighing bottles and tubes, eudiometers, nitrometers, radiometers, fat extraction tubes, filter pumps, gas washing, reduction, and absorption bulbs and tubes, test measures in centimetres and grains; also carbonic acid, sulphuretted hydrogen, decomposing water, and bacteriological apparatus of glass, screens, process engravers', dry gums, shellac, dextrine, sandarach and mastic, bath bricks, oil and whet stones; also lithographic and emery stones, pestles and mortars (agate), stone, viz. :—sawn or in the rough, n.e.i.

## DIVISION IX—DRUGS AND CHEMICALS

|                                                                                                                                                                                                                                                                                                                                                                                                            |        |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| Acetic acid, extract or essence of vinegar, and vinegar—                                                                                                                                                                                                                                                                                                                                                   |        |
| Containing not more than 6 per cent. of absolute acid, per gall.....                                                                                                                                                                                                                                                                                                                                       | 6d     |
| Containing more than 6 per cent. but not more than 30 per cent., per gall.....                                                                                                                                                                                                                                                                                                                             | 2s 6d  |
| For every extra 10 per cent. or part of 10 per cent., per gall.....                                                                                                                                                                                                                                                                                                                                        | 10d    |
| Acids, viz. :—                                                                                                                                                                                                                                                                                                                                                                                             |        |
| Muriatic, nitric, and sulphuric, ad val.....                                                                                                                                                                                                                                                                                                                                                               | 15 p c |
| Carbonate of ammonia, per cwt.....                                                                                                                                                                                                                                                                                                                                                                         | 5s     |
| Drugs and chemicals, viz. :—                                                                                                                                                                                                                                                                                                                                                                               |        |
| Salicylic and boric acids; sulphites and bisulphites of potassium sodium, calcium, and magnesium, foaming powders, and liquids, ad val.....                                                                                                                                                                                                                                                                | 20 p c |
| Medicines, viz. :—Patent and proprietary medicines and other medicinal compounds, not chemicals; medicinal extracts, essences, juices, infusions, solutions and syrups; pills, pilules, tabloids, tablets, capsules, cachets, suppositories, plasters, poultices, salves, ointments, liniments, pastes, medicated confectionery, medicinal waters and oils, n.e.i.; and medicines for animals, ad val..... | 15 p c |
| Opium—Medical preparations containing—(30/ per lb. of opium contained therein, when not dutiable at a higher rate, under the heading of medicine.)                                                                                                                                                                                                                                                         |        |
| Perfumery, including perfumed ammonia, camphor in blocks or tablets, toilet preparations, perfumed or not; lanoline, glycerine, vaseline, and petroleum jelly not medicated, ad val.....                                                                                                                                                                                                                   | 20 p c |
| Soda crystals per cwt.....                                                                                                                                                                                                                                                                                                                                                                                 | 1s     |

## SPECIAL EXEMPTIONS.

Essential oils, non-spirituous—Bacteriological products and serum, carbonate and bi-carbonate of soda, tartaric acid, cream of tartar and citric acid.

## DIVISION X.—WOOD, WICKER AND CANE.

Furniture n.e.i. (except metal) in parts or finished, including billiard and bagatelle tables and boards and accessories, photograph frames and stands for pictures, picture frames (on pictures or otherwise), and picture

mouldings; cabinets, brackets, trays, verandah blinds, screens, hair curled, show figures for draping or other purposes, writing and stationery cases, writing desks and mirrors, framed or set, ad val..... 20 p c

Timber, viz. :—

|                                                                                                                                                                                                                                                                                               |        |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| Architraves, mouldings and skirtings of any material, per 100 lineal feet.....                                                                                                                                                                                                                | 5s     |
| Timber, dressed, n.e.i., per 100 super. feet.....                                                                                                                                                                                                                                             | 3s     |
| Timber, undressed, n.e.i., in sizes of 12 in. x 6 in. (or its equivalent), and over per 100 super. feet.....                                                                                                                                                                                  | 1s     |
| Timber, undressed, being Oregon, in sizes of 12 in. x 6 in. (or its equivalent) and over, per 100 super. feet.....                                                                                                                                                                            | 6d     |
| Timber, undressed, n.e.i., in sizes of 7 in. x 2½ in. (or its equivalent) and upwards, and less than 12 in. x 6 in. (or its equivalent), per 100 super. feet.....                                                                                                                             | 1s 6d  |
| Timber, undressed, n.e.i., of sizes less than 7 in. x 2½ in. (or its equivalent) per 100 super. feet.....                                                                                                                                                                                     | 1s 6d  |
| Laths, per 1,000.....                                                                                                                                                                                                                                                                         | 5s     |
| Palings, per 1,000.....                                                                                                                                                                                                                                                                       | 15s    |
| Pickets, dressed, per 100.....                                                                                                                                                                                                                                                                | 4s     |
| Pickets, undressed, per 100.....                                                                                                                                                                                                                                                              | 1s     |
| Shingles, per 1,000.....                                                                                                                                                                                                                                                                      | 3s     |
| Doors of wood—1¾ in. and over, each.....                                                                                                                                                                                                                                                      | 7s 6d  |
| Over 1½ in. and under 1¾ in., each.....                                                                                                                                                                                                                                                       | 5s     |
| 1½ in. and under, each.....                                                                                                                                                                                                                                                                   | 3s 6d  |
| Wicker, bamboo, cane, or wood—all articles, n.e.i., made of, whether partly or wholly finished, including bellows, casks, shooks, sashes, and frames, timber bent, n.e.i., wood cut into shape and dressed or partly dressed for making boxes or doors, walking sticks and canes, ad val..... | 20 p c |
| Axe and other unattached tool handles, ad val.....                                                                                                                                                                                                                                            | 15 p c |

## SPECIAL EXEMPTIONS

Billiard balls in the rough, furniture, minor articles for:— Bindings (except leather), buttons, casters, ferrets, gimps, lace (float and orris), tufts and fringes, timber, elm hubs with or without metal bands, engravers' boxwood, logs not sawn, New Zealand pine undressed, shafts and poles, sawn or bent, but not dressed, spars in the rough, hickory spokes dressed (2 inches and under in diameter), rims, spokes, and felloes of hickory in the rough, staves, undressed or roughly dressed, but not shaped, hickory, undressed. Veneers, wicker, bamboo cane, or wood, viz. :— buckets, wooden, canes and rattans, unmanufactured cane, compressed, in sheet and unshaped, last blocks, rough turned, lasts and trees, wooden, wooden type, wooden type cases, type cabinets and cases; bamboo, clouded.

## DIVISION XI—JEWELLERY AND FANCY GOODS

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |        |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| Fancy goods (not being partly or wholly of gold and silver), including card cases, snuff and match boxes, purses, thimbles, serviette rings, button-hooks, shoe-horns and lifts, glove stretchers, toys, ivory and other ornamental figures, ornamental confectionery, feather dusters, paper parasols, articles used for outdoor and indoor games, fishing appliances, pencil cases, pencil and penholders, n.e.i., articles manufactured from pulp, papier mache, or indurated fibre, ad val... 20 p c |        |
| Jewellery, viz. :—Chain, machine-made in the rough, gallerie, coronets, beads, catches and joints for pins, clasps, points and brooch pins, ad val.....                                                                                                                                                                                                                                                                                                                                                  | 15 p c |
| Jewellery and imitation jewellery, including ornamental hair, hat and other pins, buckles and clasps for adornment, smelling and perfume bottles, chate-laines, jewel cases, bolt and split rings, swivels, ear wires, bars and stampings used in the manufacture of jewellery; medals and all articles, n.e.i., partly or wholly made up of gold or silver, including gold or silver wire, ad val.....                                                                                                  | 25 p c |
| Watches, clocks and chronometers, n.e.i., and parts there-                                                                                                                                                                                                                                                                                                                                                                                                                                               |        |

of, time registers and detectors, opera, field and marine glasses, pedometers, pocket counters, kinematographs, kinetoscopes, phonographs, graphophones, gramophones, cameras and magic lanterns, including accessories, ad val..... 20 p c

#### SPECIAL EXEMPTIONS

Pencils and penholders of wood and metal clamps (not being of gold or silver. School pen and pencil sets in boxes. Bullion and coin. Gold and silver, bar, ingot, and sheet. Jewellery, viz.:— Cameos and precious stones, unset. Ships' compasses, surveyors' compasses, pocket compasses (except when mounted in gold or silver). Ships' chronometers. Patent logs and sounding machines. Kinematograph films with pictures thereon. Microscopes, telescopes, spectacles (except gold, silver, or gold or silver plated), barometers and thermometers (except advertising), and watch and clock springs.

#### DIVISION XII—LEATHER AND RUBBER

Boots and shoes (except partly or wholly of lasting or stuff, English sizes to be the standard), viz.:—

|                                                                                                                                                                                                                                             |        |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| Men's sizes above 5, ad val.....                                                                                                                                                                                                            | 30 p c |
| Youths' sizes above 1, ad val.....                                                                                                                                                                                                          | 30 p c |
| Boys', 7-1, ad val.....                                                                                                                                                                                                                     | 30 p c |
| Women's sizes above 2, ad val.....                                                                                                                                                                                                          | 30 p c |
| Girls' sizes above 10, ad val.....                                                                                                                                                                                                          | 30 p c |
| Girls', 7-10, ad val.....                                                                                                                                                                                                                   | 30 p c |
| Slippers, leather, ad val.....                                                                                                                                                                                                              | 30 p c |
| Boots and shoes, n.e.i., (including India rubber), goloshes, slippers, n.e.i., boot and shoe uppers and tops, clogs and pattens, wading boots, slipper forms in the piece or otherwise, cork, leather, or other socks or soles, ad val..... | 25 p c |
| Rubber sand shoes, ad val.....                                                                                                                                                                                                              | 20 p c |
| Infants' boots, shoes, and slippers, 0-6, ad val.....                                                                                                                                                                                       | 15 p c |
| Cloths made waterproof with India rubber, ad val.....                                                                                                                                                                                       | 15 p c |
| India rubber or other hose and manufactures, n.e.i., in which India rubber forms a part, including cycle and vehicle tires, ad val.....                                                                                                     | 15 p c |
| Canvas or tire fabric made waterproof with India rubber, outer tire rubber, and inner tube, not valved, ad val.....                                                                                                                         | 10 p c |
| Leather manufactures, n.e.i., leather cut into shapes, harness, razor strops, footballs, and parts thereof, and whips (including keepers, thongs, and lashes), ad val.....                                                                  | 20 p c |
| Composition belting, ad val.....                                                                                                                                                                                                            | 15 p c |
| Leather, n.e.i., including green hide for belting purposes, ad val.....                                                                                                                                                                     | 15 p c |

#### SPECIAL EXEMPTION

Boots and shoes, viz.:—Gum boots, boots and shoes, minor articles for bristles, buckles, not being gold and silver or gold or silver mounted. Nails, viz.:—Bills, sparrow and other, clog, hob, Hungarian, nugget, pinpoint, screw or ice, spike, cricket, running, sprigs, tacks, lasting tips, tangles, and rivets. Peg and peg wood. India rubber manufactures, viz.:—India rubber, crude or powdered, rubber waste, hard rubber in sheets, rubber thread, boot and apparel elastics, masticated and reclaimed rubber, India rubber syringes, enemas, injection bottles, urinals, invalid beds (air and water). Harness, saddles leatherware, and whip. Minor articles for:—Saddletrees, mountings, including hames, bits and stirrups not gold or silver. Leather, viz.:—Crust of rough tanned goat, and Persian sheep and skivers, leather pump butts weighing no less than 48 lbs. each hide and hogskins.

#### DIVISION XIII.—PAPER AND STATIONERY.

Paper, viz.:—

|                                                                                                                                                                              |    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|
| Manufactures of, unframed for advertising purposes, including price lists, catalogues, fashion plates, and all printed or lithographed matter for such purposes, per lb..... | 3d |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|

|                                                                                                                            |        |
|----------------------------------------------------------------------------------------------------------------------------|--------|
| Writing, cut less than 16 x 13 in., and paper, toilet, in rolls or packets, ad val.....                                    | 15 p c |
| Browns and sugar (grey, blue and other tints), fruit bag per cwt.....                                                      | 3s     |
| Cartridge and blotting, ad val.....                                                                                        | 15 p c |
| Strawboard, per cwt.....                                                                                                   | 1s     |
| Paper bags, per cwt.....                                                                                                   | 5s     |
| N E.I., including cardboard, pasteboard, pulpboard, cloth-lined boards and paper, floor paper, paper hangings, ad val..... | 15 p c |
| Millboard, greyboard, leatherboard, woodboard, ad val.....                                                                 | 10 p c |
| Vesta and match boxes, empty, per gross.....                                                                               | 3d     |
| Cards, playing, in sheet or cut, per doz. packs.....                                                                       | 3s     |

Stationery manufactured, viz.:—Advertisements and pictures framed, for advertising purposes; bill files and letter clips; boxes, cardboard, cut and shaped or finished; mounts for pictures; calendars and almanacs, n.e.i.; date cases and cards; albums, including birthday, scrap, motto and character; cards and booklets, viz., printers', visiting, menu, programme, wedding and funeral; Christmas, New Year, Easter and birthday; scraps, transfers, inkstands, ink bottles and ink wells; paper knives, blotters, blotting cases and pads; bill heads or other printed, ruled or engraved forms of paper, n. e. i., bound or unbound; books, account, betting, cheque, copy, copying, diary, drawing, exercise, guard, letter, music, memo., pocket, receipt, and sketch; envelopes, stationery packets, wrappers for writing paper, memo. and sketch blocks, memo. slates and tablets, labels, tags and tickets, manufactures of paper, n. e. i., including printers' matrices; inks, writing and printing, and ink powders; wax, sealing and bottling, ad val..... 25 p c

#### SPECIAL EXEMPTIONS

Paper, viz.:—Fashion plates, emery and flint paper and cloth; filter paper; litmus paper; pulp, for manufacturing paper; roofing, sheathing and insulating. True vegetable parchment—Writing and typing in sheets not less than 16 x 13 in. Tinfoil paper, also paper shavings and waste paper for papermaking, stay paper and stay cloth gummed on one side, and rolled of a width of not more than 1¼ in. Pictures (not being advertising), viz.:—Autotypes, chromographs, engravings, etchings, oleographs, oil paintings, photographs, photogravures and water colours, ceramic transfers for pottery; coated printing paper; surface-coated printing paper; illuminated and pictorial scripture text cards. Kindergarten materials; paper patterns. Pens, maps, charts and globes. Parchment, cut and uncut:—School and drawing slates and slate pencils, school colours in boxes, tissue cap paper, not exceeding 10 x 10 in.

#### DIVISION XIV.—VEHICLES.

|                                                                                                                                                                                                                                                                     |        |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| Bicycles, tricycles and similar vehicles; vehicles, n.e.i., and parts thereof, n.e.i.; cycle parts (except tires), plated, enamelled, polished or otherwise completed, or brazed or permanently joined, including cycle accessories and motor vehicles, ad val..... | 20 p c |
| Cycle parts, n.e.i., including steel bars for the manufacture of rims; also unplated parts, viz.:—Ballheads, bottom brackets, lugs, fork ends, bridges, sprocket wheels, balls, nipples, spokes and washers, ad val.....                                            | 10 p c |

Vehicles, viz.:—

|                                                                                                                                                                      |        |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| Barouches, broughams, landaus, victorias, mail phaetons, drags and similar vehicles, ad val.....                                                                     | 25 p c |
| Express wagons, wagons for carrying goods, single or double-seated wagons, four-wheeled buggies—mounted on springs or thorough braces, and without tops, ad val..... | 25 p c |

Hansom cabs; also single or double-seated wagons, wagonettes and four-wheeled buggies, with tops, ad val..... 25 p c

Omnibuses and coaches for carrying mails or passengers, ad val..... 25 p c

Tilburys, dog carts, gigs, Boston chaises, sulkies and other two-wheeled vehicles—on springs or thorough braces, ad val..... 25 p c

All parts thereof, viz.:—Wheels (tired and bolted), bodies, undergears, under-carriages, tops, ad val..... 25 p c

Exemptions—Bicycle tubing and fork sides, including bent tubes not brazed or plated.

**DIVISION XV.—MUSICAL INSTRUMENTS.**

Musical instruments, n e i, musical boxes, pianolas, and other attachments or articles for rendering music by mechanical process, and metronomes, ad val..... 15 p c

Organs, pipe, ad val..... 20 p c

Pianos, viz.:—

Grand and semi-grand, ad val..... 20 p c

Upright, ad val..... 20 p c

Whether worked mechanically or otherwise, ad val... 20 p c

Parts thereof, n.e.i., ad val..... 20 p c

**SPECIAL EXEMPTIONS**

Musical instruments, parts of, viz., actions, strings, felts, hammers, and ivories; metal pipes for pipe organs; military band and orchestral musical instruments and bagpipes.

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**SPECIAL EXEMPTIONS**

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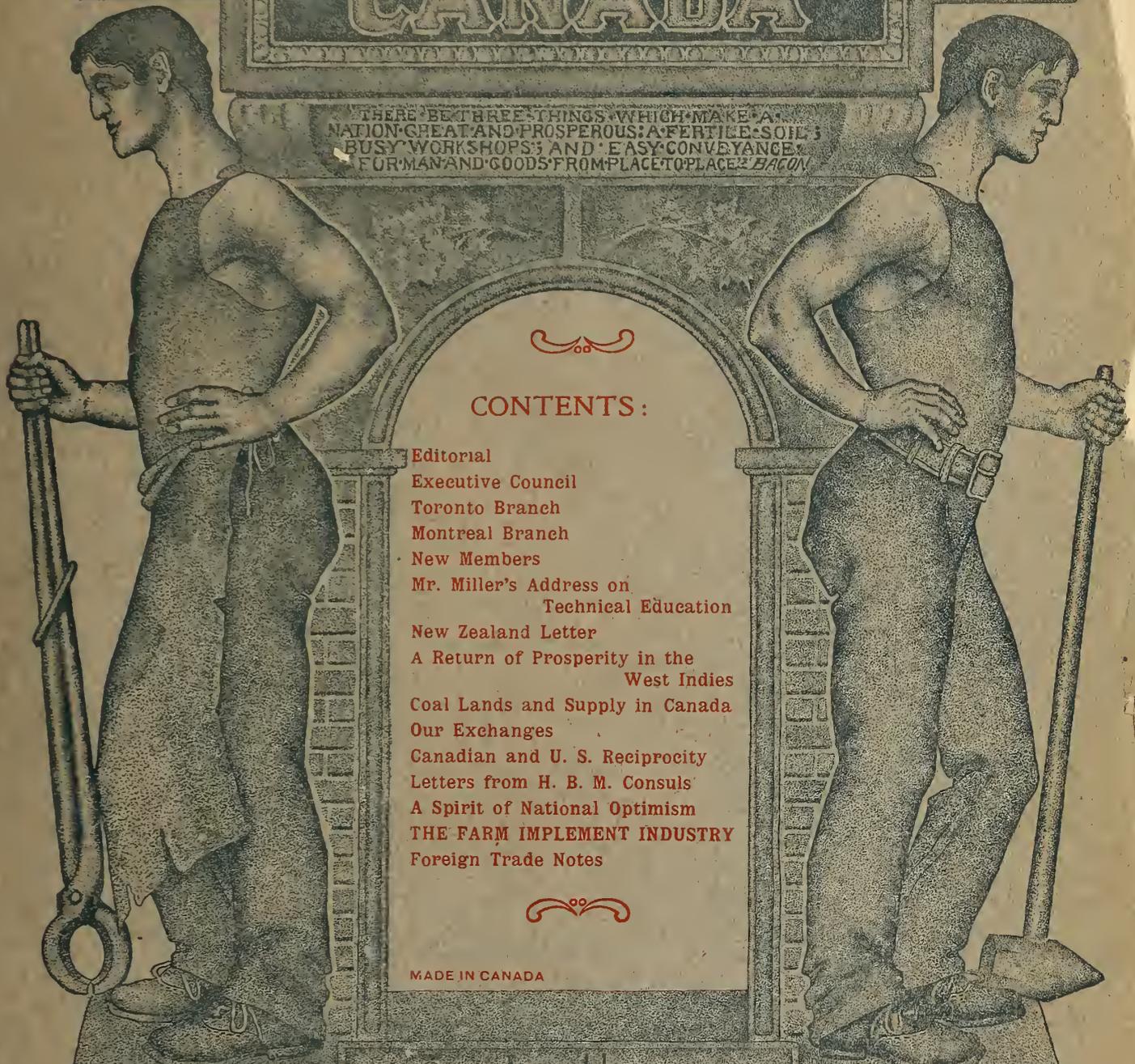
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Vol III.

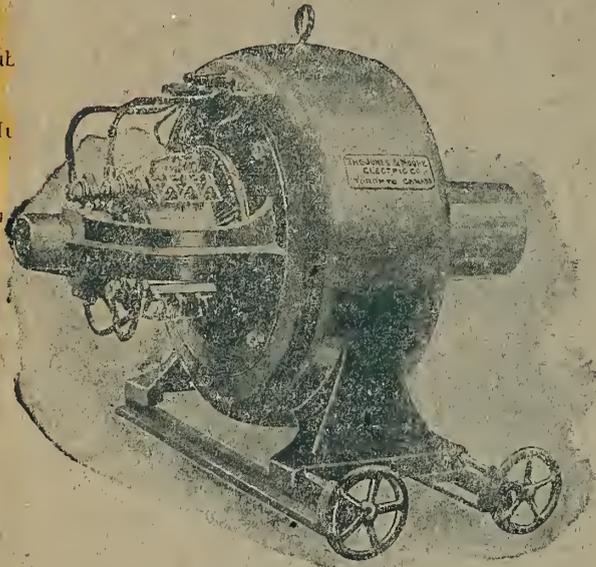
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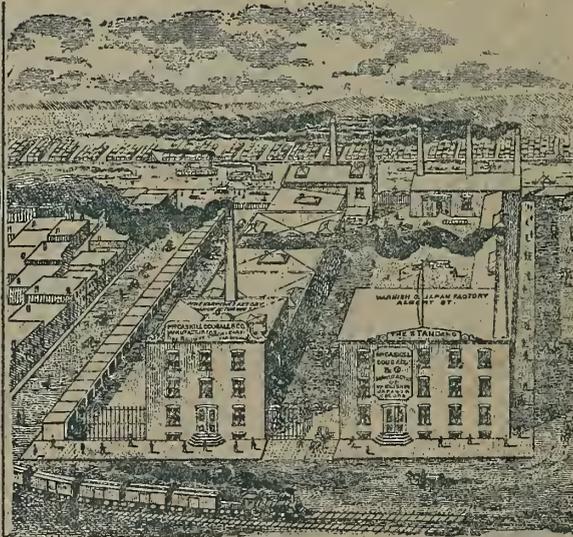
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(INCORPORATED)

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Vol. III.

TORONTO, JANUARY 8, 1903.

No. 6

### Industrial Canada.

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

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1. All Members of the Canadian Manufacturers' Association.
  2. The British Consuls, the world over;
  3. Chambers of Commerce in the United Kingdom.
  4. Foreign and home exchanges.
  5. Miscellaneous subscribers at home and abroad.

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Secretary,

Canadian Manufacturers' Association,  
(Incorporated)  
Head Office, Toronto, Canada.

### A Lesson For British Investors.

The trouble in Venezuela may teach British and German investors a lesson they should have learned long ago. For many years British and German money has been pouring into the turbulent republics of Spanish America, although most of those countries are well known to be constantly disturbed by convulsions of Nature and revolutions of men. Millions of dollars have been lost in earthquakes and the almost perpetual civil wars paralyze commerce and industry. If the money sunk in Venezuela had been invested in peaceful, prosperous, law-abiding Canada it would never have become necessary to send warships to protect the rights of investors. Canada has probably greater natural resources than all the Spanish-American republics combined. It is much nearer to Britain than any of the Spanish-American countries and a British capitalist can come over to inspect the properties in which he has invested his money without losing much time. The climate is invigorating and a trip to the Dominion will always prove beneficial to the health. If business requires a long stay in tropical America the climate soon has an enervating effect, and when the novelty of seeing strange customs wears off the Briton longs to be at home again. But in Canada an Englishman or Scotchman feels at home at once. He has the benefit of British institutions and enjoys all the comforts of civilization.

The moneyed men of the United States appreciate better the advantage of investing in a country like Canada where law and order are everywhere enforced. Large amounts of capital are coming to us from the United States, and this movement of capital would be greatly accelerated by the imposition of high protective duties.

British capitalists should have led the way in supplying money for the development of Canada's resources.

### Will not make them Angry.

One of the reasons frequently given for maintaining a low tariff is that we would offend our neighbors in the United States by adopting high protection. "The Protectionist," one of the organs of the United States manufacturers, says:

"The reported intention of Canada to increase Tariff duties on certain manufactures is said by Free-Traders to mean 'retaliation' for her 'unfair treatment' by the United States in the matter of trade exchanges; but is it not more probable that it means that Canada wants to give more adequate protection to her manufacturing industries? The Canadians cannot be blamed for wanting to develop their own resources to the fullest extent that is possible."

The manufacturers of the United States, whom a high Canadian tariff would hit hardest, are not at all disposed to be angry with Canadians because we think of raising our tariff. They will not waste any time in mourning over the loss of the Canadian market when the new tariff is adopted, but will hasten to establish branch factories in Canada, giving employment to Canadian labor and making a profitable home market for Canadian farmers.

### The Increase in Exports.

There has been a most extraordinary increase in Canadian exports during the last six years and many people attribute it to the reduction in the tariff made in 1897. A comparison has been made between the exports during the eighteen years when what is called the "National Policy" tariff was in force and the exports under the Fielding tariff.

The figures are certainly amazing, but a study of United States trade returns for the same periods gives even more astonishing results. For comparison the figures of the United States and Canada may be tabulated:

#### UNITED STATES EXPORTS

|                                                   |                |
|---------------------------------------------------|----------------|
| Total exports, 1878.....                          | \$ 694,865,766 |
| Total exports, 1896.....                          | 882,606,938    |
| Total exports, 1901.....                          | 1,487,764,991  |
| Increase for five years ending June 30, 1901..... | 605,158,053    |
| Increase in previous 18 years....                 | 187,741,172    |
| Percentage of increase in 5 years.....            | 68.56          |
| Percentage of increase in previous 18 years.....  | 27.10          |

#### CANADIAN EXPORTS

|                                                   |               |
|---------------------------------------------------|---------------|
| Total exports, 1878.....                          | \$ 79,323,667 |
| Total exports, 1896.....                          | 121,013,852   |
| Total exports, 1901.....                          | 196,487,632   |
| Increase for five years ending June 30, 1901..... | 75,473,780    |
| Increase in previous 18 years....                 | 41,690,185    |
| Percentage of increase in 5 years.....            | 62.36         |
| Percentage of increase in previous 18 years.....  | 52.55         |

Thus the percentage of increase in Canadian exports for the eighteen "National Policy" years was almost twice as great as the percentage of increase in exports from the United States during the same period, the Canadian increase being 52.55 per cent. and the United States increase 27.10 per cent., whereas in the five years following the adoption of the Fielding tariff the percentage of increase in value of United States exports was slightly greater than the percentage of increase in value of Canadian exports, being 68.56 per cent. as compared with 62.36 per cent.

About the same time that Mr. Fielding lowered the Canadian tariff the United States tariff was greatly increased. It is evident that the increase in the United States exports was not due to a lower tariff. Is it reasonable to suppose that the Cana-

### NOTICES

- Executive Council Canadian Manufacturers' Association—regular monthly meeting, Board of Trade Building, Toronto, Thursday, Jan. 15th, at 2 p.m.
- Executive of Toronto Branch—Association Rooms, Thursday, Jan. 8th, at 4.30 p.m.
- Executive of Montreal Branch, Association Rooms, Temple Building, Thursday, Jan. 8th, at 2.15 p.m.

dian increase should be attributed to the lower tariff?

If we are to regard exports as the true index of prosperity, Canada made much greater progress relatively than the United States during the 18 years of "National Policy" tariff, whereas since the adoption of the Fielding tariff its percentage of growth has been a little less than that of the United States.

But as a matter of fact exports are not a true index of prosperity. A sudden increase in the manufacturing industries of Canada, creating a large consuming population, might make such a great increase in the home demand for food supplies as to cause a diminution in exports, but this would not indicate a decline in prosperity.

**Factories in the North-West.** Canadian advocates of free trade or a low tariff try to set the West against the East. They tell the farmers of the North-West that protection is a policy intended solely for the benefit of the manufacturers in the Eastern Provinces. The low tariff advocates of the United States used to tell the same story to the Western farmers. They said there were no manufacturing industries in the West and never could be. The protectionists, on the other hand, told the Western farmers that the ultimate effect of protection would be to cause the establishment of factories in the West as well as in the East. The farmers of the West gave their support to the party advocating high protection and they are now reaping the benefits of the policy. *The American Economist* points out that according to the last United States census in what may properly be called Western States there were two years ago a total of 225,287 manufacturing establishments, with an aggregate capital of \$3,477,587,249 and an annual product of \$5,252,311,029. In New England there were only about one-quarter as many manufacturing establishments as in the West, less than half the capital invested and an annual production of less than two-fifths that of the West.

The census figures give Nebraska 5,414 manufacturing establishments, with \$71,982,127 capital and an annual production of \$143,990,102; Iowa, 14,819 establishments, \$102,733,103 capital and \$204,617,877 product; Missouri, 18,759 establishments, \$249,888,581 capital and \$385,492,784 product; Minnesota, 11,114 establishments, \$165,832,246 capital and \$262,655,881 product; Kansas, 7,830 establishments, \$66,827,362 capital and \$172,129,398 product; South Dakota, 1,639 establishments, \$7,578,895 capital and \$12,231,239 product; Colorado, 3,570 establishments, \$62,825,472 capital and \$102,830,137 product. These industries give employment to a great number of workmen, who with their families and the tradesmen dependent upon them

create a most profitable home market for the farmers.

In this connection a letter written to the *Montreal Weekly Star* by one of the new settlers in the Canadian North-West is worth quoting. The writer says:

"I came over the border a year ago with my brother, as we had heard much of the cheap farms in the Canadian North-west. We both got good farms not many miles from Wetaskiwin, and are well satisfied with this country, but we miss the manufacturing towns we had so near our farms in Illinois. The great question here is the cost of transporting our farm products on the railways and on the ocean to distant markets. If there were factories in Alberta, a large consuming population would soon grow up in this territory, and we would not need to trouble ourselves very much about transportation. Alberta has every natural advantage for becoming a great manufacturing country. There is coal in abundance, and swift little rivers coming down from the mountains furnish cheap water-power. We know what protection has done for the farmers in the United States in building up manufacturing towns near them. My father bought his farm in Illinois for five dollars an acre. He recently sold it for one hundred and fifteen dollars an acre. The increase in price was due to the growth of manufacturing towns in the State. My father's farm was not near enough to a town to be sold in town lots. Its increased value was entirely due to the better market for farm products. However, a friend of ours had a farm quite close to a manufacturing town. As the town grew farm lands were required for workmen's houses, and he sold his farm to a real estate syndicate for five hundred dollars an acre. The syndicate divided it into building lots, and I have heard that they made quite a pile of money out of it. In conclusion, let me say that if the Canadian Government would put up the tariff as high as the United States' tariff we would soon have plenty of factories in Alberta. I was surprised to see in one of the Canadian newspapers that when the American farmers now pouring into Alberta become Canadian citizens they will force the Dominion Government to adopt free trade. Why should we vote for free trade in Canada when we have been voting for high protection all our lives in the United States?"

**The Railways Not to Blame** In the last number of *INDUSTRIAL CANADA*

reference was made to the purchase of German rails by Messrs. Mackenzie and Mann, and the opinion was expressed that it was a short-sighted policy to purchase abroad rails that could be obtained at home, because apart from other considerations the establishment of a great steel industry in Northern Ontario and the consequent development of iron mine properties would make paying traffic for the railway. From statements since made by Mr. Mackenzie it appears that his company desires to favor home industries as much as possible, but it is claimed that at the time rails were ordered in Germany they were not obtainable in Canada in the quantities required owing to delays in the completion of Canadian iron and steel works.

If the Canadian railways cannot obtain rails at home at the present time they should not be blamed for buying abroad to supply their immediate necessities, but the Government should let them know that as soon as possible after parliament meets, a

duty of seven dollars per ton will be imposed on imported rails. If this announcement is made the railways will probably be very cautious about making large contracts for foreign rails which cannot be delivered immediately.

The delay in the completion of the works at Sault Ste Marie may have prevented the prompt fulfilment of contracts made with the Government and railway companies for rails, but there is no reason for discouragement in this. A leading Scotch steel expert, who recently visited the works at Sydney and Sault Ste. Marie after inspecting all the principal steel works in the United States, expressed great confidence in the success of the Canadian iron and steel works. As regards the delays in the construction of the works he said that in all his experience he had never known iron and steel works to be completed as soon as the projectors anticipated. There were always unexpected delays. He added that owing to Canada's almost entire dependence upon foreign countries for the materials necessary in the construction of such works and the extraordinary demand for such materials in the United States, Britain and other steel manufacturing countries while the Canadian works at Sydney and Sault Ste. Marie were being constructed he thought it surprising that the delays were not still greater than they were.

But scarcity of materials was not the only difficulty. In the construction of these great works it was necessary to employ an army of workmen who had to be gathered together from many countries. Many Canadians were employed, and there are no better workmen than Canadians, but they were inexperienced in this kind of work. It was impossible to accomplish as much with men unaccustomed to working together as with the well-organized force of an old-established concern.

These difficulties are passing away. Both at Sault Ste. Marie and Sydney it will be much easier to extend the works to meet any increased demand than it was to construct them in the first place. There are now facilities for making close at hand many of the things that had to be imported until very recently. Then the forces of workmen are being thoroughly organized and the inefficient ones weeded out. The Canadians employed are becoming skilled in the work and in many cases Canadians are taking the place of foreigners.

If the Dominion Government had imposed duties on steel rails in 1887, when the system of protection for iron and steel by means of customs duties and bounties was adopted, the Canadian railways would not now need to go abroad for supplies of rails. At that time British capitalists were ready to invest millions of dollars in the establishment of steel works in Nova Scotia, provided the Government would put a high duty on

steel rails, but unfortunately rails were left on the free list.

In the session of 1903 the Liberal Government will have an opportunity to remedy the mistake made by the Conservative Government in 1887 and no time should be lost in informing all the railway companies that it is the intention to do this.

Newspaper reports have been published to the effect that the Dominion Iron & Steel Company have decided not to make steel rails at Sydney and that the building intended for a rail mill will be utilized for rolling structural steel. "Industrial Canada" has the very best authority for saying that this statement is not correct. It is true that structural steel will be made and that machinery for this purpose has been ordered, but this does not imply that rails will not be made also. The Company expect to be rolling steel rails in April. But the buildings intended for the rail mill are very large and if utilized entirely for making rails the company would probably have the largest output of any rail mill in the world.

The initial difficulties having been overcome, the Canadian steel rail industry is an assured success provided foreign manufacturers are not allowed to slaughter rails in Canada.

### Combines in Britain.

It is often asserted in Canada that protection fosters combines and that a country enjoying free trade is exempt from the evils of monopolies and trusts. An article entitled, "The Growth of Monopoly," by H. W. Macrosty in the "Contemporary Review" for March, 1899, told a very different story. At that time, according to Mr. Macrosty, single amalgamations, while not entirely excluding competition controlled the screw, cotton thread, salt, alkali, and india-rubber tire industries in Great Britain. In many cases where an actual consolidation had not taken place there was an agreement to maintain prices. In Birmingham 500 employers and 20,000 workmen were working under agreements to maintain prices, which were fixed by committees after examining the conditions of manufacture. Mr. E. J. Smith, the author of the Birmingham scheme of trade combination, said in January, 1898: "It was first adopted seven years ago in the metallic bedstead trade, and has been so successful in that industry that the trade is to-day one of the most envied in the country. Since then it has been tried by the makers of spring mattresses, cased tubes, spun mounts, rolled metal, brass wire, metal tubes, iron and brass fenders, china, furniture, electrical fittings, pottery ware, common building bricks, and iron, brass and electroplated coffin handle plates and ornaments. Amongst other manufacturers who are taking it up are the makers of jet and Rockingham wares (pot-

teries) galvanized hollow-ware, and brass and iron pins."

"There is no open market in antimony, nickel, mercury, lead pipes, fish supply and petroleum," said Mr. Macrosty. "Steel and iron rails are controlled by a ring. All the largest paper mills engaged in making newspapers have just consolidated their interests into one large combination. In the engineering trade twenty-four firms have a subscribed capital of £14,245,000. In 1897 Armstrong & Company absorbed Whitworth & Company, raising their capital to £4,210,000 in the process. In the spring of 1897 Vickers & Company, the armor-plate manufacturers, bought up the Naval Construction and Armaments Company, and later they acquired the Maxim-Nordenfellt Guns and Ammunition Company. Now they boast of being the only firm capable of turning out a battleship complete in every respect." The firm of J. & P. Coates of Paisley, after being formed into a limited liability company for the manufacture of sewing thread with a capital of £5,750,000, absorbed Kerr & Company, and Clarke & Company of Paisley, Chadwick & Company of Bolton, and Jones, Brook & Company of Meltham, the capital being raised to £10,000,000, on which a dividend of 20 per cent. is being paid. In December, 1897, the English Sewing-Cotton Company, consisting of an amalgamation of fifteen firms, was floated with a capital of £2,000,000. Messrs. Coats took a large amount of the stock and it was thought that this would lead to an amalgamation with the great Paisley combination. In 1899 the new firm absorbed the Glasgow firm of R. F. & J. Alexander with a capital of £475,000. Seventeen firms of cotton spinners, mostly in Manchester and Bolton, had combined under the name of the Fine Cotton Spinners' and Doublers' Association, Limited, with an immense capitalization. The Bradford Dyers' Association, Limited, is another combination which in 1899 embraced twenty-two firms with a capital of £4,500,000 and employing 7,500 men. As a result of a recent amalgamation of several coal companies one combination employed 12,000 men, and an attempt had been made to consolidate all the coal companies. In the distributive coal trade W. Cory & Sons, Limited, formed by the union of eight large firms, handled 5,000,000 out of 8,000,000 tons of coal that reached London by sea in 1899.

In the retail trade the small man has a desperate struggle to retain a footing. Great department stores known as universal providers are crowding out the smaller stores. The joint stock system has spread to the distributing business. The capitalization of trading companies in the grocery, provision, meat, oil and drug trades organized in 1896-7 was over £18,000,000 and the movement has since been accelerated. One well-known retail provision company has a

capital of a million pounds and another of two and a half million pounds. These large firms spread by setting up branches in both town and country, so that nowhere is the private shop-keeper secure from their competition. The prospectus of Lipton's Limited showed seventy-two branches in London and 181 in the provinces. The cheap restaurants of London are in the hands of four or five firms. The London milk trade is in the same condition. One tobacco company has over a hundred branches.

Where monopolies do not exist in the retail trade combines are generally arranged to control prices. The bakers, for instance, have a price list, and should any baker break away from it he is speedily starved out by the combination of the other bakers to reduce prices still lower. After he is disposed of the prices are raised again. The larger breweries have almost wiped out the private publican by taking over licenses through their nominees, and converting public houses into what are called "tied houses" bound to sell only particular kinds of liquor. Some of the large distillers are getting a similar control over the baking trade by setting up employees of their own in bakers' shops, or by granting credit on condition of exclusive dealing.

"The Proprietary Articles Trade Association," consisting of both wholesale and retail chemists and druggists, is an extensive organization. It was organized in 1896 and one year later included 1,700 retailers and nearly all the wholesale firms. The members bind themselves not to sell below fixed wholesale and retail prices. A statement published by that association in the *Pharmaceutical Journal* says: "The plan by which prices are secured is simple. The proprietors of articles upon our list undertake to withhold supplies of their articles from any firm selling any one of them below the minimum prices or from any firm who after due notice supplies such a cutter with any of the goods."

"The Chemists' Aerated Mineral Waters Association, Limited," is a co-operative organization including 4,000 chemists.

Such was the condition of affairs in Britain in 1899, when Mr. Macrosty wrote his article. A great many more combines have been established in Britain since the year 1899.

It is evident that neither protection nor free trade can be blamed for the existence of combines. They flourish under both systems and a successful plan to regulate them has not yet been devised.

### TRAVELLERS' LICENSES

Mr. J. W. Taylor, Johannesburg, advises us as follows *re* travellers' licenses. For anyone making sales the charges in the Transvaal are £20, in Cape Colony, £20; in Orange River Colony, £10; and in Natal £10.

# EXECUTIVE COUNCIL

## *Much Important Business at the December Meeting.*

THE regular monthly meeting of the Executive Council of the Canadian Manufacturers' Association was held in the Council Chamber of the Board of Trade on Thursday afternoon, Dec. 18th, 1902, at 2 p.m.

The President, Mr. Cyrus A. Birge, occupied the chair, and the following other members were present:—Messrs. C. C. Ballantyne, John Bertram, Geo. Booth, P. H. Burton, C. N. Candee, J. D. Chaplin, R. J. Christie, H. Cockshutt, J. F. Ellis, W. Ellis, W. P. Gundy, Geo. H. Hees, R. Hobson, W. K. McNaught, J. P. Murray, J. H. Paterson, T. A. Russell, T. H. Smallman, Wm. Stone, Jno. M. Taylor, J. O. Thorn, C. R. H. Warnock, F. H. Whitton, S. M. Wickett.

The minutes of the previous meeting were taken as read.

### COMMUNICATIONS

1st.—Regrets from the following members unable to be present, Messrs. W. K. George, G. E. Amyot, Brock Willett.

2nd.—From Kenric B. Murray, Secretary of the Congress of Chambers of Commerce of the Empire, inviting the Association to participate in the 5th Congress to be held in Montreal in August, 1903. It was moved by Mr. McNaught, seconded by Mr. Taylor, that the invitation be accepted. Carried.

3rd.—An informal letter regarding arrangements for a trip through the West from Mr. C. N. Bell, the Manitoba Secretary of the Association. This was referred to the Reception and Membership Committee for consideration and report.

Reports of the various officers and Committees were received as follows:

### TREASURER

The Treasurer's report, showing the financial statement of the Association, was read by the Treasurer, Mr. Geo. Booth, and upon his motion, seconded by Mr. T. A. Russell, was adopted.

### SECRETARY

The Secretary reported with special reference to an interview held by a special committee with the Minister of Customs at Ottawa with regard to the importation of dies and other articles from the United States. These were being admitted to Canada at "loaned" values and were paying duty only upon their first passage of the customs. Since interviewing the Minister word has been received that the regulations of the department have been altered and that in future dies imported into Canada would require to be invoiced at their full value, and to pay a regular duty at each time of importation. The decision of the Customs Department was received with

universal satisfaction by the Executive Council.

### FINANCE COMMITTEE

The report of the Finance Committee was read by Mr. P. W. Ellis, and was adopted on his motion seconded by Mr. Warnock. It provided for the payment of the monthly expenditure of the Association, and recommended the re-engagement of Mr. E. H. Cooper, the Montreal Secretary of the Association, for the coming year at an increased salary. In presenting the report Mr. Ellis voiced the Association's high appreciation of Mr. Cooper's services, both with regard to the work of the Montreal Branch and the general work of the Association.

### RECEPTION AND MEMBERSHIP

The report of the Reception and Membership Committee was read by the Chairman, Dr. Wickett, and upon his motion seconded by Mr. Whitton was adopted. It recommended the acceptance of 37 applications for membership, whose names appear in another column. It also recommended that a smoker and social evening should be given by the Association in Toronto on the evening of the 3rd Thursday in January.

### PARLIAMENTARY COMMITTEE

The report of the Parliamentary Committee was read by the Chairman, Mr. P. W. Ellis. It reported that after making careful investigation of the Canadian Patent Law it was found that Canadian patents were subject to expiry upon the lapse of the first foreign patent on the same article. This was regarded of such importance to Canadian trade that the Committee recommended the appointment of a Special Committee who should interview the Minister of Agriculture next month with a view to having the law changed. The Committee also reported with regard to the present Exemption Law in Ontario, and the exceptional charges on scales manufactured in Canada for export. The report was adopted on the motion of Mr. Ellis, seconded by Mr. Christie. Mr. Cockshutt spoke with reference to the unnecessary delay in the granting of patents by the Department at Ottawa. It was decided that this also should be taken up by the Special Committee appointed.

### COMMERCIAL INTELLIGENCE COMMITTEE

The report of the Commercial Intelligence Committee was presented by the Chairman, Mr. J. P. Murray. It presented in detail the uniform standard for correspondent members of the Association, which after being fully discussed was adopted.

The report recommended that the Government should be approached with regard to a

Parcel Postage Service between Canada and Trinidad, and that a special article on the importance of the West India Trade should be written for the next issue of INDUSTRIAL CANADA.

### RAILWAY AND TRANSPORTATION COMMITTEE

The report of the Railway and Transportation Committee was presented by the Chairman, Mr. J. O. Thorn. The report dealt with the grievances which Canadian manufacturers and shippers are now subject to through the inequalities and irregularities of freight rates on the Canadian railways, and presented a resolution urging the early adoption by the Dominion Government of a Railway Commission Bill which would meet the difficulties. It also recommended the appointment of representative forwarding agents who shall act in the interests of the members of the Association in a similar manner to our agents in New York, at the ports of Montreal, St. John and Halifax.

### TARIFF COMMITTEE

Mr. W. K. McNaught reported verbally for the Tariff Committee. No regular meeting had been held during the month, but progress is being made towards securing the uniform views of the various sections.

### EXHIBITION COMMITTEE

The report of this Committee was also presented by Mr. McNaught, and recommended the appointment of Mr. Geo. Heintzman on the Industrial Exhibition Board in place of Mr. R. B. Andrew, who had resigned. Carried.

### MONTREAL BRANCH

The report of the Montreal Branch, which appears in another column, was presented by Mr. C. C. Ballantyne, and upon his motion seconded by Mr. J. F. Ellis was received.

### TORONTO BRANCH

The report of the Toronto Branch, which is also published in this issue, was read by Mr. Gundy, and upon his motion, seconded by Mr. Candee, was received.

### OTHER MATTERS

The Secretary reported briefly for the Educational Campaign Committee. This report was adopted unanimously.

Mr. J. O. Thorn referred to a special communication which was being forwarded to the Postmaster General with regard to a direct service between the eastern ports of Canada and Australia. The publication of this letter was left in charge of the Railway and Transportation Committee.

Mr. J. P. Murray referred to the fact that

it was proposed to increase the foreign postage rates on Canadian Trade newspapers. A draft resolution moved by Mr. Murray, seconded by Mr. Taylor, was

passed opposing any hurried action in the matter, and a copy was directed to be forwarded to the Postmaster General.

The meeting then adjourned.

## TORONTO BRANCH.

THE regular meeting of the Toronto Branch was held on Dec. 11th at 4.30 p.m. Mr. W. P. Gundy, Chairman, presided, and there were also present Messrs. A. W. Thomas, J. H. Housser, R. J. Christie, R. Y. Ellis, J. P. Murray, J. O. Thorn, J. H. Paterson, J. T. Sheridan and R. J. Younge.

Several matters of importance came before the meeting as follows :

### ART

The question of the study of art and the present position of the Ontario School of Art and Design and the Toronto Technical School with regard to it were brought before the Executive by Mr. R. Y. Ellis. This matter was referred to the Representatives on the Technical School Board to consider in all its details.

### SMOKE CONSUMERS

The Committee of the Branch that appeared before the Sub-Committee of the City Council, when the by-law for the purpose of compelling factories and other buildings to use smoke consumers was considered, reported that on the recommendation of the representatives the question was held over for the present and enquiries are to be made in United States cities and a more comprehensive by-law formulated.

### TECHNICAL EDUCATION

A number of the members of the Branch who were able to accept the invitation of the Technical School Board to visit the School and see the classes at work, reported that they were much impressed with what was being done. In order, however, to find out the requirements of the different manufac-

turers so that the management of the School might have definite information as to courses of study that would be of practical benefit to the pupils in securing employment in the various industries of the city it was decided to address a circular letter to all the members of the Branch asking their views as to what they considered the most profitable training that could be given in such an institution. We are pleased to report that the members are taking considerable interest and are sending careful replies to this circular.

### CIVIC GOVERNMENT

A resolution of Alderman Curry of the City Council which provided for the separation of the Executive and Legislative functions of the City Government was considered by the Committee. This matter was of such importance to all the members of the Branch that it was decided to hold a special meeting of the Branch on Friday, 19th inst. at 8 o'clock to discuss this matter fully; the meeting to be held in the Rotunda of the Board of Trade, and Alderman Curry invited to be present and place his views before the meeting. The Committee also gladly acceded to the request of the Board of Trade to make the meeting a joint one. A report of the proceedings is given in another column.

### MEMBERSHIP COMMITTEE

The Membership Committee reported that since the 1st of October last 26 applications for membership had been received and three resignations accepted; the membership of the Toronto Branch at present being 315.

## MONTREAL BRANCH

### Report for December.

THE first of the season's quarterly dinners of the Montreal branch was held in the Windsor Hotel on the evening of Dec. 4th, when about 100 of our Montreal members listened to a discussion on Technical Education, introduced by Principal Miller of the Philadelphia Textile School, the text of which is given elsewhere in this issue. Dean Bovey of McGill University gave us some good advice and altogether the Montreal manufacturers saw much new light on this subject.

We were fortunate in having with us on that evening, Mr. R. L. Borden, leader of the Opposition, and Senator Dandurand. The Minister of Marine and Fisheries was

in the heat of a campaign and consequently unable to attend, but in his letter of regrets sent the following remarks :

"I may add that the sense of any remarks I would have made would have been in the lines of the public utterances which I have made time and again on public platforms, during this contest as well as in previous elections, and that I concur fully with the spirit of the Manufacturers' circular of the 1st of Nov. last, in which they state that the question of the tariff should be taken away from the arena of politics and discussed and settled with a point of view of protecting the interests and welfare of Canada."

### TECHNICAL EDUCATION

Following upon this dinner the Montreal Executive were not slow to pledge themselves to the cause of Technical education. The sub-committee reported that the Mechanics' Institute had definitely pledged their assets amounting to \$75,000 to \$100,000 to the cause, and that the time was ripe for action. The Executive received the report and passed the following resolution :

"That the Executive endorses the actions of the Committee and pledges its support toward the establishment of adequate technical facilities in the city of Montreal, and that Messrs. R. R. Stevenson, Col. Burland, J. W. Hughes, Wm. McMaster, J. C. Holden and R. Munro (with power to add to their number) be appointed a committee to co-operate with representatives of the Mechanics' Institute, McGill University, the Montreal Board of Trade, the Bankers' Association, the Insurance Institute, and such other organizations as they may decide to enlist in the movement to erect a technical institution in this city."

### LONDON TRADE OFFICE

The committee, consisting of Hon. J. D. Rolland, J. C. Holden, S. Colson and R. Munro, that had been appointed to wait upon the Quebec Cabinet in regard to the providing for a Provincial representative in the projected London Trade Office, reported a favorable interview. The Honorable Mr. Parent and his cabinet seemed to be impressed with the good work our association is doing.

A letter was received from the Postmaster which indicated that he is trying to remove the cause of complaint we had about the slow collection of mail from the outlying letter boxes.

A Finance Committee was appointed for the Montreal Branch, consisting of Messrs. Jas. Davidson, Hon. J. D. Rolland, R. Munro and J. S. N. Dougall. In reply to a letter from Secretary Younge Mr. C. W. Davis of the Williams Mfg. Co. was elected to represent the Montreal manufacturers when our Association should interview the Government in regard to the expiry of Canadian patents being affected by their expiry in foreign countries.

### THE YEAR'S WORK

With this report the first year's work of a permanent office in Montreal in connection with the Canadian Manufacturers' Association is at an end, and it has been an interesting year of progress. The membership in that time has increased from 162 to 242 and the members take an active interest in the meetings of the Association. Much work has been accomplished and many matters of importance are being considered.

The Thos. Davidson Mfg. Co., Limited, Montreal, manufacturers of enamelled and tinware have sent out as a holiday reminder a neat tin desk tray showing a cut of their large factory and giving a 1903 calendar.

## NEW MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION

### Applications Passed December 18th, 1902.

John Ballantine & Co., Preston; wood-working machinery.

The Berlin & Racyle Mfg. Co., Limited, Berlin; bicycles.

The Berlin Suspender & Button Co., Berlin; suspenders, armlets, garters, buttons, etc.

The Burrill Lumber Co., Burrill Siding, P. Q.; lumber, rough and dressed, pulp wood, R.R. ties, cedar shingles.

The Cameron Dunn Mfg. Co., Limited, Strathroy; handles, hay tools.

The Canada Linseed Oil Works, Limited, Montreal; linseed oil, and linseed oil cake.

Canadian Iron & Foundry Co., Limited, Montreal; railway car wheels and general castings.

B. Cohen, Montreal; gentlemen's rubber coats.

Thos. Crockett, Fraserville, P. Q.; lumber, shingles and railway ties.

Dominion Straw Goods Mfg. Co., Montreal; straw and felt hats.

Dominion Woollen Mfg. Co., Limited, Montreal; woollens.

Epps, Dodds & Co., St. George, N. B.; red and gray granite.

S. H. and A. S. Ewing, Montreal; coffee, spices, baking powder, etc.

E. W. Gillett Co., Limited, Toronto; royal yeast and Gillett's lye.

Henderson Roller Bearing Mfg. Co., Limited, Toronto; roller bearings.

C. E. Hoffman, Berlin; pearl and cloth buttons

Hollywood Paint Co., Limited, Hamilton; paints, etc.

Kinleith Paper Co., Limited, Montreal; paper.

London Rubber Co., Montreal; waterproof clothing.

The McCormick Mfg. Co. Limited, London; biscuits, candies, jams and jellies.

The MacGregor Gourlay Co., Limited, Galt; woodworking machinery, toilet pins.

The Waldron Drouin Co., Limited, Montreal; cloth caps, fur caps and garments.

Milne Coutts & Co., Limited, St. George, N. B.; granite.

The D. Moore Co., Limited, Hamilton; stoves, ranges, furnaces, hollow-ware.

The National Electrotype & Stereotype Co., Limited, Toronto; electrotypes, stereotypes, leads, etc.

National Rubber Co., of Canada, Montreal; waterproof clothing.

Nicholson File Co., Port Hope, Ont.; files and rasps.

J. Frank Osborne, Toronto; printer.

The Ottawa Car Co., Limited, Ottawa; electric cars, wagons, heavy carriage work.

Pakenham Bros., Norwood, Ont.; flour, feed, etc.

The Perth Flax & Cordage Co., Limited, Stratford; cordage.

R. H. Smith Co., Limited, St. Catharines; saws.

Jos. Tasse Cigar Co., Limited, Montreal; cigars.

Tayte Meating Co., St. George, N. B.; granite.

Kerry Watson & Co., Montreal; drugs and pharmaceutical preparations.

W. C. White Boiler Works, Montreal; boilers.

James W. Woods, Ottawa; lumberman's supplies.

## CIVIC GOVERNMENT IN TORONTO.

A joint meeting of the Toronto Branch of the Canadian Manufacturers' Association and the Board of Trade of the City of Toronto, was held in the Rotunda of the Board of Trade on Friday, December 19th, to discuss the important question of Civic Government in Toronto.

In view of the notice that had been given, the meeting was not as well attended as it should have been. Mr. W. P. Gundy, Chairman of the Toronto Branch of the Manufacturers' Association, presided, and some of those present were Messrs. P. W. Ellis, J. D. Allan, R. J. Christie, Alderman Curry, J. D. Nasmith, W. B. Tyndall, Dr. Orr, D. T. McIntosh, Henry Mason, Ex-Mayor John Shaw, J. P. Murray, J. O. Thorn, R. Smith, Paul Jarvis, R. J. Younge, J. F. M. Stewart, etc.

Alderman Curry discussed the resolution as laid by himself before the City Council providing for the separation in municipal government of the purely executive functions from those of the purely legislative or administrative.

### RESOLUTION FAVORS A CHANGE

The question was fully discussed. Dissatisfaction with the present system was generally expressed and the principle of Alderman Curry's resolution was endorsed by the following resolution moved by Mr. P. W. Ellis, seconded by Mr. J. D. Allan and carried unanimously:

"That, whereas the present system of Civic Government in Toronto has not tended to the best interests of the City or proven satisfactory to the ratepayers, largely because it has permitted a continuous and unreasonable interference with the executive functions of such Government, and has practically nullified individual responsibility;

And, whereas the present system does not provide for the necessary and competent business management that should conduct important public undertakings;

Therefore, be it resolved by this joint meeting of the members of the Toronto Branch of the Canadian Manufacturers' Association and members of the Board of Trade of the City of Toronto, that the system of Civic Government in Toronto should be changed by the introduc-

tion of a system that would provide for a responsible continuous Executive Board, which would have in charge the complete supervision and management of public works and other business undertakings, the policy in such matters as the question of supply and all matters of a purely legislative or administrative nature, to be subjects for decision by the City Council as at present."

It was also decided that the Toronto Branch and the Board of Trade should appoint a joint committee to consider details for carrying out the principle of this resolution.

## JOHN BULL STILL DOING BUSINESS

The United States makes up its fiscal year in June, and the Washington Treasury Bureau of Statistics has just completed its figures for the twelve months, so that we can compare them with those of the previous fiscal year. We find that in manufactured articles there was a fall in exportation of \$8,264,000, or say £1,650,000. But it is not that point in the "American invasion" we wish to dwell on, but on the figures which represent the total exportation of American manufactured goods. In the fiscal year 1902 it amounted to £80,000,000, as against £82,500,000 in 1901; an alarming rate of progress our readers will agree! Now let us print the figures relating to the exports of manufacturers by the other chief exporting nations.

### EXPORTS OF MANUFACTURES PER ANNUM

|                              |              |
|------------------------------|--------------|
| United Kingdom.....          | £230,000,000 |
| Germany.....                 | 150,000,000  |
| France.....                  | 85,000,000   |
| United States of America.... | 80,000,000   |

'Tis thus we are beaten by America £80,000,000—no, let us be exact, £76,000,000—Americans, with their enormous territory and resources and all the free advertising placed at their disposal by British press agencies, "invade" the world at large with less manufactured articles than do the 39,000,000 inhabitants of that "dying nation" France. For ourselves we export a trifle of £230,000,000 or so, or £6 per head of our population, as against £1 per head by the United States. We invite every newspaper in the world first to verify these facts and second to publish them.—*Commercial Intelligence.*

## JOHANNESBURG MERCHANTS

The Minister of Trade and Commerce has forwarded a copy of a letter received from Messrs. W. J. Mills, Demaine & Co., Box 5558, Johannesburg, S. A. This firm have offices and sample rooms also at Cape Town, Port Elizabeth, Durban and East London and do business with the wholesale trade. They desire to represent Canadian shippers on a commission basis.

# TECHNICAL EDUCATION

*An Address delivered by Principal N. E. Miller, of the Philadelphia Textile School, before the Montreal Branch of the Canadian Manufacturers' Association, Thursday, Dec. 4, 1902.*

MR. MILLER'S address was a most interesting one, bristling with facts showing the great importance of this study. He conveyed the very sincere and genuine regret of Mr. Theodore Search, who had accepted an invitation to be present but was prevented by illness.

We are pleased to be able to publish Mr. Miller's address almost in full. He said :

## MR. SEARCH'S WORK

"Whatever technical education stands for and so whatever there is of distinguishing character in the movement which I have the honor to represent and for which I have the honor to speak, it owes to the practical energy and to the initiative of Theodore Search. Whatever is practical in its character, whatever differentiates it, and it is different, from manual training or from the ordinary course of your colleges, it owes to Mr. Search and to the noble set of men for whom he stands, and at, I believe, Manufacturers' Associations everywhere, in every country and clime, which are animated by the spirit of desire to serve and promote the best interests and prosperity of their own country, he stands as the typical manufacturer. He symbolizes in his personality that spirit of progress, of intelligent interest in and understanding of conditions, and the efforts that make for the uplifting of the race

## EDUCATION A DIRECT HELP

"Now what is this character which is distinctive of the movement which we represent? It is that education in the doing of things, in the performance of the world's work, shall be pursued, shall be taken hold of by the men who have the world's work to do; that the guidance we expect, the men of influence on whom we depend to shape our policy and formulate our programmes, to give character to the work of our school, shall be themselves men who know how things ought to be done. A more or less clearly distinct line, you see, separates that spirit from another, quite as valuable, quite as necessary, but different. The problem has been approached from two sides, the technical and the educational; from the technical side, which is that of the man who has the work to do; and from the educational side which has the teaching to do, which has the formulation of knowledge, which has the care of all trade, which has the custody and conservation of all science and the direction of all intellectual effort. The academic attitude toward industries is one thing. The effort of those industries to obtain the education which will help them directly, is another. It is this latter attitude which Mr. Search

has embodied in the school which he has created, and over the destinies of which, as his lieutenant, I have the honor to preside. It is this spirit that the school represents. Whatever it attempts to do, whatever principles it advocates, are in no wise to be regarded as condemnatory of the academic attitude toward industry and technology, but only, like every man's effort in the world, the one is properly to be regarded as supplementary of the other.

## DEVELOPMENT AND PROGRESS OF PRODUCTIVE POWER

We do not say that this effort can take the place of the art school, for example, or can take the place of university training. It is an extension of educational effort in the direction of practical energy and productive aims. The main thing about this age in which we live, the thing by which it will be remembered, I firmly believe, in the ages that are to come, is this extension of the teacher's power, this systematic and earnest effort for training in the direction which life in its larger and brighter aspects needs. Education has been from the beginning technical in all the colleges and universities of the world. They have always been trade schools. Only there have not been half trades enough recognized. The preacher's trade, for instance, has been well taken care of. The colleges of the world, in the old days, were established distinctly as trade schools of a theological character. Now, we are not interfering with such schools. We are in no way criticizing them, but we are extending their influence to other crafts as well. We recognize the demand for other kinds of education, for scientific, refined leadership in other lines also. The old idea of education was that it was substantially for the training of leaders of men, for those who went into the so-called learned professions or into military or naval life, but now we aim at what makes for the development and progress of productive power on which the wealth, the welfare, the greatness, the very existence, of the world depends. Technical education extends this kind of professional training, a training for action and leadership in directions which have been neglected hitherto. That's all. No reflection whatever is cast upon the ordinary form of education. Of all the interests that can occupy men's minds and command their attention, the prominent one, the most important public duty that faces the citizens to-day, is the education of the young. From my heart and soul, I think no more sacred duty, no larger, no grander public duty, rests upon the citizens than this. In technical education

we simply recognize at the outset that the world's work must be done in order that the world shall live. And whatever education, whatever learning confers, whatever recognition and appreciation are coupled with professional life, should attach to those who do the world's work, quite as much as it attaches to the preacher or the fighter. That's all. That is what we stand for.

## THOROUGH INVESTIGATION

Now, as to the attitude toward the work itself. There is a spirit, as I say, of investigation, there is a method of investigating underlying principles, which is used with the greatest success as part of the general and broad scheme of education among men. Technical questions, questions of production, questions of fibres and fabrics, of models and mechanical appliances, all sorts of technological affairs, are approached in the same spirit and treated in the same way as social conditions and the theory of government, as the history of races and nations of men, which when so studied are the basis of a comprehensive spirit of *generous culture*. All honor to the men who led in this work in history and social sciences but it is a department of labor from which so many of us are necessarily left out because otherwise the things that must be done in the world would be left undone.

## ALL WORK A SCIENCE AND AN ART

And so, what we understand as technical education, is education that takes hold of certain trades, certain crafts, and carries these crafts just as far as they can be carried from the practical man's point of view. May I pause one moment to say how much I deprecate the use of the words 'high' and 'low' in connection with this kind of effort. How misleading, how false and wrong the standards are to which this kind of nomenclature leads. What is high and what is low in earnest, faithful service? (Hear, Hear). What is high in art, but thoroughness and beauty and skill? Is it the form of art that makes it high? Is any professor of an art a higher artist if he paints a particular kind of picture, than if he spends his energies on some practical form of art? Is it not rather a question of the completeness, of the consecration of his effort in whatever he undertakes to do? This is what I want my boys to remember, and whether they spin yarn or weave cloth, or die it black, I want them to do it as if it were the greatest thing in the world to do it well. And I want them to feel that the best kind of approbation and approval and the appreciation which their fellows can give them, is wanting if they fail to do it well. And so we take our cue from

the thing to be done, from the wool which is to be sorted and dyed, and we make class exercises out of that, out of the preparation for its treatment by the dyes. It is made the subject of analysis, of microscopical study, in order that judgment may be clear and well-informed. They are introduced to every appliance for spinning it, for treating it, for handling it on its way to the cloth. Everything relating to its production is made the object of study and a lot of questions are brought forward which have to be answered on scientific grounds, which are the only economic grounds now-a-days, before it becomes the finished fabric. The methods of the school are based upon these needs and these aims.

#### DISTINGUISHED APPROVAL

It is this which distinguishes our textile school in Philadelphia, it is this which has won for us the highest approval from those whose approval, I frankly say, we appreciate the most; men like Mr. Hume, of the London Chamber of Commerce, who recently visited you, and who visited us before he visited you; men like Mr. Priestly, of Bradford, whose work is well-known, not to mention others, as it would perhaps be unfair and invidious, and perhaps I should not have mentioned them at all, but I do so because I want you to know the kind of men whose approval we value most in this work. They accord to our school the praise of succeeding because *we get down from the start, to real work, not to demonstration, not to theory, not to a working model, but to the real thing.* For example, I spoke just now of the spinning. A good deal of teaching goes on in regard to spinning. A good many very excellent schools teach spinning from the blackboard, and with appliances which are nicely constructed, which work in a way to demonstrate, as a working model will demonstrate, the principles involved, the basis of the calculations, but they do not bring the classes into actual contact with the conditions which the boy will have to face when he really undertakes to spin. Not at all. For example, climatic conditions. What gives Manchester in England its advantage over Lowell, Massachusetts? Can you do the things in North Carolina that you can do in Belfast? How long have people said, 'you could not do it at all. The water is not right, the air is not right.' We don't try to do things this way or that way. Now-a-days modern science teaches the modern trained man to triumph over these natural conditions to make the atmosphere or the water what he wants it. (Applause). But he must know first what he wants.

#### THE REAL PROBLEM SYSTEM

He has got to do his spinning or dyeing or what not. He has got to come in contact with the real thing or he is not up against

the real problem, because all the theory in the world does not teach the subject in hand. It is not only that he comes in contact with the real work, but he knows what is the subject matter of his task, what it is that forms the real subject of his investigation. He tries to spin just as fine as they do in Belfast or Manchester, and if he cannot do it he finds out why and then he corrects it, so that we have in the school actually a good deal finer spinning than was previously done in America at all, until the School of Industrial Art was established. It is just the same with your water. How many people have you heard say you cannot do rich dyeing on a commercial basis because you have not the water? Five years ago Hermsdorf of Kemnitz when making a tour of the world came to America. He put the question frankly as to why this dyeing could not be done and received the answer. 'I do not see that,' he said. 'At Kemnitz we make the water the way we want it. We take the water from the river, analyze it carefully, find what is in it and what we need, and we correct.' Now, the industry of the future, on all lines, has got to meet such conditions as these and it can only be done by trained, scientific, artistic investigation and sound direction. This means that the old, hand to mouth methods will no longer suffice. In the future the man who directs and controls industrial processes everywhere must be a trained, educated man, and this means that the first duty of government itself, and the duty of all public-spirited citizens who have the welfare of their land at heart, is to provide for a kind of education that shall train in efficiency the men who are to do this work. You cannot dodge the question. You are up against it everywhere if you care to be producers at all. I think the time for this has already come, and unless I read the signs of the times wrong, a good many more of you will be thinking the same way in a few years.

#### THOROUGHNESS MEANS SUCCESS

The division of labor, the fixing of each upon his particular task, means a corresponding fixing of attention upon details which are apt to be lost in what we are pleased to call the larger and higher outlook. The telescope was very well, and is very well, but the age in which we are dwelling is the age more of the microscope. It is the attention to small things, it is the respect for details that makes success in modern manufacturing. (Applause). The fortunes of nations to-day are made of the things which a preceding age threw away or overlooked. The introduction of the trained method, of the educated man, into industry, means an economy which makes the difference between success and failure, so do not despise the little thing and do not call it low as long as it is thorough. It is thoroughness that counts.

#### THE GREATNESS OF SMALL THINGS

What appealed to a visitor the other day was our investigation of the fibre of wool, which had never, so far as he knew, been the subject of this kind of study, of this kind of investigation. Appliances had been devised and invented and worked in the School, which so far as he knew, had never been introduced elsewhere. These were in a general way, appliances for testing and working wool, and my visitor said, 'Mr. Miller, if that could only be introduced, if that could only be presented as it ought to be, that kind of information would revolutionize the wool business of America.' And then he told me by what hap-hazard, crude methods of judgment wool by the million pounds was bought and sold; geographical distinctions, the wool from Ohio so much, the wool from Montana so much; although they might be the very sheep taken from Ohio to Montana before they were sheared; absolutely no standards that the trade respected, readily applied to determine the judgment of value.

We have to do with all such things as these. These are only specimens, only little things to give you an idea of what a Technical School stands for and what kind of services it can perform.

Prosperity then, in your land and in all lands, depends upon the recognition of this work and its importance. Manufacturers' Associations everywhere should do their part by upholding the hands of the government, and by doing the work of good citizens in seeing to it that this side of our nature, that this side of our development, that this side of the culture and training and productivity of the rising generation is not neglected. (Applause.)

#### CANADIAN HARROWS FOR THE TRANSVAAL.

(Anglo African Argus and Gold Coast Globe.)

Our Liverpool representative writes:—"I expect that you have already been apprised that the Crown Agents for the Colonies have placed with a Canadian export firm the Transvaal Government's part of the order for several thousand harrows for the use of repatriated Boers. I understand this step has been taken owing to British manufacturers not stocking this class of implements. I also understand that the order was 'very urgent.' The Crown Agents have also invited tenders in this country. Canadian firms' stocks are at present large, so that there will be little difficulty in getting early delivery. The Dominion Department of Agriculture is appointing an expert to inspect the implements before shipment." We learn that the Massey-Harris Company, a Canadian firm, has obtained a contract to the value of £10,000.

# A Return of Prosperity in the West Indies

OUR sister colonies, the British West Indies, are at last experiencing a trade revival. This in itself is not so important as the general feeling of confidence that is to be found in the different places believing as they do that the period of great stringency is at an end and that from this on conditions will become brighter.

This attitude may be attributed to several reasons, but the most important is the approval of the Brussels Convention by the British House of Commons by the substantial majority of 88. This, with the assurance that the other powers that were parties to the Convention are ready to sign means that in September of this year the bounties on continental beet sugar will be very considerably reduced. This it is claimed will give cane sugar a corresponding advantage which will alleviate the conditions under which the production is at present carried on. Commenting on this the "Demerara Argosy" says:—"With its ratification a new era of prosperity should dawn for the British sugar colonies and British sugar refineries."

A more creditable reason for bettered conditions is the change of occupation in the islands. Mr. H. H. Bell, the administrator of Dominica, writes regarding conditions in that island: "The production of sugar, he says, has become a minor industry, not even sufficing for the supply of local wants, while the exports of lime juice, cocoa, spices and coffee are showing a steady increase each year. A long period of depression is being followed by an era of comparative prosperity and . . . we find in Dominica a cheery and sanguine spirit."

A few figures will illustrate the changed conditions in Trinidad, which is probably the most flourishing of the colonies. The average yearly export value of sugar from 1876-80 was £800,600; for 1901-2 the value had fallen to £452,200. On the other hand the average yearly value of cocoa exported from 1876-80 was £306,900, but in 1901-2 this had increased to £847,400, thus much more than offsetting the decreased value of the sugar.

In Jamaica trade has taken a decided turn for the better, owing to the great increase in the exports of fruit and coffee. The banana industry, which within a very few years has become the most important

industry of the island amounted in 1900-01 to £618,636.

The acting governor of the island speaking recently was very optimistic and stated that the Government hoped in 1903 to repay the loan of £20,000 obtained from the Imperial Exchequer in 1901.

In view of these conditions it is a fitting time for Canadian manufacturers to ask themselves—are the merchants of the West Indies buying a fair share of the output of our factories?

Representatives of the Manufacturers' Association spent several weeks in the early part of 1902 investigating trade conditions in the different islands and published their report in the June (1902) INDUSTRIAL CANADA. This report clearly demonstrated



FREDERICK STREET, PORT OF SPAIN, TRINIDAD

the fact that there was great room for increased trade and that the merchants on the islands were not only willing but anxious in many cases to turn their attention to Canada.

Some Canadian manufacturers already have good connections in the islands and more are turning their attention that way, but the trade has not attracted the attention it should.

In the first place the islands are in no sense of the word manufacturing places. Even their sugar is for the most part shipped in a raw or only partially manufactured condition. The population of the islands is more than a quarter of that of Canada and not scattered as much. From Halifax to Demerara is much shorter than across our own country, yet what large manufacturer does not sell his goods all over Canada?

Taking Montreal as a centre, the distance to Victoria, B.C., is about 3,000 miles. From Montreal via Halifax to prosperous Bermuda it is only 2,169 miles. To Georgetown, Demerara, the farthest point called at by the Canadian steamers, it is but 3,882 miles from Montreal.

So distance should be no hindrance. Nor is expense. The only thoroughly satisfactory way to introduce your goods is to go after the trade with your travelling man the same as is done at home. The item of expense is very small. Pickford & Black to encourage this trade are giving a special rate of less than \$100 for commercial men for the trip to Georgetown and return. This includes berth and meals. The accommodation is good and the round trip, not going to Jamaica, takes but 42 days.

The market available is one that last year imported goods to the value of £8,265,000. Trinidad alone imported 1901-2, £2,651,600; British Guiana, £1,820,000; Jamaica, £1,722,069; Barbados, £1,045,000, and the other islands smaller amounts.

Of this £8,265,000, Canada last year provided £393,000 or less than one twenty-first. For this small share of the trade Canada alone is to blame. The merchants of the islands cannot be expected to buy without seeing what Canada has to sell.

The trade returns however are encouraging. They are gradually increasing and imports and exports becoming equalized. For the past nine years Canadian returns give

the figures as follows:

| Year end/g<br>30th June | BRITISH WEST INDIES |               |             |
|-------------------------|---------------------|---------------|-------------|
|                         | Imports<br>from     | Exports<br>to | Total       |
| 1894...                 | \$1,227,436         | \$2,105,866   | \$3,243,302 |
| 1895...                 | 1,224,384           | 1,857,017     | 3,101,401   |
| 1896...                 | 1,029,569           | 1,660,800     | 2,690,369   |
| 1897...                 | 1,106,208           | 1,445,499     | 2,551,657   |
| 1898...                 | 670,622             | 1,511,134     | 2,181,756   |
| 1899...                 | 948,899             | 1,752,251     | 2,701,150   |
| 1900...                 | 800,499             | 1,698,957     | 2,449,456   |
| 1901...                 | 1,198,868           | 1,925,047     | 3,123,915   |
| 1902...                 | 1,610,064           | 1,967,039     | 3,577,103   |

Now is the season of the year to have your representative visit the West Indies. The merchants he calls on will be glad to see him and examine his samples. With the exception of British Guiana none of the colonies charge a traveller's license. English currency is used and exchange is made easy in all the islands, but particularly so in Trinidad, where the Union Bank and in Jamaica, where the Bank of Nova Scotia have established branches.



## Canada and United States, Reciprocity

THE following brief extracts from the official report of the National Association of American Implement and Vehicle Manufacturers held in Minneapolis in October last, are ample evidence of the jealous eyes which the United States manufacturers are casting upon Canada, and especially upon our great North West :

### MR. W. S. THOMAS

Mr. W. S. Thomas, President National Association of Agricultural Implement and Vehicle Manufacturers, speaking on Canadian Reciprocity said :—

"Of course, etc. . . . but as implement and vehicle manufacturers we are more interested, it seems to me, in reciprocity with Canada. While many of our factories are doing a good business in Ontario and the eastern provinces of Canada, think of the greater opportunities for trade in our lines in Manitoba and the great North-western provinces, where an immense agricultural empire is being opened up, where immigration is pouring in by the thousands and much of it from the United States, and where our trade ought to run into the millions for years to come ; to-day a duty of about 25 per cent. must be paid on the average to place our implements in Canada. There is some agitation, I believe, to increase even this high rate ; but I do believe, if we enter into reciprocal trade relations with Canada, giving them a chance to sell us their lumber and other material (which we really need) free of duty, then perhaps such an advantage given them, together with the demand from the Canadian farmers for good implements at moderate prices, would bring about a reduction or removal of the present duties upon our agricultural implements."

"At any rate, let us face the facts, and as sensible and practical men present the situation to our Congress, and not continue to feed a destructive diet to the goose which may lay golden eggs for the members of our Association, if we give it half a chance. It is high time for us to be at work for Canadian reciprocity—if we wait much longer the opportunity will have passed. Now is the time and the chance—it should not be neglected."

### MR. MARTIN KINGMAN

Mr. Martin Kingman, President elect, on "Reciprocity With Canada" :

"I have been considering the question of reciprocity with Canada quite carefully, and what has been said concerning other countries is equally true, as applied to Canada, our neighbor. More, we should be on such terms in the free sale of our products and

the buying of their surplus that we would virtually control the Canadian market. The two countries, as you know, are peopled by the Anglo-Saxon race, and there is every reason to feel that the closest trade relations should be made with Canada for the intimate exchange of the products of the two countries. It is our understanding that the Canadian Government is extremely anxious to bring about and re-establish the same relations with our country that existed prior to 1868, up to which time the trade between the two countries had grown from year to year.

### WOULD USE CANADA AS A DUMPING GROUND FOR SURPLUS

"It is plain to be seen that the manufacturers of our Association have right at their door a very extended field for their surplus, which could be sold in Canada, if proper reciprocity relations were established. The undeveloped country of Canada is like unto the undeveloped country of the United States at the close of the Civil War, and, if immediate steps are taken to protect and care for our interests, we believe that proper reciprocity relations may be brought about at an early date. We, therefore, earnestly recommend that every member of this Association take this matter up with your Senators and Representatives in Congress, and urge them to early action."

The following paragraphs are extracts from different reports presented :

"No sane citizen should ask for the free-will abolition by this country of any item of our tariff until it is certainly known that no foreign nation will give us any consideration for the abolition of this item. How are we to obtain the French minimum tariff? How are we to get back the millions of dollars' worth of business that Russia has shut out? How are we to avoid paying the new tariffs now being prepared by Germany expressly for the purpose of forcing us and other nations into reciprocity treaties? The answer is abundantly plain and convincing—not by free trade, not by a tariff for revenue only, but by reciprocity treaties, and by reciprocity treaties alone."

"The ease with which the son of a farmer in the more thickly populated States or the immigrant from foreign lands could obtain a home in this country has been the largest cause of the rapid growth of the land in population and prosperity. We have come to the point where this growth can only continue satisfactorily by the reclamation of the arid lands of the West. The fact that many thousand American citizens have, in the last few years, taken up cheap homes in the Canadian North-West, should be a matter of grave concern to this country."

## SIR GILBERT PARKER INTERVIEWED ON EMIGRATION

To a reporter of "Commerce" Sir Gilbert Parker spoke as follows re emigration :

"My belief is that this Government should act as an official Emigration Agency for all the colonies. And, in order effectively to do this there should be a small Emigration office in connection with, and under control of, the Colonial Office. The special mission of such a sub-departmental bureau would be, not to depopulate this country of its best citizens, but wisely to direct and encourage emigration to our own colonies, instead of to the United States, South America and elsewhere."

But would not your Departmental Emigration Bureau actually be a Government machine, Sir Gilbert ?

"No, not in the sense of the country paying outright the cost of sending its own citizens abroad to other lands. But I do believe in the path being made easy for the intending emigrant to settle in our own colonies. And if without great expense to the State a number of intending emigrants can be properly informed and encouraged, and even assisted on occasion with free passages, which need not necessarily be at any great expense to our colonies themselves, why, so much the better ; British trade profits by British emigration."

### WHAT ABOUT THE U. S. EMIGRANTS ?

"Well, if the Canadian Government were not so steadfastly preserved her position for over 100 years, against commercial tyranny and pressure of the United States, we might feel rather anxious ; because those thousands of American families are going into a country that is sparsely populated, that is to say, the prairie land of the West. You have to remember that the American is essentially a man of great vigor, initiative and "push." It is quite natural that his democratic spirit should have permeated the western portion of Canada already. Nevertheless, the people eventually to rule the West will not be American, but Canadian and British.

"Upon the strength, the integrity, and the stability of the Canadian people," he replied readily, "These qualities have enabled them long to withstand the pressure of republican sentiment, and they are not likely to be lowered now. Canada will rule these American immigrants entirely for their good. They must conform to her life, and they must accept our monarchical institutions or they will fare badly there. If they do so conform Canada will welcome them and they will make good citizens."—*Commerce*, Nov. 12, 1902.

An additional duty of 20% has been temporarily levied on all imports into Barbados to meet the extraordinary expenses now being incurred consequent on the small-pox epidemic.

# A SPIRIT OF NATIONAL OPTIMISM

WHAT Canadians most need in the upbuilding of Canada as a great nation is a broad and reasonably optimistic national spirit, which will enable them to work out the destinies of the country with a unanimity of national purpose calculated to realize the country's inherent possibilities of greatness.

The time is rapidly approaching when a greater Canada than we now know of will exist west of Winnipeg. The population of that country has increased more largely during the past eighteen months than in many years previous. A full tide of immigration is coming our way, and so long as cheap fertile lands can be had for anything like the price they are now selling at, and the crop average of late years does not fall off, that tide will keep on coming. Western Canada is bound at that rate in a few years to control the grain production of the continent, and Winnipeg will become a second Chicago. Fears have been expressed that the very large influx of United States farmers into Western Canada will arouse a sentiment in favor of the annexation of that country to the United States. It seems self evident, that so long as Canadian institutions do not degenerate, so long as there is a good and equitable government in the country, the farmers who have come to us from the United States will be quite content to remain under the flag of the nation which offers them the opportunity of making a happy and prosperous living.

The national problems of the United States to-day are more intricate and difficult of solution than any prospective national problems Canada is likely to have, and yet there is no incentive in the warring interests of the east and the west in that country to disrupt the Union. The naturalized citizen of the Western States and the native born citizen of the Eastern States, while they may differ in their views on fiscal questions, are one in their loyalty to the institutions of the country. This is due mainly to the existence of a national *esprit de corps* and pride in the splendid wealth-producing nation which both have helped to up-build. It is that same national spirit and self-reliant confidence in the future, and our ability to make this country a nation every citizen can be proud of, that Canadians most want. In order to develop this spirit the vista of Federal issues must be broadened, and national questions must be considered and dealt with from the broadest and most reasonably optimistic standpoint. There may be provincial differences, there are sure to be warring interests as between east and west, but all must be submerged to the national interests and the good of the whole.

For instance, it is a common thing to

hear in Canada the remark that the customs tariff which will enable the manufacturer of the east to live and prosper, must needs be unjust and oppressive to the agriculturist of the west, because such a tariff involves the taxing of the western farmer up to the measure of the protection which it affords to the manufacturer of the east. We are told that the solid west is in favor of a reduction of the present customs tariff to a point which, even those who are supposed to favor it, know would put the manufacturer of the east out of business. That would mean the annihilation of the industrial life of the country. Does the farmer of the Western States of the American Union advocate anything of this sort? Does he not, on the contrary, submit to a very high protective tariff, which is admittedly more than is necessary to preserve the industrial life of the country? The tariff of Canada is to-day very low compared with that of the United States, and, in many instances, is admittedly not enough to protect the industrial life of the country. Why does the farmer in the Western States allow the Government at Washington to impose such high duties? Why does he not rebel, as we are told our western farmers are going to do if the present Canadian customs tariff is increased? The United States' farmer does not rebel, because he knows full well that in the national interests, it would be an act of suicide to crush the wealth-producing industrial life out of his country. Would it not be equally an act of national suicide for the western farmers of Canada to crush out the industrial life of this country?

Of course it is true that this analogy is applicable only up to a certain point. The farmers of the Western States of the American Union have not the same incentive to protest against the customs duty which taxes them to protect the industrial life of the country, because they realize that this industrial life produces enormous national wealth in which they are large sharers, and because the industrial life of the United States, which was born in the east and nursed in the west, has now extended itself until it has encroached upon the once wholly agricultural areas of the great west of that country and forms no unimportant part of its wealth producing industry. There was a time, though, when the Western States had to bear a customs protective tax without any great apparent immediate benefit, just as the great West of Canada will have to do if she is going to create the same wealth-producing industrial life. As in the case of the United States, the benefit at first will be national, with a sacrifice on the part of the west, but in time that sacrifice will be repaid tenfold in the extension of the industrial life of the

country to Western Canada as has been the case in the Western States.

The trouble is that, in all political controversies on questions of national fiscal policy, we are too apt to allow sectional and provincial interests to totally obscure our insight into the larger national aspect of the subject. The fact is too often lost sight of that every industry which creates something increases not only the individual, but the sectional, provincial and even the national wealth as well. The customs tariff which would provide revenue for the conduct of the affairs of government only, might temporarily give the farmer of the west cheaper clothing, cheaper farm implements and cheaper supplies generally, but they would be of foreign manufacture, and paid for out of the national wealth. It is well known that but for a protective tariff in Canada, the manufacturers of the United States, the scope of whose operations is larger and more profitable than ours because of a large and highly protected home market, would be able for a time to sell their products in this country at prices which would drive the Canadian manufacturer out of business. By thus killing the industrial life of the country, the Canadian consumer would be at the mercy of the manufacturers of a foreign land, who would raise the prices above the present level in many cases after their Canadian rivals were crowded out. Canada would lose the contribution which that industrial life now makes to the national wealth, the source of employment which it now gives to an army of Canadian laborers, whose wages increase the demand for the products which the farmer raises, and last but not least, the revenues of the country would suffer diminution to the extent to which the duties now imposed upon foreign goods would be reduced or done away with altogether. This diminution in the national revenues would necessitate the raising by direct taxation of the money required to carry on the great national works, which for many years to come will be necessary to the fullest and most complete development of the country.

For instance, what the great western section of Canada most needs to-day is increased transportation facilities to permit of the cheap and rapid marketing of the enormous grain crops. It is admitted that a few cents more a bushel for his grain crop means more money to the western farmer than all the taxes he pays under a protective customs tariff. Yet this tariff not only protects the manufacturer from annihilation at the hands of his richer fellows in the United States, but it also provides the Federal Government with the necessary revenues to improve transportation facilities between the granaries of the west and the markets of Europe.

Increased railway facilities, improved waterways, fast ocean steamship services, all mean money, a part of which the country will have to provide, at least during the inception of these enterprises. A multiplication of facilities and avenues of traffic from the west produces competition which is bound to reduce freight rates, and thus, and only thus, will the western farmer secure relief from the want of adequate facilities and the charging of excessive freight rates which he, to-day, complains about far more bitterly than he does about any customs duties he is compelled to pay on the goods he uses.

It is only by turning raw products into manufactured goods by Canadian labor to supply the demand of home and foreign consumption that we can do a profitable national business, increase the national wealth and thereby provide the money so badly needed for the development of the wonderful resources of the country.

Thus, a reasonably optimistic national spirit, which will induce the various sections of the nation to regard all national issues and questions from a broad, optimistic, national standpoint, is what Canada most needs to day.

W. R. S.

### OUR EXCHANGES

This list comprises interesting articles noted since the last issue of INDUSTRIAL CANADA. The different papers are on file in the Association's Rooms and are at the disposal of the members.

*Blast Furnace Gas Engines and their Work.*—The Cockerill Engine. The "Iron Age," Dec. 18th, 1902.

*Chemical Composition of Steel Ingots.*—"American Manufacturer," Nov. 27th, 1902.

*Chinese and Japanese Immigration.*—Report of the Royal Commission on, "Session Papers" No. 13, 1902.

*The Effects of Re-Heating.*—"American Manufacturer," Pittsburg, Dec. 11th, 1902.

*Electric Power in Modern Rolling Mills and Steel Works.*—"American Manufacturer," Nov. 27th, 1902.

*The English China Industries.*—"Our Western Empire," Nov. 15th, 1902.

*Gas from Wood in the Manufacture of Steel.*—"American Manufacturer," Nov. 27th, 1902.

*Manufacture of Steel by the Electric Furnace.*—"The Iron Age," Dec. 11th, 1902.

*Municipal School of Technology, Manchester.*—"The Textile Recorder," Nov. 15th, 1902.

*Recent Methods of Trackless Trolley Operation.*—"Electrical World," Dec. 13th, 1902.

*Sir Albert K. Rollit, M.P.*—Address at the New York Chamber of Commerce.—"Chamber of Commerce Journal," Dec. 1902.

*Where America sells Goods (Agricultural Products).*—"Export Implement Age," Philadelphia, Oct., 1902.

*Yukon Territory—Trade Conditions.*—Geo. Anderson, "Monthly Report Department of Trade and Commerce," Sept., 1902.

### THE HUB OF SOUTH AFRICAN TRADE

One result of the South African War which was perhaps to have been foreseen, is the displacement of the axis of Transvaal and Orange River Colony trade from the Continent, where it had been artificially placed, to London. Numbers of Continental houses, formerly trading direct with South Africa, have either opened a branch here or shifted the whole of their business to the Metropolis. This is undoubtedly in part due to the strong Imperialist feeling now ruling in South Africa, and also in part to the greater facilities for filling and expeditiously despatching miscellaneous orders which the British markets afford. There is also a noteworthy augmentation, which is still going on, in the number of South African firms who are opening their own buying offices in London. A regrettable feature in the new spurt of business is the increase in the number of mushroom firms, chiefly located in the East end of London, who are launching in the Cape trade. Many of these concerns, possessing wholly inadequate capital, have managed to ship speculative cargoes of several thousand pounds' worth of goods, with result that disaster will, sooner or later, attend their operations, and their creditors will be called upon to pay the reckoning. For this result, however, those who have accorded them credit should have been prepared. (*British and South African Export Gazette*, November, 1902.)

### THE YUKON

Mr. Geo. Anderson's report on the Yukon, coming as it does after the reports of Mr. Geo. H. Hees and Mr. S. M. Wickett, gives to the Eastern Canadian manufacturer the third account of business and prospects in that part of Canada.

Mr. Anderson's report is very optimistic. He advises Canadians to wake up and realize their responsibilities and their future. The figures given however in the report shows Canada quite awake regarding the Yukon. For the year ending June 30th, 1902, the imports of the Yukon are given as \$5,568,572, and of this Canada supplied \$3,721,593 or 67%. These figures must be quoted with care, as doubtless no small part of this is foreign goods that have been entered in other ports and only forwarded through Canadian channels.

A list of commodities, the demand for same, and their source of origin that is given

shows a careful enquiry into the details of many lines of the trade.

The White Pass and Yukon railway rates which are given we are informed are not hard and fast but many large shippers have special contract rates.

With regard to future mining prospects the report says that with improved methods introduced it is expected that the next few years will be more productive. Practical miners are said to have every confidence in the district.

Mr. Anderson's report is given in full in the Monthly Report of the Department of Trade and Commerce, September, 1902, and is full of information.

### TRADE OF INDIA.

A review of the trade of India in 1901-1902 together with the annual statement of the Trade and Navigation returns for the same year have been kindly forwarded to this office by Mr. J. E. O'Connor, C. I. E., Director General of Statistics to the Governor of India, and are at the disposal of members of the Association.

All figures given are in Rupees, which equals 44.5 cents. The total import trade amounted to R. 89, 74, 29, 490 and the exports to R. 104, 67, 14, 420.

The trade with Canada for the last five years is as follows :

|              | Imports<br>from Canada | Exports<br>to Canada |
|--------------|------------------------|----------------------|
| 1897-98..... | 10, 754                | 3, 43, 297           |
| 1898-99..... | 6, 192                 | 4, 63, 524           |
| 1899-00..... | 2, 71, 651             | 7, 69, 916           |
| 1900-01..... | 9, 004                 | 10, 48, 034          |
| 1901-02..... | 2, 18, 019             | 6, 32, 901           |

By far the largest part of exports to Canada consisted of tea as follows :

|             |               |
|-------------|---------------|
| 1897-8..... | R. 3, 25, 669 |
| 1898-9..... | 4, 19, 001    |
| 1899-0..... | 7, 22, 897    |
| 1900-1..... | 7, 57, 607    |
| 1901-2..... | 4, 12, 125    |

Great Britain practically controls the trade. In 1901-02 she provided 85% of the imports and took 25% of the exports. In imports Austria-Hungary came next, providing 4%, and as customers, Germany, China and Straits Settlements come in order, each taking about 8%.

### ARTIFICIAL MARBLE.

Mr. Harrison Watson, Curator of the Canadian Section, Imperial Institute, London, writes under date of November 26th regarding the manufacture of artificial marble. He speaks very highly of samples he had seen that were manufactured from gypsum by a patent process. This, it is claimed, can be manufactured at from one-tenth to one quarter the cost of marble, and it is almost impossible to tell it from the genuine article. Owing to the gypsum deposits in Canada this new process should be of interest to their owners.

# THE FARM IMPLEMENT INDUSTRY

## A FARMER'S DAUGHTER'S KODAK

The manufacture of farm implements is an industry whose growth has a far-reaching effect upon other Canadian industries, influencing the whole national life. About six times as many farm implements were imported into Canada from the United States in 1902 as were imported in 1896, the low tariff being to blame for the increase. Prices of farm implements are very much higher in free trade England than in Canada. In the United States, the most highly protected of all countries, agricultural implements are cheaper than anywhere else in the world. The reduction of the Canadian tariff on farm implements a few years ago did not cause any reduction in the price. The raising of the tariff now would cause no increase in price, but it would bring about the establishment of many new factories in Canada and the enlargement of many old ones.



A FARMER'S daughter received two birthday presents. One coming from an uncle in Toronto was a kodak, the other from an uncle in Montreal was a book containing a series of pictures of Canadian sports entitled "Canadians at Play."

The farm had recently been equipped with a number of new agricultural implements, and the first photograph taken was one of her father ploughing a field. This was such a success that she took photographs during the following summer and autumn of all the operations on the farm in which agricultural implements were used. These photographs she mounted in a book to which she gave the title "Canadians At Work," and making several copies, sent one to each of her uncles. She visited her Toronto relations during the next winter and they all expressed great admiration for her skill in photography, but one of her cousins, a young man attending Toronto University, said: "You should call it 'Canadian Farmers At Work.' Anyone looking at your book would suppose that Canadians do nothing but farm. I suppose farming is the best of all occupations, but there are others, and a nation that does only one thing does not count for much. You should change the title of your book or enlarge it to take in pictures of Canadians engaged in all kinds of work."

"It would make a pretty big book," said his brother. "We Canadians are a busy people, and it would require a book of many volumes to depict all our industries"

"If you would follow the agricultural implements back to their starting point," said

the young photographer's uncle, "you would be able to give sufficiently varied views of Canadian life."

"Their starting point! I suppose you mean in the factory," said the girl.

### IMPORTANCE OF RAW MATERIALS

"I would go farther back than that," said her uncle. "I recently went through very extensive agricultural implement works in Toronto. The varied work done in the factory and the great number of men employed was a surprise to me, I finished going through the various departments of the works just at six o'clock, and when coming away saw quite an army of men pouring out of the vast buildings. A fine, intelligent-looking, sturdy lot of men they were, mostly sons of Canadian farmers probably. After seeing them at their work and on the way home, I said to myself, 'Any policy that would drive these men out of the country would be a calamity for Canada.' But what impressed me most of all was the immense store of materials to be seen at the works, including lumber, pig iron, malleable iron, steel, malleable chain, cotton duck, paints, oils, varnish, benzine, coke, coal, fuel oil and other things, all of which were used in making agricultural implements. I came to the conclusion that great as was the number of employees in the factory engaged in making agricultural implements, a still greater number of men must be employed in producing the materials they used, and I realized for the first time that the growth of an industry of this kind has a far-reaching effect upon other industries of the country, influencing the

whole national life. So when I said that if you would follow the agricultural implements back to their starting point you would be able to give sufficiently varied views of Canadian life, I meant that you should take pictures of all the men engaged in getting out the raw materials used in agricultural implement works.

### TO PHOTOGRAPH LUMBERMEN

"As many millions of feet of lumber are used by Canadian agricultural implement works your first visit should be to a lumber camp, and you would need to visit more than one, for a great variety of woods are used and they are not all obtained in one place. In one binder that I examined there were eight different kinds of wood, soft maple, hard maple, basswood, soft elm, rock elm, white ash, hickory and oak. The kind of wood suitable for one part of a machine may not be suitable for another part. I saw sixteen different varieties of wood in the great lumber yard at the works. So you would have to visit several lumber camps and take pictures of the men cutting down the trees, hauling them to the streams, making them into rafts and floating them down the river to the saw mills. Then there would be pictures of men at work in the saw mills, men loading the lumber on railway cars and unloading the cars again at the factory, with many railway scenes between, showing the trainmen at their work."

"All these scenes would certainly give varied views of Canadian life and make a much bigger volume of pictures than my photos of farm life," said the girl.

"Yes," said her uncle. "But lumber is only one of the raw materials. Enormous quantities of iron and steel are used by the agricultural implement works. Why the works I visited alone use thousands of tons of pig iron every year, and there are many other agricultural implement works in the country. Great quantities of malleable iron and steel are also used."

return and picture men pushing the red hot coke out of the oven by aid of a discharging machine, and afterward cooling it by water from hose before loading it into the railway cars which carry it to the blast furnace. Charcoal is sometimes used as a fuel in a blast furnace instead of coke, so you must also take pictures of all the operations of charcoal manufacture.

a slag while the carbon of the coke or charcoal unites with the iron to form pig iron, you might get some very good pictures, as the men in charge of the blast furnace first tap off the slag and then let the liquid pig iron run out into troughs made in sand or into huge ladles in which it is carried to a casting machine or to the steel furnace. You could also have pictures of the men making troughs in the sand and those in charge of the huge blowing engines and the boiler house. The pig iron having been cooled in the sand or by running through water in the pig casting machine, is loaded on cars which carry it to the piers, where it is transferred to vessels. Some of the pig iron is taken direct to the agricultural implement works, to be moulded there in the foundry into various shapes required for the implements. Some of it is converted into malleable iron by a series of interesting processes employing many skilled workmen, all of whom you might photograph.

#### MAKING STEEL

"You would of course have to follow the ladles that carry liquid pig iron to the steel furnaces and get pictures of the many skilled men engaged in converting it into steel ingots. Then you would follow the ingots to the rolling mill and see them rolled by skilled workmen into billets and blooms. These would be shipped by rail and water to other mills, where they would be converted



BINDERS AT WORK

#### A VISIT TO AN IRON MINE

"The raw materials used in making pig iron are iron ore, coke or charcoal and limestone. You must first go to the iron mine and photograph the men at work taking out the ore, loading the ore on the cars and transferring it to vessels. You might then board one of the ore boats and go with it to the great docks where the ore is unloaded by huge buckets that descend into the hold of the vessel, open like mouths, grab the ore, closing again when full, and then, being elevated, discharge their contents into cars which stand on tracks on the pier, waiting to carry the ore to blast furnaces. You could get quite a series of interesting pictures of men at work unloading iron ore. A visit to the limestone quarries would give you another set of pictures of Canadians at work and you would have to follow the limestone to the blast furnaces just as you did the iron ore.

#### COAL MINES PHOTOGRAPHED

"Then would come a visit to the coal mines and photographs of all the coal mining operations. You would require a whole volume to depict them. The coal having been mined, would have to be washed to rid it of pyrites and slate, which might make trouble in the blast furnace. You would need to wear an old dress while taking pictures of the coal washing plant and the men working at it, for a pretty dress like that you have on would be completely spoiled by black water dripping on it. Next you would photograph the operation of charging the washed coal into the coke ovens, and then after an absence of 36 hours you might

#### AT THE BLAST FURNACE

"Having got the iron ore, limestone and coke or charcoal together at the furnace you



LUMBER YARD, FARM IMPLEMENT WORKS

must photograph the scale cars in which these materials are weighed, the skip cars that elevate them to the top of the furnace and the men in charge. You could not photograph the chemical processes which go on in a blast furnace, but when the materials have all been melted by the blasts of hot air blown through them, the limestone uniting with most of the impurities of the iron ore to form

into steel bars, nails, nuts, rivets, screws and other things required in making an agricultural implement. If you could get photographs of all the skilled workmen employed in the multifarious processes of converting iron and steel into the materials used at the agricultural implement works you would indeed have a big volume of pictures of 'Canadians At Work'".

"Then you would have to see the paint factories. Hundreds of thousands of pounds of paint and an amazing quantity of oil, varnish and benzine are used in the establishment I visited. You might also follow the raw materials used in the paint factory to their origin and get many pictures of Canadians at work. The petroleum districts of Ontario would have to be visited, for great quantities of fuel oil are used, and it might be worth while to take a trip to Hudson Bay in order to photograph a whaling vessel with its crew, for whale oil and seal oil are extensively used in tempering steel. I noticed large quantities of cotton duck in one of the store rooms, and was told that it came from Yarmouth, N.S. In fact you would have to travel nearly all over the Dominion to photograph the men who are engaged in preparing materials for the agricultural implement works of Canada."

"But your father is not the only farmer who thinks it is all the same whether he buys in Canada or the United States. During the fiscal year 1902 the value of agricultural implements imported into Canada, was nearly three million dollars."

"Why do Canadian farmers buy United States implements?" asked the student. "Is it because they are better than those made in Canada?"

"That cannot be the reason," said his father, "for it is a well-known fact that in England, Australia and many foreign countries where implements from Canada and the United States compete on equal terms Canadian implements are given the preference. In Australia, for instance, farmers willingly pay more for Canadian implements because they think they are better."

"Are many Canadian implements exported?" asked the student.

Great Britain, Germany, Russia, Switzerland, Denmark, Norway, Italy, Holland, Belgium, Roumania, Austria, Asia Minor, Cape Colony, Orange River Colony and Natal. A few are even sent to Palestine, but as you can imagine the demand is not very large for them in that country."

"I suppose a great many are sent to the United States, as we buy so many from them," she remarked.

"On the contrary, our agricultural implements are completely shut out of the United States by their high tariff," said her uncle.

**WOULD SHUT THEM OUT**

"If I were making the Canadian tariff I would raise it high enough to shut their's out of Canada," said the girl.

"So would I," said the student. "Why it is evident that if all those imported implements were made in Canada the beneficial influence would be felt in every branch of trade. Every factory in Canada would have to increase its output and all those millions of money now sent to the United States would be put into circulation in Canada, turning over and over again as the workmen employed in the factories and those engaged getting out the raw materials paid out their wages to grocers, butchers, drygoods dealers, hardware stores, tailors, milliners, furniture dealers, booksellers, tinsmiths, plumbers, carpenters, masons, ministers, teachers, doctors, druggists, lawyers and many others I cannot think of. The consuming population would be greatly increased and Canadian farmers would have to supply all these people with food."

**HOW IT WOULD AFFECT PRICES**

"But would not the price of agricultural implements rise as a result of the tariff being increased?" said his brother. "I believe the Canadian tariff on agricultural implements was reduced a few years ago. I suppose that is why about six times as many agricultural implements were imported into Canada from the United States in 1902 as were imported in 1896, but what has been the effect on prices?"

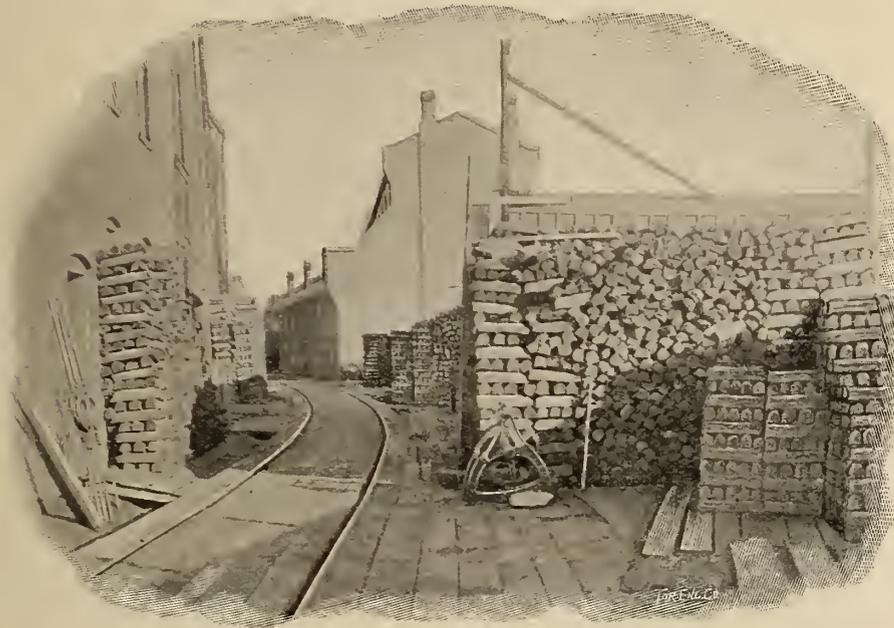
"The prices are no lower than they were before the tariff was cut down," said his father.

"Did not the Fielding tariff reduce the duties on some of the raw materials used by the agricultural implement manufacturers?"

"Yes, and those materials are generally dearer now than they were when the tariff was reduced, but the effect of the lower tariff is to encourage the manufacturers to use foreign materials instead of materials produced in Canada."

**PRICES HIGHER IN ENGLAND**

"You spoke of so many Canadian implements being exported to England and other countries," said the girl. "How do the prices of agricultural implements in England compare with the prices in Canada and the United States?"



PIG IRON IN STORAGE AT FARM IMPLEMENT WORKS

The girl had a vivid imagination, and as her uncle talked, her mind pictured many varied groups of 'Canadians At Work.'

"I wish I could start at once," she cried at last. "It would be so interesting."

"Let me ask you one question before you start," said the University student. "Were those agricultural implements you photographed on your farm made in Canada?"

The girl's bright, enthusiastic face suddenly saddened.

**MADE IN THE UNITED STATES**

"Oh, I am so sorry," she said. "I know they were made in the United States. The agent who came to sell them was a good talker and father thought it made no difference whether the implements were made in Canada or the United States."

"You see it does make a big difference to Canada and Canadians," said her uncle.

"Yes," said his father. "I have some figures which I copied out of the Trade and Navigation reports published by the Dominion Government, showing the value of agricultural implements imported into Canada and the value of Canadian implements exported during the last seven years."

He took a paper out of his pocket book and read the following figures :

| Year      | Imports   | Exports   |
|-----------|-----------|-----------|
| 1896..... | 445,070   | 595,277   |
| 1897..... | 575,409   | 762,262   |
| 1898..... | 905,140   | 1,444,463 |
| 1899..... | 1,639,888 | 1,867,223 |
| 1900..... | 1,826,944 | 1,693,581 |
| 1901..... | 1,896,760 | 1,749,565 |
| 1902..... | 2,655,468 | 1,820,800 |

Total..... \$9,944,674 \$9,993,171

"What countries are they sent to?" asked the girl.

"Australia, New Zealand, Argentina,

"I am glad you asked that question," said her uncle. "As you know the United Kingdom is a free trade country. There are no duties on agricultural implements or on any of the materials used in making agricultural implements, yet the prices of agricultural implements in free trade Britain are actually from 15 to 25 per cent. higher than in Canada, which has a low protective tariff, while in the United States, which gives very high protection to agricultural implements and all the materials used in making them, the prices of agricultural implements rule lower than in any other country in the world. That is an undeniable fact and it is something that the Canadian farmer should think about. It is positive proof that high protection does not necessarily increase prices as advocates of free trade or a low tariff pretend"

### H. B. M. CONSULS.

#### Good Words For Industrial Canada.

The members of the Association are aware that over two hundred British Consuls are forwarded INDUSTRIAL CANADA regularly. It is gratifying to know that the same is appreciated and useful. The following letters from Consuls in the United States have been received recently.

#### CHICAGO

British Consulate,

Chicago, December 19, 1902.

SIR,—I beg to acknowledge receipt of your letter of the 17th inst., as to the complimentary copies of "INDUSTRIAL CANADA" which you have kindly sent me for the last two years, and which I have found very interesting and useful for references for names.

I think also that manufacturers in Canada might with possible advantage to themselves keep in touch with the different British Consulates in the States both by correspondence and visits when in the cities of the States.

I am always prepared to do anything in my power to increase British trade or to give information as to openings, but it is difficult to give general advice on the subject.

I am, Sir,

Your obedient servant,

(Signed) WM. WYNDHAM,  
H. M. Consul.

#### NEW YORK

British Consulate General,

New York, December 19th, 1902.

GENTLEMEN.—With reference to Mr. Younge's letter of the 17th inst. I beg to state that I have received regularly copies of INDUSTRIAL CANADA, and I shall be much obliged if you will kindly continue to send me complimentary copies of the same, as it is most useful to have a publication of this nature in this Consulate General.

I am, Gentlemen,

Yours faithfully,

(Signed) PERCY SANDERSON,  
Consul General.

#### PHILADELPHIA

British Consulate,

Philadelphia, December 19, 1902.

SIR,—I have the honour to acknowledge the receipt of your letter of the 17th inst., requesting me to inform you if I had received "INDUSTRIAL CANADA" regularly at this Consulate and that, if it is of interest, you will continue to forward the same.

In reply, I beg to inform you that "INDUSTRIAL CANADA" has proved of very great interest and use at this Consulate and I sincerely hope that you may be able to continue to send it, as it often contains matter which enables me to give information to enquirers which I should not otherwise be able to give, except by considerable correspondence.

Thanking you for your past courtesy and hoping for a continuation of the same,

I have the honour to be Sir,

Your obedient humble servant,

(Signed) WILFRID POWELL,  
H. B. M. S. Consul.

#### COPENHAGEN

British Consulate,

Copenhagen, Denmark, Dec. 24, 1902.

DEAR SIR,—With reference to your letter to me of December 12th, I have much pleasure in informing you that INDUSTRIAL CANADA is very much appreciated in this town and country. I must thank you for your courtesy in sending it, and should like you to continue to do so.

I am, Sir,

Yours faithfully,

(Signed) CAPT. JAS. BOYLE,  
Consul.

#### LYONS

British Consulate,

Lyons, December 26th, 1902.

SIR,—With reference to your letter of the 11th inst., I beg to inform you that I have received INDUSTRIAL CANADA regularly and have found it both useful and interesting. It has on more than one occasion enabled me to answer inquiries from merchants here seeking information about Canada.

I am, Sir,

Your obedient servant,

(Signed) LIONEL C. LIDDELL,  
Consul.

#### BERLIN

British Consulate General,

Berlin, December 23rd, 1902.

GENTLEMEN,—In reply to your enquiry of the 12th inst., I beg to say that I have hitherto received only a few complimentary copies of INDUSTRIAL CANADA at irregular intervals. Those that have come to hand were read with great interest by visitors to the Reading Room of the Consulate, and I should esteem it a favour if you would kindly send

me INDUSTRIAL CANADA regularly in future.

With thanks in anticipation,

I am, Gentlemen,

Your obedient servant,

(Signed) T. H. SILVERBACH,  
H. B. M.'s Consul General.

### TECHNICAL EDUCATION

Mr. Bernard McEvoy, Toronto, in a recent number of the "Canadian Engineer," contributes an article on Technical Education in Canada. He says that with the end in view of holding our industrial own in the face of competition, we must technically educate the producers, and in this respect follow Germany, the United States, etc.

The development of such education in Canada has proceeded on two main lines. The first represented by the Department of Engineering and Science of McGill University, Montreal; the School of Practical Science, Toronto; and the School of Mines, affiliated with Queen's College, Kingston. These give advanced education, providing Canada with competent engineers, mechanicians, chemists or metallurgists.

#### THE TORONTO SCHOOL

The other line of education has for its best examples the Toronto Technical School and the Central Ontario School of Art and Industrial Design. The Toronto Municipal Council was one of the first to take advantage of the Municipal Act as amended, allowing the establishment of such schools. The Toronto School was started in 1892 with 5 teachers, 231 pupils were registered and the expenditure was \$7,570. The School has made steady advances—in 1901 fifteen teachers instructed 1,710 pupils at an expenditure of \$15,337. Thus in Toronto there is one teacher for every 114 pupils at an expenditure per pupil of about \$9. Mr. McEvoy does not indulge in criticism here, but the above represents a strikingly inadequate state of affairs.

The city purchased the Toronto Athletic Club building in 1900 at a cost with remodeling and equipment of \$77,000.

The governing board of the School consists of 25 members as follows: The Mayor and four Aldermen, Trades and Labor Council, 5; Stationary Engineers, 2; Federated Building Trades Council, 2; Allied Printing Trades Council, 1; Allied Metal Trades Council, 2; Manufacturers' Association, 4; Toronto Board of Trade, 1; Architects' Association, 2; Toronto Builders' Exchange, 1.

Considering the board and the attitude of municipal representatives, Mr. McEvoy says the labor interests are in the ascendancy, and on the whole have dominated the School, and its history has been an interesting experiment in education, directed not by educationalists, but by persons chosen on other grounds.

## BUSINESS AND OPENINGS IN JOHANNESBURG

The firm of The J. W. Taylor Company, Limited, with a capital of £25,000, formed to handle Canadian trade, has commenced energetic work for the furtherance of its objects. The new company has already forwarded some £2,000 of orders for Canadian furniture, and during the few months before its formation Mr. Taylor placed orders for £94,000 worth of timber, doors, etc., in Canada.

Specifications for tenders recently issued by the Railway Department of the Transvaal and Orange River Colonies called for 1,000,000 superficial feet of Canadian deals, 25% of which must be dressed to floorings or linings.

### OFFICE FURNITURE

There is a splendid opening, Mr Taylor says, for a first-class line of desks, cabinets, chairs, etc., and he would be glad to receive catalogues, discounts, weights, etc., also consignment lots.

### TRACTION ENGINES

He asks for prices f.o.b. port with weight of traction engines, steam plows, graders and rock crushers used in road-making and steam-plowing.

### WALL PAPER

A line of samples of wall paper from a Canadian house just to hand, are acknowledged as the finest ever shown in Johannesburg, but are only 18 inches wide, whereas they are accustomed to 21 inches.

## AGRICULTURE IN GREAT BRITAIN

The idea that Great Britain gives her whole time and labour to manufacturing interests, shipping, etc., is a mistaken one. The agricultural returns for 1902 are estimated as follows: Wheat, 56,676,783 bushels; barley, 66,494,606 bushels; oats, 130,383,682 bushels; beans, 7,601,475 bushels; peas, 3,095,313 bushels; potatoes, 3,194,188 bushels; turnips, 24,169,450 bushels; man-golds, 9,347,412 bushels; and hay, 201,386,651 cwt.

## TRAVELLERS' LICENSES IN SOUTH AFRICA

The Association has received information from the Departments of Agriculture and Trade and Commerce, and also from Moffat, Hutchins & Co., Cape Town, regarding travellers' licenses.

Anyone taking orders has to take out a license in Cape Colony costing £25 per annum. In Natal the fee is £10. In the Transvaal and Orange River there is some doubt as to what has been finally decided upon, but before the war the license was £25, which charge likely holds good now.

## SOUTH AFRICAN REPRESENTATIVE

Recommended by Mr. James G. Jardine, the Canadian Government agent in South Africa, Mr. Harry Sandilands, General Agent, P.O. Box 513, Cape Town, offers his services to any leading Canadian firms in produce or manufactures, who are desirous of opening up trade in South Africa. He already represents some wealthy English firms and does business with the wholesale trade in the principal centres, Port Elizabeth, East London, Durban, Johannesburg. Commission can be arranged by individual firms, but he will accept nothing but a sole agency. Some of the items mentioned are: timber, furniture, cereals, flour, preserved meats, fish, farm produce, paper and agricultural implements.

## TURKISH AND GREEK TOBACCOS

A correspondent in Constantinople desires communication with Canadian dealers in Turkish and Greek tobaccos. "Your friends may be interested in learning that the Americans have been buying Turkish tobacco very largely the last few years. Prices range from about 4 pence to 20 shillings per kilogramme."

## AUSTRALIAN MERCHANTS IN LONDON

Sir Wm. Mulock has forwarded to the Association a copy of a letter received by him from Messrs Parbury, Henty & Co., 20 Eastcheap, London, E.C. This firm are purchasing and commission agents for the Australian market, with offices also in Sydney and Melbourne. They are a firm of old standing and one of the largest shippers to Australia, and are anxious to see closer trade relations within the Empire. They ask to be put in communication with Canadian houses with a view to purchase or to sell on commission.

## EMPLOYMENT

A young Englishman with 4 years' experience in the paper trade in London desires a position as clerk or assistant in Canada. He has a knowledge of shorthand and type-writing and can send good references. Address "INDUSTRIAL CANADA."

## TRADE NOTES

A publication, descriptive of the factory and showing the different styles of gloves, furs, etc., manufactured by J. Arthur Paquet, Quebec, has been received.

The Canadian Corundum Wheel Co., Hamilton, have issued a very characteristic booklet, in the shape of a corundum wheel, descriptive of their product.

A publication creditable both to the *Monetary Times* and to the Robb Engineering Co, Amherst, has been sent out by the latter firm, giving very fine cuts of the goods manufactured by them.

The Canada Paint Company have acquired another graphite property near Petitcodiac, New Brunswick. The area is about five square miles and the graphite is reported to be of the finest description for painting purposes.

The McEachren Heating and Ventilating Company, Galt, have forwarded to this office four separate publications, entitled Medium Blowers and Exhausters, Steel Plate Planing Mill Exhausters, Steel Plate Fans and Steam Specialties.

The Nicholson File Co. purchased the Globe File Co., Port Hope, Ont., just sixteen months ago. They at once increased the capacity of the factory and are now turning out from 600 to 700 doz. files per day and are in a position to increase this output to 1,000 doz.

The Newell & Higel Co., Limited, Toronto, manufacturers of piano actions, keys, etc., are extending the season's compliments to their customers in a very practical way. INDUSTRIAL CANADA is in receipt of a very handsome desk blotter sent by the above firm, and its usefulness makes it valuable.

The R. MacDougall Co., Limited, Galt, have forwarded the 12th edition of their illustrated catalogue of hand and power pumps, hot water boilers, etc. The catalogue is a suitable size for the pocket. It is printed in small type but very plain. It gives hundreds of illustrations and covers in all over 160 pages.

The Australian "Hardware and Machinery" in a recent issue gives an interesting account of the following leading hardware firms in Sydney, N. S. W.: John MacIntosh & Sons, F. Lassette & Co., Limited, Brissol & Co., Limited, W. S. Friend & Co., McLean Bros. & Regg, Limited, John Keep & Sons, Limited, Holdsworth, Macpherson & Co.

The Farmer's Advocate and Home Magazine, Christmas, 1902, is a very creditable issue of 84 pages. The cover is particularly characteristic of the granary of the Empire. It shows a Canadian maid baking with No. 1 Hard Manitoba, and from an open window a view of the harvesters taking off the golden crop is given. Underneath is written:

"The golden fields are waving  
The sun sets golden red.  
A sleeping Empire's waking,  
An Empire's day is breaking,  
A maiden Empire's making,  
A mother Empire's bread."

# FOREIGN TRADE NEWS.

## TRADE ENQUIRIES.

*NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.*

**Agate and Enamelware**—A firm in Sydney, N. S. W., carrying on a commission and wholesale business are open to buy for cash against documents large quantities of the above. Australian ports for delivery are Brisbane and Sydney. They send Australian and United States references.

**Agencies—West Coast of Africa.** A firm in Liverpool who are interested in the trade of the West Coast of Africa desire to represent as sole agent a Canadian house for provisions, tinned goods, mess beef and pork in barrels, flour and condensed milk. This is a firm of good standing and they state that there is a large and increasing trade at present being done.

**Liverpool**—A firm in the above city known to the Association for some time are open to act as buying agents for all kinds of manufactured goods or raw produce and desire communication with our members.

**Melbourne, Australia**—A firm in Melbourne, Australia, who represent manufacturers in almost every branch of the hardware line, desire to get in touch with Canadian shippers. They state that the time is very opportune for placing Canadian products on the Australian market. The wave of Imperialism which is drawing the colonies to the Mother Country would make it possible for a large trade to be opened with Canada. This firm send good references, and are also known to some members of the Manufacturers' Association at the present time.

**Johannesburg**—A correspondent at present on the staff of the Municipality of Johannesburg desires to get in touch with a manufacturer of **Agricultural Implements and Machinery**, with the intention of pushing their goods on the South African market.

**Beds, Folding**—A correspondent in Brussels, Germany, sending both English and German references, desires to procure the agency of a first-class manufacturer of folding beds.

**Box Shooks**—Our correspondent in London, Mr. Harrison Watson, sends us specifications for a fair sized order of box shooks from a firm in Cornwall; goods to be sent either via Liverpool or Bristol. This firm requires supplies continually.

**Canned Goods** (a) A firm in London engaged in the fruit trade is desirous of taking up Canadian canned goods, fruits, etc., and has asked to be referred to exporters in the Dominion.

(b) A London firm desires to procure the above in Canada and asks for quotations and samples.

**Deals and Laths**—A Birmingham firm desires to purchase in Canada spruce deals or spruce cut into thin lath. The same has been purchased up till now in the States, but the firm states that they will give Canada the preference. Orders for 50 standards will be placed at a time. They are prepared to pay cash and references will be sent if desired.

**Engineering and Metal Trade Specialties**—A correspondent who is a mechanical engineer in Birmingham, desires correspondence with manufacturers of engineering or metal trade specialties who are desirous of doing business in that city. The correspondent is open to accept agencies or merchant goods.

**Fish Oil**—A Hamburg firm asks for lowest quotations c.i.f. Hamburg for large quantities of the above. Samples are also requested.

**Flour**—A Baker in Litherland, England, using from 25 to 30 (280 lb.) sacks of flour per week of various grades desires to purchase the same direct from a Canadian mill and asks for quotations c.i.f. Liverpool.

**Foodstuffs and Grain**—A merchant having an established business in Port of Spain, Trinidad, desires to procure the above from Canadian shippers and sends a Toronto reference.

**Forks** (a) **Hay**—Particulars are requested by a Birmingham firm of Canadian firms in a position to export hay forks.

(b) **(Hay and Manure) and Handles**—A gentleman in Birmingham who until the end of this year has been acting as manager and traveller for a firm in that city intends on January 1st to open business on his own account as an agent. He desires to secure the above, for which he says he could find a ready sale and has prospects for immediate orders. This gentleman expects to be in Canada sometime in February.

**Handles** (a) **Broom and Mop**—A firm in London established in 1868 as wholesale merchants desire to purchase or to sell on commission broom and mop handles. In case of purchase they desire quantities delivered c.i.f. London; terms cash against documents.

(b) Particulars are requested by a Birmingham firm of Canadian firms in a position to export hickory pick and ham-

mer handles; ash, pine, spruce and bass wood broom handles; ash hay-fork and rake handles, shovel stems and D. handles.

**Hardwood, Woodenware, etc.**—A firm in Birmingham, England, carrying on a business of general merchants, who have already purchased woodenware, lawn mowers, etc., in Canada, desire catalogues and price lists from members of our Association in any line handled by a general merchant. This firm desires to purchase.

**Index Files, Counter Bill Head Books**—A Sydney, Australia, firm desires to get in touch with shippers of the above.

**Lard and Hams**—A London firm desires to procure the above in Canada, and asks for quotations and samples.

**Lawn Mowers and Hardware Specialties**—A gentleman in Birmingham who up till the end of this year has been acting as manager and traveller for a firm in that city, intends on January 1st to open business on his own account as an agent. He desires to procure the above, for which he says he can find a ready sale and has prospects for immediate orders. This gentleman expects to be in Canada sometime in February.

**Lawn Mowers**—Particulars are requested by a Birmingham firm of Canadian firms in a position to export Lawn Mowers.

**Lumber**—A firm in Port-of-Spain, Trinidad, who speaks very encouragingly with regard to the improved conditions in Trinidad and who have been interested in Canadian trade for some time desire communication with lumber shippers who will carry on a direct business with them in Port-of-Spain.

**Lumber and Shingles**—A firm in Sydney, N.S.W., carrying on a commission and wholesale business are open to buy for cash against documents large quantities of the above. Australian ports for delivery are Brisbane and Sydney. They send Australian and United States references.

**Paper**—An indenting firm in Sydney, Australia, desires to procure an agency for paper for newspaper contracts.

**Wall Paper**—A firm in Sydney, N.S.W., carrying on a commission and wholesale business, are open to buy for cash against documents large quantities of the above. Australian ports for delivery are Brisbane and Sydney. They send Australian and United States references.

**Printing Equipment**—A firm in Sydney, Australia, desires to represent manufacturers of labor saving appliances for the printing trade in lead and rule cutters, ornaments, type, etc. They are very desirous of securing the agency for lino-type machines which have only recently been introduced in Sydney.

**Pulp and Paper**—A firm in Sydney, N.S.W. carrying on a commission and wholesale business are open to buy for cash against documents large quantities of the above. Australian ports for delivery are Brisbane and Sydney. They send Australian and United States references.

**Soap**—A merchant, having an established business in Port of Spain, Trinidad, desires to procure the above from Canadian shippers, and sends a Toronto reference.

**Sounding Boards**—A London firm sends specifications for pianoforte sounding boards. They ask for quotations in quantities of car load lots, and send Canadian references.

**Spoolwood**—Mr. Harrison Watson, London, sends us the name of a Belfast house, with agents also in Liverpool, Austria and France, who desire to procure in Canada timber suitable for making spools and bobbins.

**Tallow**—A London firm desires to procure the above in Canada, and asks for quotations and samples.

**Tin Scraps**—A firm in Belgium desires to be put in communication with a firm desirous of disposing of tin scraps. The scraps desired is refuse from factories and not old tins.

**Venetian Blind Laths**—Two very important enquiries have been received for the above; one from Auckland, New Zealand, the other from Ilford, Essex, Eng. They were asked for 3-16" by 2½" wide, from 3 to 10 feet long, sawn clean. The English firm desires from 30 to 40,000 linear feet per week; the Australian firm 20,000 feet, with regular orders to follow.

**Washboards**—A gentleman in Birmingham, who up to the end of this year has been acting as manager and traveler for a firm in that city, intends on January 1st to open business on his own account as an agent. He desires to procure the above, for which he says he can find a

## Correspondent Members

### CANADIAN MANUFACTURERS' ASSOCIATION

The following have been officially appointed correspondent members of the Association for the districts named. The appointments were made only after the executive were assured as to the reliability and good standing of the parties, but no liability is assumed by the Association. They will furnish free to members preliminary information with reference to the markets in which they are situated.

#### AUSTRALIA—

Brisbane, Queensland—D. H. Ross.  
Sydney, New South Wales—Charles Dobson, Strand St.  
Melbourne, Victoria—William McLean, 107 Elizabeth St.

#### BELGIUM—

Emile Pauwaert, Ghent, Belgium.

#### BRITISH WEST INDIES—

Barbados—C. D. Davies, Bridgetown.  
Jamaica—Hon. T. J. Middleton, Kingston.  
Trinidad—T. Geddes Grant, Port of Spain.

#### DUTCH WEST INDIES—

Curacao—Jacob Jesurun, H. M. Consul.

#### GERMANY—

Henry Becker, Berlin S. 42. Ritterstr. 27.

#### GREAT BRITAIN—

Harrison Watson, Curator Canadian Section  
Imperial Institute, Imperial Institute Road,  
London, Eng.

#### NEW ZEALAND—

Th. de Schryver, Auckland.

#### SOUTH AFRICA—

Cape Town—Moffat, Hutchins & Co.,  
P.O. Box 185.  
Johannesburg—J. W. Taylor, 10 Exploration  
Buildings.  
Kimberley—Jas. Richardson, Richardson &  
Brittan.

ready sale and has prospects for immediate orders. This gentleman expects to be in Canada sometime in February.

**Wire Netting**—A firm in Adelaide, South Australia, states that there is a large demand for wire netting, and one contract has just been opened to the value of £7,000. This firm desires correspondence with a manufacturer with a view to being placed in a position to tender to the Government on their account.

**Wood Frames**—A firm in Birmingham desires to purchase wood frames for wire mattresses.

**Wood Turnings**—A firm in Leeds, Eng., asks for quotations for different classes of wood turnings suitable for the building trades, including cornice poles, cornice pole rings, gas blocks, electric blocks, etc.

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## J. W. TAYLOR COMPANY, LIMITED

Pioneer Canadian Importers of the Transvaal  
First in 1896, Foremost ever since.

**Building Material and Machinery of all classes a speciality.**

**General Indenters for Farming Implements, Furniture and Household Requisites.**

**General Importers for Subsidiary Companies.**

**Consignments Received and Marketed.**

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#### Our Speciality

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Codes—A. B. C. and Western.

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P. O. BOX 2614

Correspondence Solicited and Manufacturers' interests protected.

BRANCH OFFICES { Capetown, Port Elizabeth and Johannesburg, South Africa.  
Adelaide and Sydney, Australia.  
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GENERAL EXPORT AND IMPORT COMMISSION AND SHIPPING MERCHANTS

Head Office  
27-29 Wellington Street East,

TORONTO, CANADA

Buyers and Exporters of Canadian Products, Manufactured Goods, Machinery and General Merchandise.

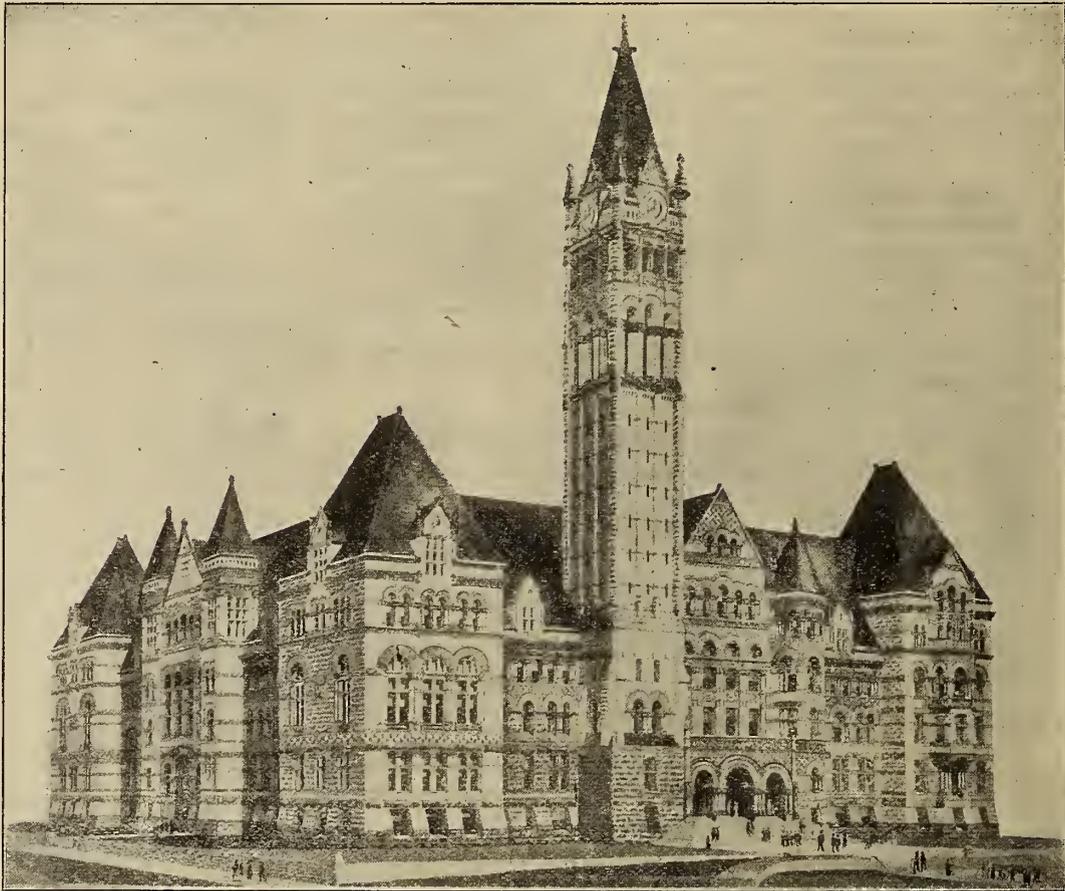
Selling Agents for Canadian Manufacturers through Foreign Branches

CORRESPONDENCE INVITED

# CANADA FOUNDRY COMPANY

LIMITED

Head Office and Works, TORONTO, Ont.



MUNICIPAL BUILDING AND CITY HALL, TORONTO,  
COST UPWARDS OF \$3,000,000.

ALL THE ORNAMENTAL IRONWORK IN THIS BUILDING, INCLUDING  
18 STAIRCASES AND 700 FEET OF WROUGHT IRON RAILING,  
WAS MADE IN CANADA BY

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Incorporated by Act of Parliament 1885.

CAPITAL FULLY PAID - - - - \$1,350,000  
RESERVE FUND - - - - \$350,000

Head Office, - - - - TORONTO

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| Burlington   | Leamington | Strathroy        |
| Drayton      | Newcastle  | St. Mary's       |
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| Elnira       | Orillia    | Sudbury          |
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GREAT BRITAIN—The National Bank of Scotland.  
NEW YORK AGENTS—The American Exchange National Bank.  
MONTREAL—The Quebec Bank.

# THE SOVEREIGN BANK OF CANADA

Authorized Capital, - - - - \$2,000,000  
Paid-up Capital, - - - - 1,300,000

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Accounts of Merchants and Manufacturers opened on the most favorable terms.  
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PROMPT ATTENTION to all matters of business arising at these points.

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CHARGE FOR SPACE VERY MODERATE

Promoters open to act as agents for sale of goods from sample.

For further particulars apply

BELL, BELL & CO., P.O. Box 229.

Lourenco Marques, Delagoa Bay, East Africa

Cable Address "Bellbay" A1 and A, B, C codes used, or  
110 Cameron St., London, E.C.

**FOR  
STRENGTH  
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**WATEROUS**  
BRANTFORD  
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**THE  
McEWEN  
HIGH SPEED  
AUTOMATIC ENGINE**

**THE McEWEN**  
A Thoroughly First-Class High Speed Engine.

In high speed engine service, such as street railway, lighting, mine haulage or crane work, the regulation of an engine is its greatest recommendation. This matter of regulation is the strongest of many strong points of the McEwen high speed engine. As a surety of its close regulation we give with every McEwen engine sold the following guarantee:—

"The engine shall not run one revolution slower when fully loaded than when running empty, and a reduction of boiler pressure from the greatest to that necessary to do the work will not reduce the speed of the engine one revolution. Any engine failing to meet this guarantee becomes the property of the purchaser upon the payment of One Dollar."

The McEwen too has fewer parts than any engine of its type, consequently there is less liability to break down, and as all parts are interchangeable repairs can be quickly made.

The McEwen catalogue will tell you many things about high speed engine service you should be interested in knowing.

*For Home and  
Export Trade.*

ORGANS . . .  
STOOLS  
MUSIC CABINETS  
OFFICE DESKS  
CLOSET SEATS

HIGH AND LOW TANKS



HOME OFFICE :

The Goderich Organ Co.  
GODERICH, ONTARIO

# ELECTRIC LIGHT

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FOR UNDERGROUND INSTALLATIONS.

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## HIGH GRADE RUBBER GOODS

(MADE IN CANADA)

**BELTING  
PACKINGS  
VALVES  
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TUBING  
and  
GASKETS**

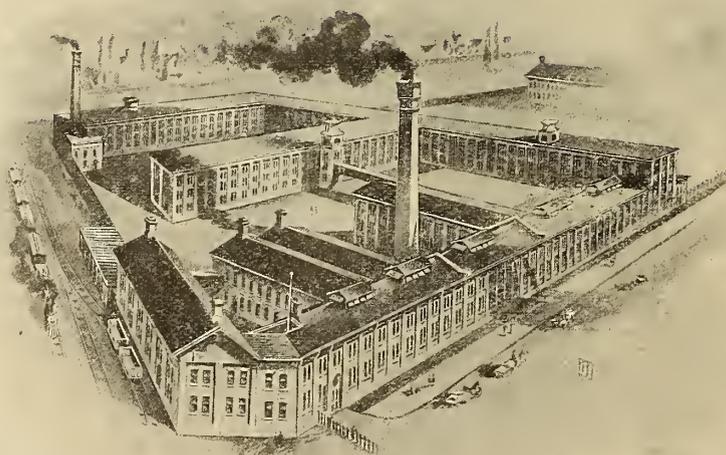
**RUBBER HOSE**

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**WATER  
SUCTION  
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SUPERIOR  
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Sole Manufacturers of the celebrated "MALTESE CROSS" and "LION" Brands Rubbers.  
The best fitting, best wearing and most stylish rubber footwear on the market.



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CERTAINLY  
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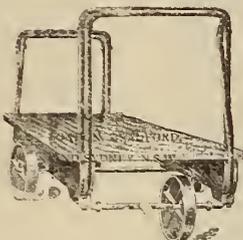
# TRUCKS

THAT IN TURN BUILD OUR REPUTATION.



Any Style

SPINS  
LIKE A TOP.  
  
RUNS  
EITHER WAY.



Any size

**NOTHING BUT THE BEST**  
**AT THE MOST REASONABLE PRICES.**

For the factory, warehouse, brewery, mill, hospital—  
in fact for every conceivable purpose.  
All on the famous Slingsby patent sliding wheel principle.

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**H. C. SLINGSBY FOR CANADA,**  
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SOUTH AFRICA

## Moffat, Hutchins & Co.

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CANADIAN AGENTS (exclusively)

General Indenters and Representatives of  
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Shipping Agents.

Consignments received, and goods forwarded to  
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Correspondent members of the Canadian  
Manufacturers' Association.

Correspondence solicited and information cheer-  
fully given.

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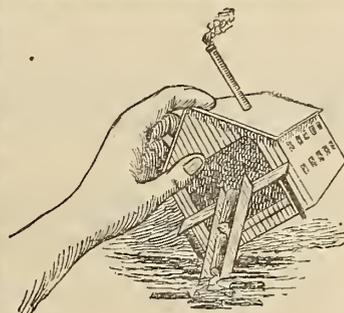
From **MONTREAL & QUEBEC** in summer  
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The steamers of the above line are of the highest class and are fitted up with electric light and all modern improvements, and have also Cold Storage Accommodation for the carriage of perishable freight.

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at the end of the season, you will doubtless find that some of your belts will require renewing.

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If not, put in some **PARA BELTS**. Try them in difficult places, when we are confident that you will demonstrate to your own satisfaction that **Our Rubber Belts** possess wearing qualities superior to any others, no matter by whom made, or of what class of material.

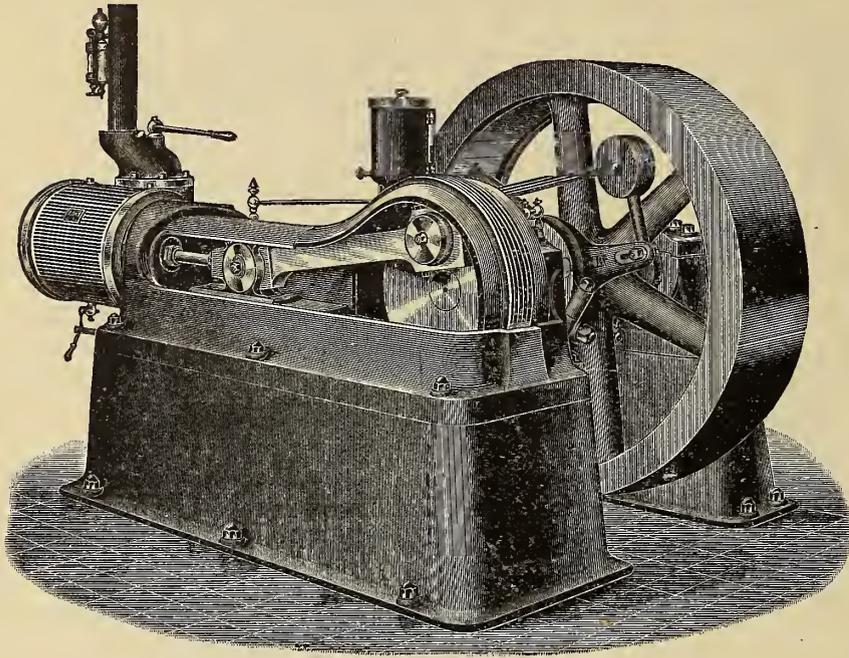
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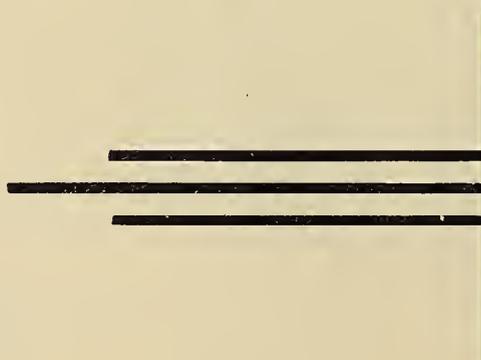
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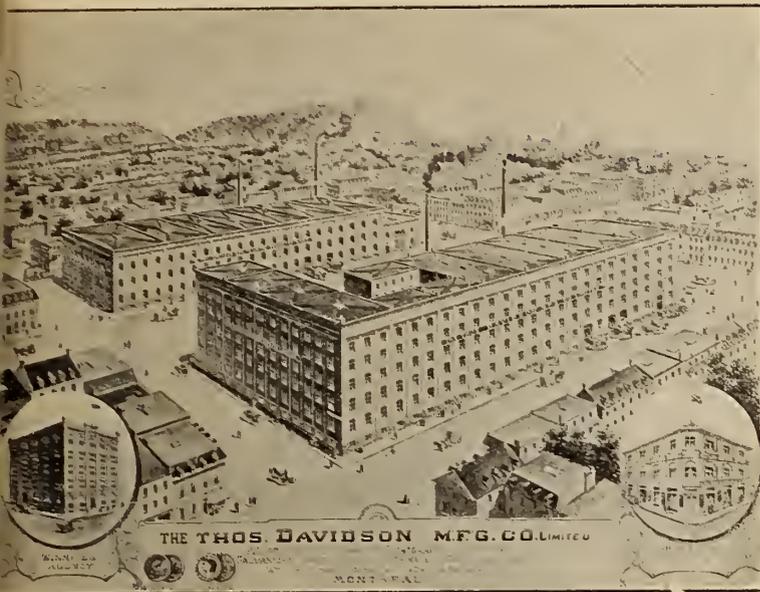
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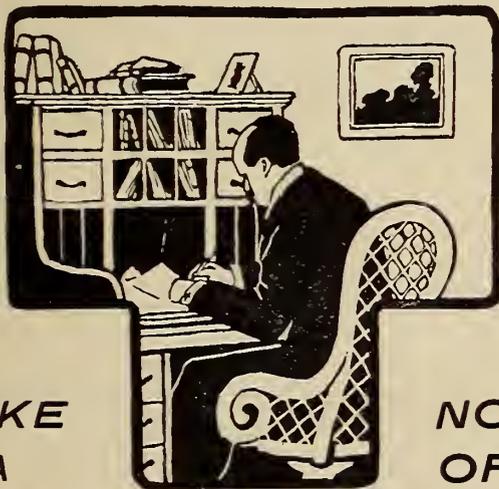
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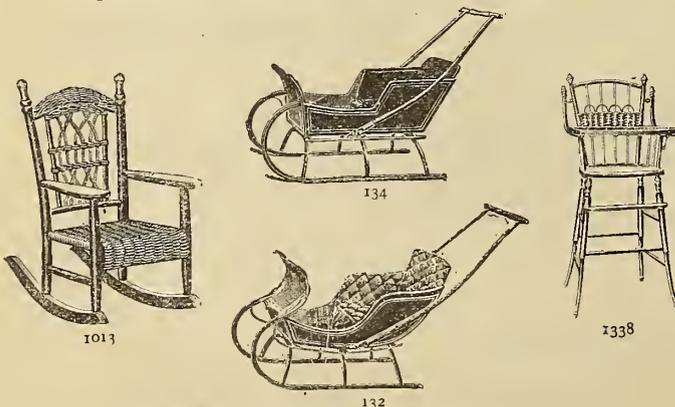
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**THE CANADIAN COTTON INDUSTRY**  
Mr. Hooley on Reciprocity  
The Transvaal Tariff  
Foreign Trade Notes

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Vol III.

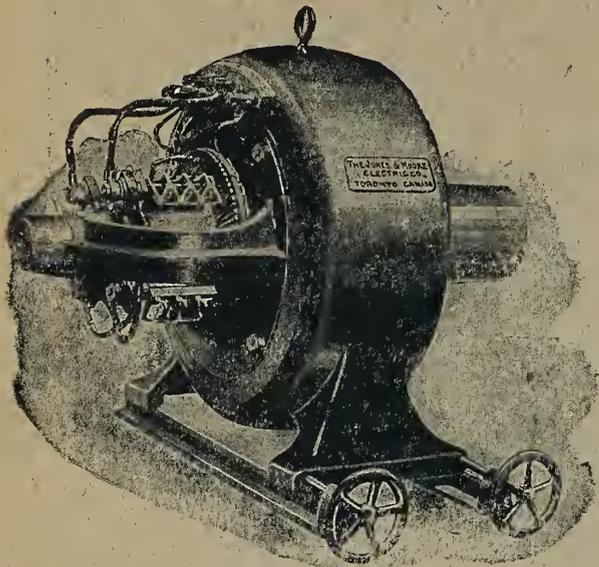
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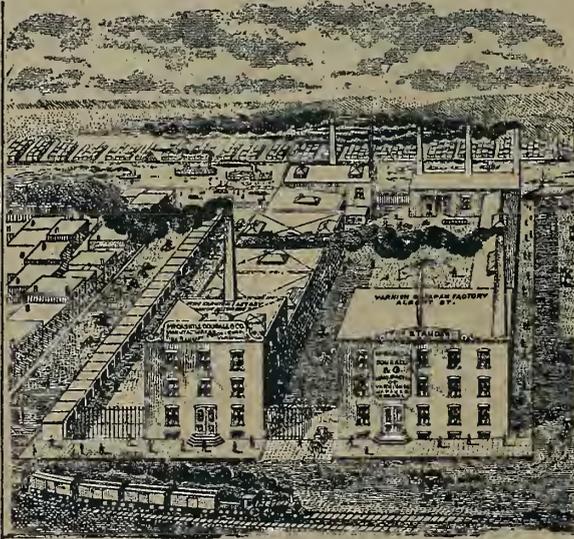
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# INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

(INCORPORATED)

"There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and easy conveyance for man and goods from place to place."—Bacon.

Vol. III.

TORONTO, FEBRUARY 9, 1903.

No. 7

## Industrial Canada.

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

Industrial Canada circulates to

1. All Members of the Canadian Manufacturers' Association.
2. The British Consuls, the world over.
3. Chambers of Commerce in the United Kingdom.
4. Foreign and home exchanges.
5. Miscellaneous subscribers at home and abroad.

RECEIVED BY MEMBERS FREE. Subscription price to non-members \$1 per year.

Advertising rates on application.

Address all communications, subscriptions, advertisements, etc., to

Secretary,

Canadian Manufacturers' Association,  
(Incorporated)  
Head Office, Toronto, Canada.

### Nova Scotia Coal for Ontario.

It has been announced that the Canadian Government will take no notice of the temporary abolition of the duty on bituminous coal entering the United States. This decision shows that the Government is wiser than some of its newspaper advisers. It is possible, of course, that the matter may be reconsidered by the Government, but in view of the fact that all the mine managers of Nova Scotia are strongly opposed to the abolition of the Canadian duty, and both Liberal and Conservative newspapers in that Province take the same view, it is unlikely that Mr. Fielding will do anything at present. If the United States Congress should decide next year to put coal regularly on the free list, or if the United States Government should make Canada a direct offer of reciprocity, no doubt Mr. Fielding would give the matter serious consideration.

It has been alleged that the manufacturers of Ontario generally favor free coal. There is no doubt that Ontario manufacturers would welcome a permanent arrangement for reciprocity in coal provided such an arrangement would be satisfactory to the coal producers of Nova Scotia, but the manufacturers of this province are not so selfish and unpatriotic as to favor a policy that would prove injurious to Nova Scotia, and if the coal mine managers of that province agree in asking for the maintenance of the duty on bituminous coal they will receive the support of our manufacturers. Judging

from the attitude of both Liberal and Conservative newspapers in Nova Scotia the whole people of that province would insist upon the abolition of the duties on flour and many other articles manufactured in Ontario if the coal duty were abolished.

It is not at all likely that the abolition of the Canadian duty on bituminous coal would have any effect upon the price to consumers during the present period of scarcity. Just what effect a permanent arrangement for reciprocity in coal would have upon prices is uncertain. Some of the daily newspapers have had a lively controversy on the question. On the one side it is argued that even when conditions were normal the abolition of the duty on anthracite coal caused no reduction in price to consumers in general and that the Pennsylvania anthracite producers, having no competitors, charge Canadian consumers the highest price they can get tariff or no tariff. On other hand it is urged that even if consumers did not get anthracite any cheaper after the abolition of the duty this is no proof that prices would not have been still higher if the duty had been maintained.

There was much more justification for the abolition of the duty on anthracite than there would be for abolishing the duty on bituminous coal, because anthracite coal was not known to exist in Canada this side of the Rocky Mountains, and even protectionists generally believe that when an article cannot be produced in a country the full duty is usually added to the price. However a report on the British tea duties made to the United States Government in 1869 said:

"The experience of Great Britain for the last twenty years in respect to tea as a source of revenue under the customs has established this curious fact, that a decrease of the tariff on this article brings no corresponding benefit in the way of reduction of price to the consumer. Thus, for example, while the duty on tea, under the British tariff, was reduced to the extent of 77 per cent. between the years 1849 and 1866 (from 2s. 2½d. in 1849 to 6d. in 1866) the average price of tea in bond during the same period exhibited a corresponding increase of about fifty per cent., and this, too, notwithstanding the fact that the supply through importation had nowise abated, but, on the contrary, increased during the years 1862-63 to an extent sufficient to overstock the market. The explanation of this commercial phenomenon is that there being practically but one tea-producing country, the trade partakes of the character of a monopoly to such a

degree that a decrease of the duty enures mainly to the advantage of the producer, and an increase, conversely to his disadvantage."

It is no longer true that there is only one tea-producing country, but the present position of Ontario as regards both anthracite and bituminous coal is that it is absolutely dependent upon one foreign country for supplies.

This winter's experience shows that Ontario's supply of coal is liable to be suddenly cut off by conditions over which our Government has no control. A prolonged strike or a revolutionary outbreak in the United States would place Ontario in a very unenviable position. If the recent strike had lasted a little longer the United States Government would probably have prohibited the export of coal. The constitution of the United States does not permit the imposition of export duties, but there is nothing to prevent the prohibition of coal exports.

It is very improbable that there will ever be a war between Canada and the United States, but it is a possibility that must be taken into consideration, and it is much more likely to become an actuality if the people of the United States believe that we are at their mercy. Now, Ontario would be in a terrible plight for want of fuel in case of war with the United States. Col. Denison and other Canadian advocates of Imperial Preferential Trade have said much about the danger of England's food supply being cut off in case of war with the United States. Ontario's situation as regards fuel is much more dangerous.

The lesson to be learned by Canadians from the recent coal strike is the necessity of devising some plan to make Ontario less

## NOTICES

- Executive Council Canadian Manufacturers' Association—regular monthly meeting, Board of Trade Building, Toronto, Thursday, Feb. 19th, at 2 p.m.
- Toronto Branch Executive—Association Rooms, Thursday, Feb. 12th, at 4.30 p.m.
- Montreal Branch Executive—Association Rooms, Temple Building, Thursday, Feb. 12th, at 2.15 p.m.
- Nova Scotia Branch Executive—Board Room, Feb. 12th.
- Complimentary Banquet tendered to the members of the Canadian Manufacturers' Association by the Brantford members in Brantford, Thursday evening, Feb. 19th.

dependent upon the United States. The question is one deserving the most earnest consideration on the part of both the Government of Ontario and that of the Dominion.

That there is no coal in old Ontario may be regarded as absolutely certain. Geologists consider it possible that coal may yet be discovered somewhere in the territory between the Height of Land and James Bay, but they are not at all hopeful. All that country should be carefully searched. However, Ontario has more reason to hope for relief from the development of electrical science than from discoveries of coal. In France they are now calling electricity "white coal," because of the white foam on the waterfalls from which it is generated. Ontario is blessed with many waterfalls in the east and in the north, but the southwestern part of the province must look to Niagara, and it is the duty of the provincial Government to see that this great gift of nature is so developed that it will in a great measure compensate for the lack of coal. In California electrical power is now carried several hundred miles from the mountain torrents to cities and towns on the coast and there seems to be no good reason why Toronto and other towns within a radius of at least one hundred miles of Niagara should not have cheap electric power.

But no matter to what extent we may use electricity for light, heat and power there will still be a great demand for coal. Possibly the "white coal" may be used to draw the black coal to Toronto in the following way:

With cheap electric power in Toronto and a well-equipped double track short line between Collingwood and this city great flour mills might be established here to grind Northwest wheat. Big meat packing factories might also be located in this vicinity. Then boats could come to Toronto with Cape Breton coal and take back flour, meat, apples, etc., to Sydney where they could be loaded on ocean vessels bound for England and other food importing countries. The harbor of Sydney, including the ports of Sydney and North Sydney, already ranks next to Montreal in the number of arrivals of ocean vessels. The same ships that carried the farm products across the ocean could transport the surplus output of the great steel works to the markets of Europe.

For many years it was supposed that as soon as the enlargement of the St. Lawrence canals was completed a coal trade would be established between Nova Scotia and Western Ontario. No effort whatever has been made as yet to develop such a trade. Without trial, without investigation, the country has decided that it would not be profitable. Even the Montreal trade, now so profitable to the Nova Scotia coal companies, was at one time thought scarcely worth cultivating.

## THE BRANTFORD BANQUET

The Executive Council on behalf of the members of the Canadian Manufacturers' Association have accepted an invitation from the members resident in Brantford to a Complimentary Banquet in that city on the evening of Thursday, February 19th.

If you have not received particulars as to railway rates, time of Banquet, programme and other necessary information, address the Secretary, Toronto.

Brantford is one of the most progressive manufacturing towns in Canada. Her manufacturers are amongst the most public-spirited citizens of our country. Every member of the Association will appreciate this invitation and it is hoped that many will arrange to be present. Our Brantford members will appreciate your presence and extend to you a royal welcome.

There is a way in which a coal trade between Ontario and Nova Scotia could be very quickly established. The Dominion Government now derives from the duties on bituminous coal an annual revenue of about a million and a half dollars, which is equivalent to the interest on fifty million dollars at the rate at which the Government can borrow money. A great deal might be done with fifty million dollars in the way of improving and cheapening transportation between Ontario and the Maritime provinces. But it would not be necessary to borrow money. Instead of throwing away a million and a half dollars annually, let the Government announce that all the revenue obtained from duties on coal imported during the next ten years shall be expended in paying bounties to steamboats carrying Nova Scotia coal to Ontario, the amount of bounty being in proportion to the distance from the Nova Scotia coal mines<sup>1</sup>

It is always difficult to establish trade in new channels, and the most progressive commercial nations have recognized the necessity of subsidizing steamship lines in order to encourage trade with distant countries. For many years after the adoption of free trade the British Government paid enormous bounties to steamship lines running to different parts of the world. To a single line of steamers running alternate weeks from Liverpool to Boston and New York the British Government paid about nine hundred thousand dollars annually and continued to pay at this rate for twenty years after the adoption of free trade. This system was continued till the British mercantile marine was so well established that there was no longer fear of

competition and then the subsidies were withdrawn.

Now, if it is wise to encourage foreign trade by steamship subsidies why would it not be equally good policy to encourage domestic trade in the same way in a case where national safety may depend upon the leading province of the Dominion being made independent of the United States for its fuel supply.

In all probability as the consumption of Nova Scotia coal increased in Ontario the imports of United States coal would decrease and consequently the revenue available for subsidies would decrease, but this would come about gradually, and in the meantime a trade would be developed which would probably prove profitable without subsidies.

The Sydney newspapers recently announced that extensive deposits of anthracite coal have been discovered in the northern part of Cape Breton. If this statement should prove to be correct we might get anthracite as well as bituminous coal from Cape Breton.

It might be found advisable as the imports of bituminous coal decreased to reimpose the duty on anthracite, applying the revenue thus obtained in the same way to subsidize boats carrying Nova Scotia coal to Ontario.

Apart from all other considerations, if we could get coal as cheaply from Nova Scotia as from the United States, it would be a great national gain, because the interprovincial trade developed would remove the last remnant of hostility to confederation existing in the minds of Nova Scotians, and make them firm supporters of the general policy of protection for home industries. The removal of the coal duties on the other hand would destroy Nova Scotia's chief interest in the National Policy and cause the development of strong free trade feeling in that province. The influence of Nova Scotia in national politics is very great, and the manufacturers of Ontario, who are so vitally interested in the maintenance of protection for their own products, cannot afford to risk the consequences that would ensue from the abolition of the duty on coal, especially as it is very doubtful whether the abolition of the duty would cause any reduction in the price to consumers.

Those who believe that all **When Britain Had Protection.** Great Britain's progress has been due to the adoption of free trade should read the speech made by Henry Clay before the United States House of Representatives when the protective tariff bill of 1824 was being discussed. Mr. Clay, who has been called the father of protection in the United States, made a statistical comparison between Great Britain and other countries of Europe, showing how greatly the British people had prospered under protection.

Britain at that time had a higher protective tariff than any other country and Mr. Clay's comparison showed that it was the most prosperous country in the world, that the earnings of the people were greater in proportion to the cost of living and that the wealth of the country was increasing in a most extraordinary way.

In conclusion Mr. Clay said: "The committee will observe that the measure of the wealth of a nation is indicated by the measure of its protection of its industry; and that the measure of the poverty of a nation is marked by that of the degree in which it neglects and abandons the care of its own industry, leaving it exposed to the action of foreign powers. Great Britain protects most her industry, and the wealth of Great Britain is consequently the greatest. France is next in the degree of protection, and France is next in the order of wealth. Spain most neglects the duty of protecting the industry of her subjects, and Spain is one of the poorest of European nations. The views of British prosperity, which I have endeavored to present, show that her protecting policy is adapted alike to a state of war and peace. Self-poised, resting upon her own internal resources, possessing a home market, carefully cherished and guarded, she is ever prepared for any emergency. We have seen her coming out of a war of incalculable exertion, and of great duration, with her power unbroken, her means undiminished. We have seen that almost every revolving year of peace has brought along with it an increase of her manufactures, of her commerce, and consequently, of her navigation. We have seen that, constructing her prosperity upon the solid foundation of her own protecting policy, it is unaffected by the vicissitudes of other states. What is our own condition? Depending upon the state of foreign powers—confiding exclusively in a foreign, to the culpable neglect of domestic policy—our interests are affected by their movements. Their wars, their misfortunes, are the only source of our prosperity. In their peace, and our peace, we hold our condition the reverse of that of Great Britain, and all our interests stationary or declining. Peace brings to us none of the blessings of peace. Our system is anomalous; alike unfitted to general tranquillity, and to a state of war or peace, on the part of our own country. It can succeed only in the rare occurrence of a general state of war throughout Europe."

#### Protection for North-west Farmers.

Immense quantities of farm products from the United States are sold in our markets in competition with the products of Canadian farms. This means a very serious loss to Canadian farmers. Farmers of the North-west feel this competition as well as the farmers of the East.

The Manitoba Free Press, the leading free trade newspaper of the Canadian North-west, in a recent editorial calling upon the farmers to raise more hogs says:

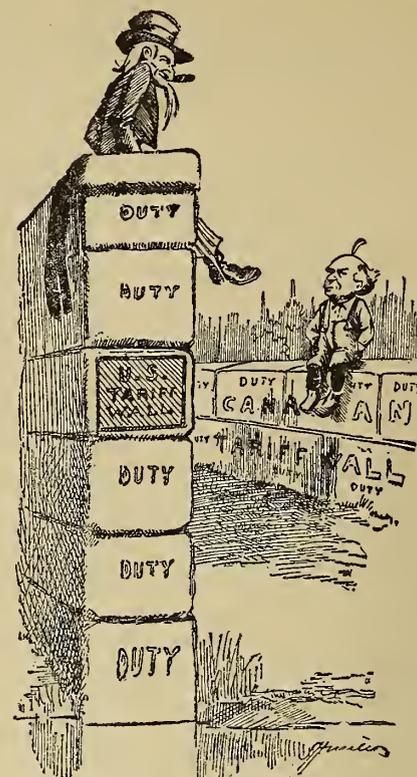
"For the year ending June 30th, 1902, Manitoba alone received 417,306 lbs. of American bacon and hams and 300,000 lbs of American lard. The receipts during the last six months of the year 1902 are not available, but everything points to these quantities being nearly doubled. This does not say anything as to the heavy receipts in the North-west Territories over the Soo road; nor does it take into account the tremendous trade in British Columbia, of which fully three-quarters is supplied by American meats; nor does it include the Yukon meat market, which is largely controlled by Americans."

It looks as if the farmers of Manitoba and the Canadian North-west Territories needed increased protection. The present Canadian tariff on bacon and hams from the United States is only two cents per pound while the United States tariff on Canadian bacon and hams is five cents per pound. If the Canadian tariff on these products were as high as the United States tariff large packing houses would soon be established in Winnipeg, Calgary, Edmonton and other centres which would supply not only the local demand in the Canadian North-west and British Columbia, but also ship to England. These packing houses would create a demand for hogs that would add greatly to the profits of farming. As the Winnipeg Free Press itself points out "the mortgage lifter" is the slang name for the hog in the western states, and there is no reason why the raising of hogs should not be equally profitable in the Canadian North-west. Many of the farmers from the United States who have settled in Alberta are said to be making preparations to go into hog raising. These new settlers will not be any better pleased than Canadian-born farmers to have bacon, ham and lard from the United States competing with their products.

There are many other farm products of the North-west that require more protection. There is no good reason why the products of United States farms coming into Canada should be taxed at about half the rate Canadian farm products have to pay to get over the border.

Already the consumption of farm products by the mining population of British Columbia and the Yukon Territory is large and as the population increases the demand will be very great. There are coal mines also in Alberta which are likely to be extensively developed and the miners employed in them must be supplied with food either by farmers in Canada or by farmers in the United States.

The Toronto Globe says **The Prices Not Reduced.** that "it is as hard to estimate the foreign price plus a high duty as to estimate the foreign price plus a 'reasonable' duty or the



UNCLE SAM—Waal, dunno's I care much about reciprocity—but tell yeh what I'll do, Wilfy, you throw off the top row of stones on your wall, and turn me if I don't throw off the top row on mine—there.—*Toronto World.*

foreign price with no duty." If this has any meaning at all it is an acknowledgment that the free trade contention that the whole duty is always added to the price of an article is wrong. But the Globe proceeds to contradict itself by adding:

"Our duty on farm implements has little effect on the proportion of domestic to foreign implements purchased, but its full effect is seen in the price which our farmers must pay for such supplies, whether of home or foreign manufacture."

Why is it, then, that the prices of farm implements are no lower now than they were when the tariff was higher? Why is it that in free trade England the prices of farm implements are higher than in Canada? Why is it that farm implements are cheaper in the United States than in Canada although the Canadian tariff is not nearly so high as the United States tariff? Why is it that the importations of agricultural implements have been increasing at an alarming rate since the tariff was lowered?

If the Globe will examine the Trade and Navigation reports it will find the following figures:—

#### IMPORTS OF FARM IMPLEMENTS

| Year | Value of Imports |
|------|------------------|
| 1896 | \$ 445,070       |
| 1897 | 575,409          |
| 1898 | 905,140          |
| 1899 | 1,639,888        |
| 1900 | 1,826,944        |
| 1901 | 1,896,760        |
| 1892 | 2,655,468        |

If the tariff had been higher instead of such an increase taking place in the importations there would have been a great increase in home production, giving employment to Canadian labor and keeping in Canada millions of dollars that have been sent to the United States.

The manufacture of these farm implements in Canada would have added to the population as many people as there are in the city of Brantford, and thousands of men would have been employed in getting out raw materials. All these workmen and those dependent on them would have obtained their food supplies from Canadian farmers.

**Preaching and Practising**

The "Made in Canada" agitation commenced some few months ago is now in full swing. It is talked of from one end of Canada to the other. The results of such a movement cannot be estimated. Truly no harm can come from it and the possibilities are great. The movement was a natural result of the development of Canadian industry and a protest against the popular idea that far away hills looks green.

The patriotic cry has in many ways taken practical form. Manufacturers are advertising their goods as "Made in Canada." Purchasers are asking and insisting that they are given home made goods. The purchaser is the one who can accomplish the most. By insisting on "Made in Canada" goods your merchant must of necessity obtain the same for you or lose your business. A prospect of the latter will procure the desired results.

Many retailers do not yet appreciate how they are helping Canadian industries and work people and consequently helping themselves by selling Canadian goods. Every shirt or collar purchased "Made in Canada" means so much work for a Canadian laborer, so much business for a Canadian manufacturer, the possibility of a certain investment in machinery, buildings, etc., and permits of the retaining of a part of Canada's consuming population which is of the greatest importance to every one. Yet with reference to shirts and collars, several instances have recently been brought to our attention where retailers not only offered Austrian and German shirts to the purchaser—but when asked for Canadian, insisted that the foreign made were better. At the same time when the purchaser pressed for Canadian goods they were forthcoming. Such shortsightedness is hard to understand.

INDUSTRIAL CANADA has had instances called to its attention recently of members of the Canadian Manufacturers' Association not practising the "Made in Canada" policy.

Without making comments it only needs to be noticed that such examples do more harm to the movement than many instances of patriotic purchases. The laudable principle may easily be made by such acts a subject of ridicule. It is a clear case of the colored preacher who said "Don't do what I do but do what I tell you." The men of prominence and with public positions are the men who are surrounded with responsibility; it is doubly incumbent on them to set the grand example of Made in Canada goods for the Canadian people, not alone by words but by deeds.

The Barbados Advocate, January 3rd, 1903, reviews the commercial conditions of that Island for 1902. Commenting on foreign trade it says:—

"During the year Mr. R. Munro, President of the Manufacturers' Association of Canada, and Mr. J. F. M. Stewart, Secretary, visited the West Indies as trade delegates. They were cordially received here, and their views as to the advantages of reciprocal trade were well received. Canada, however, makes little real effort to place her wares in these colonies, and although she has advantages in some respects, cannot be regarded at present as a serious rival of the United States. And in any case the trade relations with the latter would make it impossible to grant to Canada any facilities which were not equally extended to America."

Truly Mr. Munro and Mr. Stewart were well received by the merchants of Barbados and on their return gave much encouragement for the development of trade. The opinion, however, in Canada at the present time is that Canada has made considerable real effort to place her wares in the West Indian colonies. We are not complaining that the trade is not larger than it is, although it is much to be regretted.

The West India merchants must know that Canada subsidizes to the extent of over \$60,000 per annum the lines of steamships now running from Canadian ports. This is not alone a practical effort of Canada but it is also a direct aid to the planters and shippers on the islands. It enables them to get cheaper freights than they otherwise would to Canada. Another very practical effort was the reduction of one-third in our tariff in favor of the Islands. This was just about sufficient to offset the European sugar bounties, and when the bounties are reduced will be almost a bonus to West Indian sugar.

These are but preliminary steps, however. Last year and at the present time several of Canada's enterprising houses have their travellers going through the Islands. This is the real effort the Advocate no doubt refers to and we hope the different representatives will receive every encouragement.

What is greatly needed is more frequent

steamship sailings from Canada. Last year the trade both out and home increased greatly and there is some doubt now whether the volume of trade is not sufficient to warrant a ten days service. A service every two weeks does not give the shippers of manufactured goods a fair chance to compete with the frequent sailings from United States ports. Without doubt there is now considerable quantities of Canadian goods going via New York which more frequent sailings would attract to Canada's ports.

## ACROSS CANADA.

### THE ACTIVITY OF THE AUSTRIAN EXPORTER.

A novel way of advertising a country and its manufactures is now being pushed forward by Mr. S. Altman, the Canadian representative of the Austro-Hungarian Manufacturers' Export Association.

This association consists of all the exporters of Austria. It is supported by the Government and has an up-to-date organization. Its object is to spread abroad the knowledge of Austrian products and manufactured articles, and to further and facilitate the export trade.

To carry out this laudable aim Mr. Altman now has samples from seventy different establishments to show to Canadian merchants. The samples are attractively displayed in a Canadian Pacific railway car and are to be taken to all the important centres in Canada. When the car is in a certain city the business men are sent special invitations to visit the same and the general public are invited between certain hours.

To a representative of INDUSTRIAL CANADA who visited the car at Toronto Mr. Altman intimated that he was well pleased with his trip and thought that it would do much to encourage the trade. Besides showing the goods Mr. Altman has prices and discounts and will take orders for any of the goods displayed.

The goods for the most part are the luxuries of life and compete but little with Canadian manufactures. The exhibit is particularly attractive for a student of art. Sculpture, high grade china, lithographs, majolica ware, art glass, fine bronzes, terra cotta figures, meerschaum pipes, hand worked linens, vases, and many other lines which lend themselves to a very high development in art, are some of the different exhibits.

For such an original advertisement and a business undertaking, the Austro-Hungarian Export Association and Mr. Altman deserve much credit and success should attend such efforts.

# EXECUTIVE COUNCIL

## *An Interesting Meeting—Reports from busy Committees.*

THE regular January meeting of the Executive Council was held in the Council Chamber, Board of Trade Building, Toronto, on Thursday afternoon, January 15th, 1903 at 2 p.m.

The following members were present,— Messrs. Geo. Booth, W. C. Breckenridge, P. H. Burton, C. N. Candee, R. J. Christie, H. Cockshutt, W. W. Cox, Jas. S. N. Dougall, P. W. Ellis, Geo. H. Hees, R. Hobson, J. H. Housser, R. Millichamp, Jas. P. Murray, Frederic Nicholls, J. H. Paterson, F. A. Ritchie, Thos. Roden, T. A. Russell, T. H. Smallman, Wm. Stone, J. M. Taylor, J. O. Thorn. Mr. C. A. Birge, the President, was unable to be present owing to temporary indisposition. In his absence and that of the Vice President, Mr T. A. Russell was moved to the chair on motion of Mr. Thorn seconded by Mr. Smallman.

Minutes of the last meeting were taken as read.

### COMMUNICATIONS WERE RECEIVED AS FOLLOWS:—

1st.—From the following members of the Council unable to be present. The President, and Messrs W. K. George, Robt. Munro, W. W. Watson, C. R. H. Warnock, Brock Willett.

2nd.—From the Industrial Exhibition Association asking the co-operation of the Canadian Manufacturers' Association towards securing an all-Canadian exhibition in Toronto in 1903. This was referred to the Industrial Exhibition Committee for report upon motion of Mr. Thorn seconded by Mr. Booth.

3rd.—From Mr. J. O. Thorn with regard to the functions of INDUSTRIAL CANADA urging that the paper should contain each month more news with regard to the work of the Association. This was referred to the Industrial Canada Committee, on motion of Mr. J. F. Ellis, seconded by Mr. R. J. Christie.

Reports of the officers and committees were received as follows:—

#### TREASURER

The Treasurer's report was presented by Mr. Booth and showed the finances of the Association to be in a very satisfactory condition. It was adopted on motion of Mr. Booth seconded by Mr. Thorn.

#### SECRETARY

The secretary reported briefly with regard to the general work of the Association and with special reference to the application for admission of the Canadian Cement Association, who desired to be received as a regular organized section.

#### FINANCE COMMITTEE

The report of the Finance Committee was read by Mr. P. W. Ellis and upon his motion

seconded by Mr. Booth was adopted. It recommended the payment of the running expenses of the Association and the auditing of the books at the end of the present month. It also recommended that the Executive Council should approve of new offices being secured for the Montreal Branch in the new Board of Trade Building.

#### RAILWAY AND TRANSPORTATION COMMITTEE

The Railway and Transportation Committee report was presented by the Chairman, Mr. J. O. Thorn. It recommended that in order to hasten the establishment of a direct steamship service between the Eastern ports of Canada and Australasia the Association should request the Department of Trade and Commerce of the Dominion Government to make full enquiries with regard to the volume of freight available for such a service. This recommendation met with the hearty approval of the Council. The report also stated that further investigations were being made with regard to the recent increases in the freight rates on Canadian Railways, and that a report would be presented later. It stated also that the inadequate facilities afforded by the C. P. R. for Australian shipment had again been called to the notice of the Committee and had in turn been communicated to the Government. It was recommended that the Association should unite with other influential bodies in forming a strong joint deputation to interview the Government with regard to the establishment of a Railway Commission. The report recommended also that the branches in Montreal and Halifax and the members of the Association in St. John should be asked to recommend a resident forwarding agent in each of their respective districts who should act for the members of the Association. The report was adopted on motion of Mr. Thorn seconded by Mr. Millichamp.

#### RECEPTION AND MEMBERSHIP COMMITTEE

The report of the Reception and Membership Committee was read by Mr. J. P. Murray in the absence of the chairman. It recommended the acceptance of eighteen applications for membership, the names of which appear in another column. It also recommended the acceptance of a very hearty invitation which had been extended by the members of the Association in Brantford to attend a complimentary banquet there upon some date during the month of February. The recommendation of February 19th was finally adopted, which is the evening of the next Executive Council meeting.

#### INDUSTRIAL CANADA COMMITTEE

The report of the Industrial Canada Committee was read by the Secretary. It pre-

sented a financial statement for the past five months showing that the paper was self-sustaining. It stated that the designs submitted in competition for the new cover had not been regarded as satisfactory. The mailing list was being carefully revised that the paper might be distributed as widely and usefully as possible, especially in foreign trade centres. It had been decided that the "Canadian Cotton Industry" should form the subject for the next leading article. A special clause recommending the appointment of an advertising representative was referred back to the Committee and the remainder of the report adopted on motion of Mr. McNaught seconded by Mr. Roden.

#### COMMERCIAL INTELLIGENCE COMMITTEE

The report of the Commercial Intelligence Committee was read by the Chairman, Mr. J. P. Murray. It stated that the Committee had under way the completion of a system for securing commercial intelligence for members of the Association from almost every quarter of the world. It recommended for adoption also the following resolution with regard to the postage on Canadian newspapers, catalogues, etc.

"Whereas the present high rates of postage on Canadian newspapers, catalogues and other printed matter, mailed to other countries and Dominions prevents in some degree the important advertising which Canada and her industries demand at the present time."

"Therefore, be it resolved that in order to give as much impetus as possible to Canadian trade and to attract large numbers of emigrants to Canada, the Dominion Government should be asked to reduce the present rate of postage on newspapers, catalogues and other printed matter mailed to addresses outside of Canada, yet within the British Empire, to 1 cent for each two ounces, which is the same as the inland rate."

In dealing with this resolution it was stated that several complaints had been made with regard to the inland rate of postage on the same class of mail matter and it was decided on motion of Mr. Murray, seconded by Mr. P. H. Burton to adopt the resolution presented by the Committee and ask them further to investigate the justice of the present inland postage rates.

The Committee also recommended the appointment of a special representative who should begin the work in connection with the issuing of a new Trade Index.

#### TARIFF COMMITTEE

Mr. McNaught reported verbally for the Tariff Committee that no meeting had been held during the month but that progress was being made in the several sections towards reconciling any conflicting views.

#### MONTREAL BRANCH

The report of the Montreal Branch was presented by Mr. J. S. N. Dougall, and upon his motion seconded by Mr. P. W. Ellis was

received. The report appears in another column.

#### TORONTO BRANCH

The report of the Toronto Branch was presented by Mr. C. N. Candee in the absence of the Chairman and upon his motion

## TORONTO BRANCH

### *Education and Government*

THE regular meeting of the Toronto Branch was held January 8th, with Mr. W. P. Gundy, chairman, presiding. Other members present were Messrs. C. N. Candee, R. J. Christie, J. T. Sheridan, F. B. Fetherstonhaugh and R. J. Younge.

#### TECHNICAL EDUCATION

The Technical Education Committee submitted a report on the question of Art Education in Toronto, which was adopted by the meeting. It recommended that the Branch give its general support to the furtherance of a high Art Education, provided that the schools instituted to give such education were conducted in such a way that they and the Toronto Technical School would mutually aid one another instead of as at present compete.

The replies to the letters sent to the members of the branch asking for suggestions re Technical training at the Toronto Technical School, were referred to the Technical Education Committee. The committee were given instructions to bring the same in proper form to the attention of the school management.

In view of the Branch having four re-

presentatives on the Toronto Technical School Board, it was the opinion that suitable representation should be had on any new Board formed to look after the Educational interests of the city. The Secretary was instructed to correspond with the Minister of Education and ask for proper consideration in this connection.

#### CIVIC GOVERNMENT

At the meeting of the Manufacturers Association and Board of Trade held on December 19, 1902, to consider the question of civic government in Toronto it was agreed that a joint committee consisting of members of both bodies should be appointed to consider the question thoroughly. Messrs. W. P. Gundy, R. J. Christie and S. M. Wickett were appointed to act with a like number from the Board of Trade as a preliminary committee.

At a meeting of the Council of the Board of Trade Messrs. J. D. Allan, Miles Vokes and J. W. Woods were appointed as representatives of the Board of Trade to act with the representatives of the Branch given above on the question of civic government.

point an inspector to enforce the tariff laws. Several members of the Executive claimed that train and steamship hands did a great deal of smuggling, that many women in towns like Windsor did their shopping in towns across the border, and that the Canadian laws upon these matters were not nearly so vigorously enforced as were the United States regulations. The Executive recommended that this request go forward to the Executive Council.

#### A MONTREAL EXHIBITION

One of the leading members of the Montreal Branch has suggested that the Association should take advantage of the visit of the representatives of the Chambers of Commerce of the Empire to make an exhibit of Canadian manufactured goods in some large building in Montreal. There will be about 200 delegates in the city at that time, all men of importance and it would seem an opportune moment to show that Canadian workshops have much to export to the Mother Country and the sister colonies. If the Executive Council think well of the suggestion, the Montreal Branch might be instructed to appoint a committee to investigate the feasibility of the plan. The suggestion was not made in time to come before the local Executive, but several members have been spoken to about it, and while Montreal is not a place of exhibitions, the idea has been well received.

## NEW MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION

### Applications Passed January 15th, 1903.

The Anchor Knitting Co., Limited, Almonte, underwear and hosiery.

R. Campbell's Sons, Hamilton, pottery and fire brick stove linings.

The Dowsley Spring and Axle Co., Limited, Chatham, spring, axle and carriage gears.

The Excelsior Woollen Mills, Montreal woollens and worsteds of all kinds.

Gardner Bros. Co., Walkerville, handles, wood turnings, veneers, baskets, hardware lumber and dimension stock.

Herald Publishing Co., Montreal, newspapers and job printing.

The London Fence Machine Co., Limited, London, wire fence weaving machines, coiled wire and fencing supplies and steel gates.

Merchants, Counter Check Book Co., Limited, Toronto, counter check books.

Geo. Milligan, Toronto, cigars.

The Nordheimer Piano & Music Co., Limited., Toronto, pianos.

Northrop & Lyman Co., Limited, Toronto, patent medicine extracts, perfumery.

The Paris Plow Co., Limited, Paris, plows and other implements.

## MONTREAL BRANCH

### *Several Important Matters*

A MEETING of the Montreal Executive was held on Thursday, January 8th, with the Hon. J. D. Rolland in the chair. There were also present Messrs. J. C. Holden, Jas. Davidson, J. T. Hagar, W. W. Watson, Jos. Horsfalls, Geo. Esplin, C. W. Davis, R. C. Wilkins, John Baillie, J. S. N. Dougall, A. H. Sims, G. W. Sadler, C. C. Ballantyne J. E. Matthews and E. Tougas.

It was decided to dispense with the legal supervision of Provincial Legislation this year, inasmuch as the drafts of all legislation come to the Association office where they can be scrutinized from a manufacturers' point of view.

Mr. Robert Munro was appointed to represent the Montreal branch in the delegation that is to wait on the Dominion Government in regard to the All Canadian Exhibition. Last year's resolution favoring Toronto as the most suitable place in which to hold this Exhibition was confirmed.

#### RAILWAY COMMISSION

A letter was received from a member of

the Farmer's Association suggesting that our Association should join with the farmers in their urging upon the Government, the appointment of a non-political railway commission. This was held to be of sufficient importance to be referred to the Executive Council.

#### NEW MONTREAL OFFICES

In the report of the Finance Committee there was included a suggestion that a new Montreal office should be secured in the Board of Trade Building which will be ready for occupation by May 1, when our present lease expires. The Executive were unanimous in recommending to the Finance Committee of the Executive Council that this suggestion be carried out.

#### PETTY SMUGGLING

The question of petty smuggling at Canadian border towns was brought up by Mr. Holden, who solicited the advice of the Executive about asking the Tariff Committee to petition the Government to ap-

Park Bros, Chatham, saw mill machinery, stationary engines and boilers, submerged centrifugal pumps.

The Pearce Co., Limited, Marmora; lumber and timber.

Pratt & Letchworth Co., Brantford, malleable iron castings.

The Toronto Bedding Co., Limited, To-

ronto, brass and iron bedsteads, woven wire springs, filled mattresses, etc.

The Universal Knitting Machine Co., Limited, Toronto, hosiery in cotton, wool and merino.

Wallaceburg Sugar Co., Limited., Wallaceburg, sugar.

## EXPORT TRADE

### *The Necessity for Careful, Honest Dealing and Attention to Details.*

THE Secretary of the Canadian Manufacturers' Association is continually in receipt of complaints from all parts of the world about the business methods of Canadian shippers. From time to time such complaints have been published in INDUSTRIAL CANADA, and the *Monetary Times* has not been backward in putting such features of trade before our exporters.

Since our last issue three complaints in particular have been received, from the Yukon, South Africa and New Zealand.

#### THE YUKON.

One of the best firms in Dawson last winter gave a trial order to a Toronto house for bedding of a certain quality. The order amounted to something like \$600 and when the goods were received they were claimed not to be according to order. The draft was honored however, and a small claim for a rebate was made, but the Toronto house would not entertain the same. The Dawson house is not only very poor business, but there

handles yearly this class of goods to the value of thousands of dollars. When their buyer is East this spring he will have instructions to have no further dealings with such firm.

#### SOUTH AFRICA.

A much more serious complaint is made by our correspondent member in Johannesburg, Mr. J. W. Taylor, who writes as follows:

"I beg to bring to your notice for the good of the majority of Canadian Manufacturers, the very unbusiness like policy pursued by a few, which I am pleased to believe are in the minority. During the past week I have received complaints from three local Agents asking why after having been appointed Agent for a certain line, others receive the same appointment from the same manufacturer."

"One of these cases being investigated I find that three separate firms held themselves to be, and had letters bearing them out, sole representatives for one manufacturer. All three have now thrown up the agency."

This is indeed a very serious charge. It

may be some who would consider such methods dishonest. A good policy is not to make an appointment till you find a proper man, and when you find him stick to him.

Attention to what may be looked on as small matters, the details of the business, are what makes or breaks an export trade. Above all things do not be too busy to acknowledge correspondence no matter how trifling the question in point seems to be. To the enquirer a very small matter may assist him greatly when you consider that in many cases it takes over two months to get a reply to a letter and a seemingly slight delay may lose business.

In sending out catalogues be most careful in making quotations. State whether they are f.o.b., where factory is situated or f.o.b. port. In many instances the f.o.b. factory quotation is useless because the buyer has no way of estimating the cost of freight from factory to port.

The other complaint is a very general one from

#### NEW ZEALAND.

Mr. Theo. de Schryver, who has done so much for Canada's export trade in New Zealand, is becoming disgusted with the delay and unbusinesslike methods of some of our firms. The publication of such list of firms would make interesting reading, but rather than publish the same we publish Mr. de Schryver's reminders with regard to export trade and which may be called Ten Commandments:

#### THE ORDER.

1st.—On receipt of an order look it carefully through, and if you find anything wrong, advise your representative by the first available mail; if you find everything right, place it in the hands of a *responsible person* to look after, and impress upon him the importance of attending to every detail with the greatest care.

#### SUBSTITUTION.

2nd.—Carefully check the goods when ready on quantity and quality. Don't leave this important duty with a junior clerk, if possible do it yourself. Never substitute anything if not authorised to do so, the pattern or shape you might select as doing "just as well" may not suit at all.

#### PACKING.

3rd.—Give the greatest attention to the packing. Pack as close as possible and waste no room if you can avoid it. It is too expensive to import air, waste paper, or straw, at the rate of 25 cents per foot. Check contents of each case separately measure and weigh each case and put all particulars carefully down on paper.

#### FREIGHT RATES.

4th.—Ascertain from all shipping companies who connect with this country, the lowest freight rate. Get a rate per cubic

## THE BRANTFORD BANQUET.

FEBRUARY 19th, 1903.

The members of the Canadian Manufacturers' Association have been invited by our Brantford members to a **Complimentary Banquet** (Dress) to be given at the Kerby House in that city on **Thursday Evening, February 19th, 1903,** at 8 p.m.

#### TRAIN SERVICE.

**From Toronto**—A special C.P.R. train for 100 members will run as follows:

| GOING.                    | RETURNING.                         |
|---------------------------|------------------------------------|
| Lv. Toronto, 5.20 p.m.    | Special train will leave Brantford |
| Arr. Hamilton, 6.15 p.m.  | for Toronto immediately at         |
| Arr. Brantford, 7.14 p.m. | close of Banquet.                  |

**Special Fare—Round Trip \$1.80**—Tickets good to return on special train or on any of the regular trains on Friday, the 20th inst. (Tickets may be secured from the Secretary or at any of the C.P.R. offices).

**From Other Points**—From all other points ten or more may secure a special rate of a fare and one third.

#### PROGRAMME.

It is not necessary to say that "a good time" is being provided for the visitors. The Brantford men invite all who can to remain over and see the city and its factories on the following day.

foot and per dead weight *right through*. With your details of weight and measurement at hand, you ascertain at once the cheapest route. It is always advisable to get the rate also from trustworthy shipping agents, they sometimes quote cheaper than the companies direct. Bear always in mind that the cheaper the rate you secure the better your position becomes as a competitor in this market. The freight matter is of the greatest importance if you want to be successful.

#### SHIPPING.

5th.—Follow instructions as to shipment, terms, etc., etc., with the greatest possible care. Let no one handle this part of the business in whom you don't place implicit confidence. It does not want superior intelligence, but it wants care and a clear head. If you are not clear on any point see your bank or a firm who is engaged in the export trade.

#### ADVICE.

6th.—Always advise your customer as soon as you have shipped his order, even if the shipment has been made through some other firm. If you draw through a bank or another firm, documents attached, send also a copy of invoice and one Bill of Lading marked "Not Negotiable," to customer direct and advise him how and through which bank or on which firm you have drawn.

#### DUPLICATE CORRESPONDENCE.

7th.—Never omit to send copies of your correspondence by the following mail and don't commit the blunder and send the original and copy by the same mail. Copies are sent to make sure that the customer gets his papers in case of shipwreck or other accidents.

#### DELAY.

8th.—Advise your representative or customers at once, in case you cannot fill the order, no matter what the cause, a strike, a breakdown of machinery, fire, etc. Your local paper does not reach here consequently if you don't take the trouble, it will never be known what happened to cause the delay. In case there is a considerable rise in price, first consult your customer if you can execute his order at advanced prices. In case of urgency cable. It is advisable, however, if an order reaches you before a customer can be aware of any rise, to execute his order at the old price. It certainly means a concession, but it works both ways, and you oblige your customer.

#### YOUR REPRESENTATIVE.

9th.—Be honest towards your representative, and put him in such a position that New York or other Commission Houses cannot undersell him. If this is not done, the position of your representative is untenable and it reflects no credit on yourself. Keep your representative always well posted up in regard to changes in prices, discounts, etc.,

and send him continually samples of your new lines. Don't wait until you have to make a shipment. While you are waiting, your Yankee neighbour sends his samples post haste and captures the orders.

#### PROMPTNESS.

10th.—Last, but not least, answer letters by the first available mail and if important enough cable. A delay of three weeks means often loss of business.

From the foregoing you will learn, that, to be successful in the export trade you must possess ordinary intelligence and you have to be honest, careful, and diligent. If you are lacking one or all of these virtues, don't attempt to do an over sea trade it can only end in disaster.

In conclusion I beg to state that the above is only written for the benefit of such firms as are not acquainted with the handling of an export trade and such as are negligent and indifferent. Thank heaven, the majority of the Canadian manufacturers I have the honour to represent, don't want my reminders, otherwise I would soon throw up my position as a bad job.

## CANADA AT OSAKA

It is gratifying to learn that preparations for a very representative and creditable display of Canadian exhibits at Osaka is well under way and that everything points to a successful exhibition.

Mr. Wm. Hutcheson, Exhibition Commissioner for Canada, and Mr. W. A. Burns, the active Secretary, have done everything possible to look after the interests of Canadian firms that are exhibiting. Mr. Hutcheson is now in Japan and Mr. Burns will reach there shortly.

#### THE MARKETS OF JAPAN.

Mr. Burns has very kindly offered to forward to the Association from time to time as much information as is possible regarding the possibility of trade. He also undertakes to make special enquiries as to any particular line of trade which any members of the Association may desire. This is a valuable offer which our members would do well to take advantage of.

The Association has shipped a case of 250 copies of the Canadian Trade Index to Osaka for distribution.

## THE YUKON TRADE.

IT is now time that Canadian manufacturers were getting ready to look after the trade of the Yukon. The different reports made regarding that country during the past few months have shown that the trade may be considerably increased. The Yukon merchants are willing to assist, and the careful attention of every shipper is directed to the letter given below :

[Purchasing Department].

NORTHERN COMMERCIAL CO.,  
Office, 645 Market street,  
San Francisco, Jan. 26th, 1903.

SUBJECT—PURCHASES 1903.

*Canadian Manufacturers' Association, Toronto.*

DEAR SIRS,—We desire to suggest at this time that such manufacturers as are interested in securing business in the Yukon trade be notified at this time to prepare catalogues and price lists, in duplicate, for our use ; one set to go forward to Dawson at the earliest moment that second class matter can be taken in the mails, and which would mean probably about May 1st ; and the duplicate set sent to this office, addressed to the Purchasing Department.

In this manner our people in Dawson will be thoroughly acquainted with the manufacturers of the country, and will receive the information in sufficient time for them to investigate the matter, compare prices, and if any of the goods are found desirable for that market, to communicate with us in time to have them shipped before the close of the season. We refer only to such goods as are known to be desirable for that market.

Trusting that this suggestion may appeal favorably to you, and that some good result may come from same, we beg to remain,

Yours very sincerely,

(Signed) NORTHERN COMMERCIAL COMPANY,

L. A. PHILLIPS, Purchasing Agent.

# MR. HOOLEY ON RECIPROACITY

(RE-PUBLISHED BY REQUEST.)

"GOOD evenin' to ye," said Mr. Grogan as he entered Mr. Hooley's cosy little bar-room.

"Hello, Grogan, have ye a dollar on ye?" answered Mr. Hooley, as he laid down a paper he had been reading and leaned over the bar. "Ah well! 'tis mine now," he continued, having pocketed the dollar handed him by the unwary Grogan. Then the old

an' the kind that we Canajins are given an' that we take too, to the tune of millions of dollars, an' of men too, Grogan, an' wid less kickin' than you've made over that dollar.

"I've just been readin' a spache made at a convintion in Washin'ton, Grogan, an' drawin' me own sensible conclusions, an' as the lawyers say, readin' betune the lines.

"'Twas like this :—

principles that have brought gold an' glory to us, an' may bring 'old glory' to you." 'We will,' sez he, 'continue the same principles of reciproshty we are now givin' you, in effect. Lave your doors open free to our steel rails,' sez he, 'an' we, gentlemen, while kapin' sivin dollars on our rails, will admit your product of Wampum belts free. Give the same low rate on agricoolthral implements an' we'll open our markets at twinty per cent to yeer otter of roses. Lower the bars on oats an' hay an' grain, an' we on our part will freely meet you—Canajin brothers—on yeer home grown tay.

"Reduce your tariff on cattle an' horses an' sich like, an' we, sirs, will admit skylarks an' canary birds at twinty per cent.

"Make aisy the way for the intry of our machinery of all kinds, an' bank drafts an' gold will be admitted free by us.

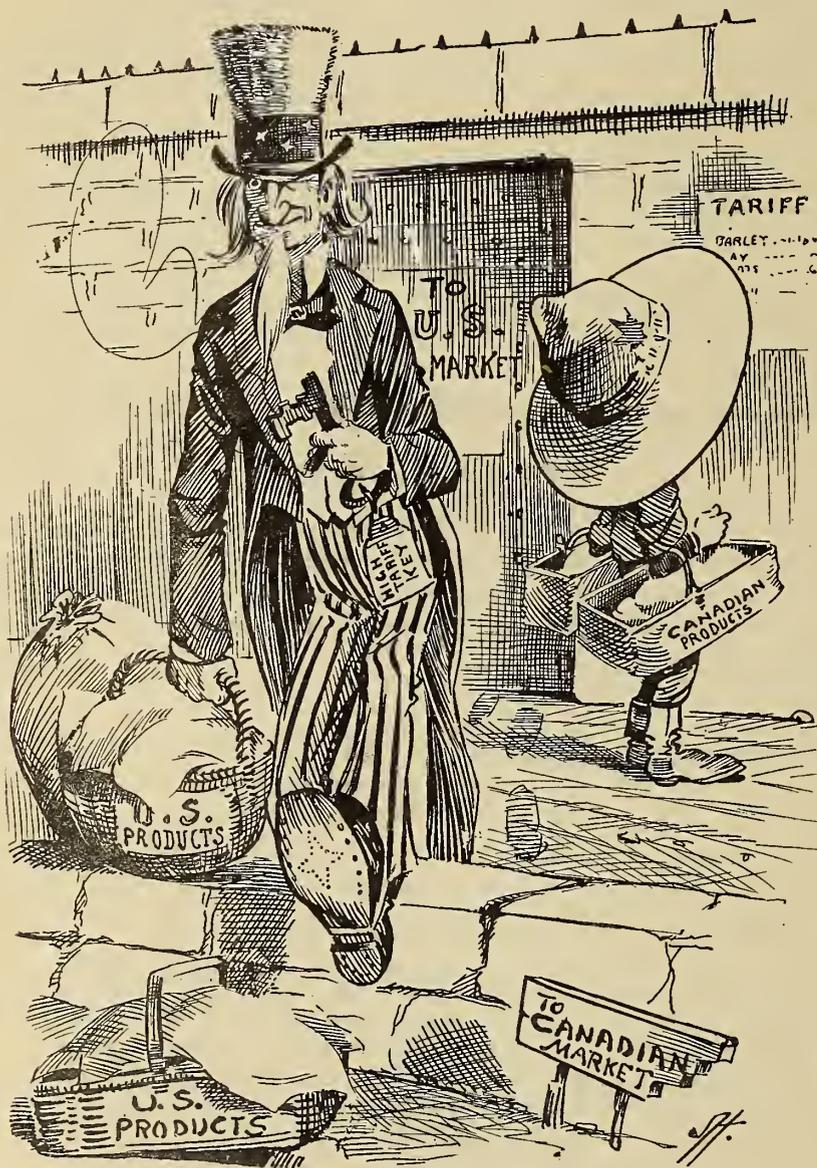
"Fling wide your gates to our sheep an' hogs, an' hins, an' fish an' ducks, an' the air of yeer mountains an' lakes an' seas can flow freely thro' our portals.

"Admit, 'sez he, 'our wire an' illictric machines an' things like that, an' we will pass all wireless telegraphs as free as the air referred to, an' under the same clause of the tariff.

"We are,' sez he, 'overflowin' with love for ye, an' if ye continue to let us overflow ye wid our products, the Sunny Smile of yeer Primer will be free to shine at our bankwets.

"Don't waste yeer time in buildin' works, sez he, 'we've plinty, an' we'll build more on the orders ye sind us, an' if yeer boys haven't any work at home, sind thim over here an' we'll keep thim busy, an' if ye continue yeer prisint hivin sint policy, the boys ye sind will niver forgit home as we can keep thim workin' on your own orders.

"Let the Canajins,' he sez, 'keep their hands on the ploughs we supply, an' all will be well for us. Remimber what the poet sez,' sez he, "'If I make the ploughs, I care not who uses them.'" Let our Canajin frinds till their soil, so long as we can keep on emptin' their till,' sez he. 'Let thim keep on,' sez he, 'on their—' 'Tis more blissid to give than to resave policy,' an' we can stand the resavin,' sez he. 'Let us encourage thim to be chewers of wood an' dhrinkers of wather, an' let us continue to give thim the right hand of frindship so long as they let us have the lift wan in their pocket. Wid a policy such as we have wid thim now we'll keep on expoortin' thim from our farms an' mills an' facthries, an' in return we only have to take their dollars an' their young men, an' what more do we want?' sez he, 'what more need we do until they kick?' sez he, 'an' I say to ye, fellow citizens, lave what's well for us alone, an' wait till the fellow we are robbin' gets on to it an' kicks, an' if he thrates us to-



man, with a shrewd smile breaking over his face, carefully picked out a wooden toothpick from a tumbler on the bar, and presented it to his little friend. "There now," said he, "we're square." "Square what?" queried the little man. "What do ye call that?" "That," said Mr. Hooley, "is Reciproshty as made in Washin'ton." "Reciproshty," yelled Grogan, "I call it stalin'." "P'raps it is," said Mr. Hooley, as he calmly lit his pipe, "but 'tis the kind they make at Washin'ton for the frindly nations

"Fellow Citizens,' sez the spaker, 'we're the greatest nation on the earth an' the most liberal. We have been,' sez he, 'liberal in the past, an' let us continue to thrate our brother nations to the best advantage. The quistion before us,' sez he, 'is reciproshty wid our Canajin brothers, an' I say, wid a full heart—an' pocket—let us continue on the lines we have been goin' for years, for it has been good for us an' they're not kickin'. Let us,' sez he, 'say to our brothers in Canada—' "We will continue the same prin-



"SO LONG AS THEY LET US HAVE THE LEFT WAN IN THEIR POCKET."

our own medicine, than 'twill be time to offer better terms.'

"Thin why don't we kick," asked Grogan, as the old man ceased.

"Sorrow a wan of me knows," answered Mr Hooley, as he wiped his brow after his



"'TIS LIKE ATIN' ONIONS."

oratorical effort. "They say 'tis the farmers that lads like him I've been tellin' ye of do be persuadin' that 'tis best for thim to have it so, an' they say, too, that the Goovirment here thinks the farmers don't want to kick, but faith, Grogan, they'll find themselves mistaken wan of these days, for what wid seein' their boys havin' to go over the border for work an' wan thing an' another the farmers an' iv'rywan else do be wakin' up, an' learnin' what we larnt in ould Ireland, avick, that farmin' alone will make no land rich, that we need the lads to ate an' buy as well as the wans to plough an' grow. We need the mills an' foundries an' workshops that kape our sons at home to buy what grows on our farms, for if 'tis the man that drives the plough that makes the whate grow, faith, 'tis the man that makes the plough that ates it, and it pays better to have the lads alongside of ye to buy what ye have to sell, than to be payin' freight to the ind of the world, an' we know too, Grogan, that here in Canada we could feed millions more at good profits, an' shtill have lashins' to ship away. Faith! if they had workin' men alongside of thim in Ireland to ate all the praties they can grow there, it's rich they'd be, an' so would we be here too, Grogan, if we would hould up our own heads, build up our own fince an' keep our boys at home by givin' them work to do makin' our own ploughs an' binders an' machines an' iv'rything we need instid of sendin' first our work away over the bordher an' thin havin' to sind our money an' our boys after it, an' we will niver see boys or dollars back again till we change the tune. Whin the farmers get to know it, they'll kick tho,' Grogan, an' they'll hear the kick in Ottawa, for they have their ears to the ground there."

"Mebbe thim farmers are free thraders," said Grogan.

"Well," replied Mr. Hooley, "p'raps they are, but I wud like to meet wan of thim an' ask him, What that manes, wid a man that won't thrade back, or shwap fair, who keeps his fince so high that we can't reach over, while our fince is small an' mane wid a bar down almost all the way round. I'd say to him, 'Are ye willin' your neighbor should be dhrivin' his cattle through the low bar to feed on your grass an' hay for nothin' an' chargin' you iv'ry-time a hin hopped over his fince, or an egg rolled under it.' I'd say, 'Tis foorce of circumstances that makes fair thrade or free thrade right,' an' "Give an' take" would be both free and fair, but all "give" is nayther the wan nor the other.' Ah! Grogan, 'tis like atin' onions. If the lad ye have to lie down by is atin' thim, ye must do the same or be smothered, an' if the free thrade farmer couldn't see that, what could he see? Well, well, they call any wan that's aisy—'a farmer' in the United Shtates. They must have been thinkin' of the free tradin' wans whin they invinted the word."

"What would ye do," queried Grogan, "What I'm goin' to do now," said Mr. Hooley, "Shut Up the Bar."

"Not on yer loife," yelled the little man, "till I have back my dollar." "Well, here 'tis me son," said Mr. Hooley, "faith! if the Goovirmint an' the people were as bright as you an' kicked as hard, we'd have had our



"WHIN THE FARMERS GET TO KNOW IT, THEY'LL KICK THO'."

money an' our boys too back long ago, an' a fince up that would keep all tight and prosperous."

LETUS A. WAKE.



JACK CANUCK BEGINS TO BUILD UP HIS WALL

# PROTECTION AND PRICES

THE "Montreal Star" has opened its columns to discussion on the tariff question and letters representing all shades of public opinion are being published. The following articles dealing with prices under protection and the relative value of home and foreign trade were contributed by the editor of "INDUSTRIAL CANADA":

Free traders and advocates of a tariff-for-revenue-only seem to agree in thinking that the only object of a protective tariff is to enable a manufacturer to increase his price, and that if he fails in doing this it is of no use whatever to him. They cannot see how the importation of foreign goods, free of duty, or at a low rate of duty, can injure our home manufacturers, unless such importation forces down the price of home products. They say to the manufacturer: "If you can sell your goods as cheaply as the foreign manufacturer, why do you want protection?"

To many unthinking people that seems an unanswerable argument. But, in fact, it is a very poor argument, and shows complete ignorance of the best known laws of production. They entirely overlook the fact that when manufacturing is carried on upon a large scale, goods can be turned out more cheaply than when it is done on a small scale.

The managing director of one of the Nova Scotia coal companies said a few years ago that the machinery in the mines under his control cost several million dollars, and he pointed out that in order to be a paying investment, the mine must yield interest on the money invested in this machinery, as well as on that expended in wages. Consequently the larger the number employed and the greater the output of the mine the cheaper they could afford to sell the coal. It is easy to see that if foreign coal came into this country and took the place of the Canadian coal to such an extent that the output of the mines was reduced one-half it would greatly injure the owners of the mines and the workmen employed by them, even if the price of coal per ton remained precisely the same as before.

On the other hand if the output of the mines was doubled the price to the consumers might be decreased without any loss to the mine owners.

The same thing is true in every line of production. The larger the number of articles of the same kind turned out of one establishment, the cheaper each of them can be sold. It stands to reason, then, that if foreign manufacturers bring their goods into this country and share the limited market with our home manufacturers, so that the latter have to run at half their capacity, it will not only injure the Canadian workmen, who will be thrown out of employment, but

the profits of the manufacturers will be cut down without any decrease in the price to the consumers.

Free traders always assume that under a protective system the whole duty is added to the price, and that thus the consumer always pays the duty. If the protectionists were as unfair and inaccurate in their arguments, they would declare with equal positiveness that the foreign producer paid the whole duty in every case, and they would be just as near to the truth.

However, protectionists try to be fair. They never pretend that a protective tariff does not tax the people at all. But they do believe that taxation is often far less oppressive with a high tariff than with a low tariff.

It is a principle of protectionism that all articles which cannot be produced in the country should be admitted free, or at as low a rate as the necessities of revenue will permit. When an article can be advantageously produced in the country, protectionists believe that, if the tariff is high enough to afford adequate protection, home competition will sooner or later make the price as low, or very nearly as low, as it would be if there were no duty at all. Then if the foreign manufacturer wishes to do business in the country he must lower his price to meet the price of the home manufacturer, and so he practically pays the duty instead of the consumer. Sometimes the price is even lower on account of home competition than it would be if there were no duty at all, and no home manufacturers. So protectionists believe that when the tariff is high enough to afford adequate protection it is the least oppressive of all methods of taxation.

But if the tariff is too low to afford adequate protection to home industries, there is not sufficient home production to bring down the price, and then the whole duty must be paid by the consumer. So prices are often higher under a low customs tariff than under a high tariff. With low protection the competition comes from outside the tariff wall. With high protection the competition takes place within the wall, and is consequently more effective; the competitors are subject to the same conditions; the competition is fair and if profits are unduly high capital is readily forthcoming for new enterprises. This is not a mere theory. It has been proved by one hundred years of practical experience in the United States, where the tariff has been raised and lowered and raised again with such results that the people of that great country have become more imbued with protectionism after each experiment.

## HOW A NATION GROWS RICH.

There is an old, old story often told by free traders and advocates of a low tariff which runs as follows:

"Nations to get rich must trade with other nations. No man can get rich by trading with himself alone. He may trade his two jack knives from pocket to pocket all day long till the cows come home, but at night he will only have the two original jack knives, and yet some people tell us that such a jack knife policy, would make the country rich."

Of course the object of this story is to convey the impression that the only profitable trade is that with foreign nations.

The fundamental error of the story is the assumption that the sole business of a nation is to trade. It overlooks the producer altogether. The fishermen gather into their nets the riches of the waters; the farmers extract wealth from the soil; the lumbermen take it from the forests; the miners bring it up from the bowels of the earth; the inventors study natural laws, the knowledge of which enables men to control the forces of nature and utilize to the best advantage the raw materials taken from the sea, the forest, the farm and the mine; the manufacturer utilizes the ideas of the inventor and converts the raw materials by hand or by machinery into forms suitable for general use.

The trader is useful in a community only because he assists the different producers to co-operate with each other in developing the latent wealth of the country by facilitating exchanges. If the fishermen, the lumbermen, the miners and manufacturers all abandoned the work of production and devoted their time to trading jack knives or anything else with foreign nations, the whole nation would soon starve to death.

It is not trading with other nations that makes a people rich, but development of home resources. Nature has endowed Canada with great wealth in minerals, fisheries, timber and fertile soil. To grow rich the Canadian people must adopt a policy that will ensure the development of this latent wealth.

All the raw materials for making iron and steel are found in abundance in Canada. Large quantities of iron and steel are required by the Canadian people, and for many years all our supplies of these necessities were purchased abroad, so that our wealth of raw materials lay unused in the earth, of no value to any one. To pay for the iron and steel obtained from abroad we had to send out of the country a large part of the wealth produced by the industry of our farmers, fishermen, lumbermen and other producers. Now a considerable part of the iron and steel used in Canada is

produced within the Dominion. To pay for this Canadian iron and steel we do not have to send wealth out of the country. Thus home trade enriches the nation because it causes development of natural wealth and keeps it within the country. On the other hand foreign trade may impoverish a nation by preventing the development of new industries and paralyzing those already established. But when foreign trade is kept within legitimate channels it is beneficial.

Owing to the differences in climate and natural resources all countries do not produce the same things, and so profitable exchanges may be made between them. It does not pay Canada to exchange jack knives for jack knives or flour for flour with any foreign country; it does not pay us to exchange Canadian pulp wood for foreign steel; but it does pay us to trade our surplus apples and flour for the tropical fruits and spices of the West Indies.

Mother Country, but it is not clear that Canada has realized in any practical way upon these tokens of appreciation. The Britisher does not try to mix business with sentiment. He is a practical man and this characteristic he has displayed in regard to the British preference. It is claimed by many Canadians that Canada showed her devotion to the Motherland in granting her exporters a minimum tariff. Is Britain's sentimental regard for Canada to be measured by her refusal to give this country a concession over other countries in the British markets? To this question there can only be one answer, and it is an emphatic negative. Britain has shown that sentiment is an affair of the heart and that business is an affair of the pocket. The sooner Canada wakes up to the importance of the same creed the better for her interests.

## Analysis of the British Preference

By W. R. S.

IT has often been said that the people of Canada are more loyal to the Imperial idea of the British Empire than the people of Great Britain itself. Sentimentally, at any rate, this is probably true. Translate an Englishman, Irishman or Scotchman from the land of his birth, and no matter what his loyalty and devotion to the land of his adoption may be, he will ever look back to the land of his birth with an increasing affection and glory in its traditions. In Canada we see this sentiment working every day, and to it can be attributed, in a large measure, the unswerving loyalty of the Canadian people to the Imperial idea of the British Empire. As the population of the Dominion becomes more cosmopolitan, through the influx of a heterogeneous immigration to the vast wheat fields of Western Canada, and as the generation of transplanted colonists gives place to a native born generation with a milder sentimental interest in the Mother Country, loyalty to the imperial idea must find some basis in mutual material interests if it is to endure and exercise the same sway over public opinion in the future that it has in the past.

When in 1897 the Laurier administration submitted to Parliament its preferential tariff on British goods imported into Canada it was pointed out by the opponents of the Government that while the preference would only confer a nominal benefit upon the British manufacturer, its operation would bring ruin to important Canadian industries. The enactment of this tariff, under which British imports were given, first a twenty-five per cent. preference, and later a thirty-three-and-a-third per cent. preference in Canadian markets, was a bold move, and forced the British Government to denounce all favored nation treaties which it had with foreign countries in which Canada was included before the preference offered could be accepted. The actual working out of this tariff has seriously handicapped some of the industries of the Dominion; but because they believed that they were helping along the idea of a united British Empire, the Canadian people approved of the preferential tariff, even when told that the free ports of

England were being used under that tariff as entrepôts to Canada of cheap German goods. It is an open secret that ever since the preferential tariff came into effect, German manufacturing houses have reaped a golden harvest by secret participation in the benefits of the preferential tariff. It is stated of course that there are provisions in that tariff by which only a small proportion of foreign labor may enter into products which are accorded preferential treatment in Canada. In design this provision is all right, but in execution it is all wrong. There are manufacturers in Canada to-day who would have less complaint to make of the preferential tariff if it had not been proven that exclusion of competition in cheap foreign products is impossible. But the whole history of the operation of the British preference goes to show that in spite of every safeguard, notwithstanding the most rigid scrutiny at the customs ports, foreign products coming to Canada by the way of England often secure the benefit of the minimum tariff in Canada.

It may be safely stated that the manufacturers of Canada were ready to give a fair trial to the preferential tariff. They were willing to admit, and do still admit, that the British preference was conceived in a spirit of earnestness, no matter what objections might be taken to the principle of sacrificing on the altar of Imperial sentiment the industries which are the bulwark of Canada. But now we have had a substantial and anything but a happy experience with the preferential tariff. Great Britain has given it a fair trial and the verdict of her statesmen is that the Canadian preference has conferred little benefit on the Mother Land. The preferential tariff was inaugurated in the belief that it would be a great boon to British exporters and that Canada would secure returns, not only sentimental, but practical through British appreciation of the sacrifice which this country had gratuitously made. But expectations have not been realized in the practical operation of the preferential tariff. It is true that from many British sources we have received tokens of appreciation of our free and voluntary tariff concessions to the

What then is the position of the preferential tariff? It has seriously embarrassed certain Canadian industries, but British statesmen consider it of very little value to the United Kingdom. From no less an authority than Hon. Joseph Chamberlain we learn that the objects of the preferential tariff have not been achieved in Great Britain. Canada's belief that the British appreciated the preference was ruthlessly cut in pieces by the Colonial Secretary, Mr Chamberlain, at the last Colonial Conference, when he argued that the British people derived little practical benefit from it and quoted statistics showing that the United States had improved its commercial position in Canada under the preferential tariff to a far greater extent than Great Britain had advanced hers. It cannot be contended of course that the preferential tariff is responsible for the outstripping of the British exporter by the United States exporter in the Canadian market. Lord Strathcona has pointed out that the manufacturers of the United States would have been still more successful in crowding British goods out of Canada, but for the preferential tariff. But if the British people do not realize this what profit is it to Canada?

The speech of the Colonial Secretary at the Imperial conference did much to clear the situation in regard to this much vexed question of the merits of Canada's preferential tariff. The Dominion Government honestly believed that it was making an important concession to Great Britain. Hon. Joseph Chamberlain states that Canada's concession is of little value to Great Britain. Many Canadians believed that through the preferential tariff Britain could be educated into granting to Canada something in return for that concession. Hon. Joseph Chamberlain has made it as clear as daylight that the British Government has no intention of giving Canada any return for the preferential tariff. Is there not something in the foregoing set of facts to suggest the thought that the

policy upon which the preferential tariff was founded requires serious examination by the men who framed it?

A preference once given to the Mother

Country could not with good grace be taken away, but the interests of Canada's industrial life demand that the present open door to cheap German goods through British free

ports should be closed and that the minimum tariff under the British preference should be made high enough to give adequate protection to every Canadian industry.

## SOME IMPRESSIONS OF THE WEST

By S. Morley Wickett, B.A., PH.D., Chairman of the Reception and Membership Committee, Canadian Manufacturers' Association.

WE have been accustomed to think of Canada as length without much breadth. It needs more than a slight effort to adjust our preconceptions. Calgary, we are told, is too far south to be a great centre; Edmonton, eighty miles or more to the north, is much more favourably situated. Yet the Canadian Pacific Railway on which Calgary lies, passes through the Rockies nearly two hundred miles north of the international boundary. The Canadian Northern, it is anticipated, will use the Yellow Head Pass, about one hundred miles north of the Canada Pacific Railway; while the projected Grand Trunk Pacific, it is said, will cross the divide by the Pine River Pass, two hundred and twenty miles north of the Yellow Head. The contemplated Trans-Canada railway is spoken of as planning to open up the country still farther north.

### THE NEED OF RAILWAYS

In attempting to appreciate the importance of a new Trans-Canada railway we have to remember that as yet Manitoba and the Territories produce less than seventy million bushels of wheat yearly, and that according to the most conservative estimates this is only a fraction of their capacity when they are fully settled. Mr. Hugh McKellar, Deputy Minister of Agriculture of Manitoba, has made a stimulating forecast of the possible harvest. His figures are worthy of the West. They do not include the Peace River country and other unorganized sections. The total area of Manitoba and the Territories is placed at 230,823,040 acres. Of this 75,000,000 is fit for cultivation, 23,000,000 being in Manitoba. Take the harvest of 1901 as a basis, leave 14 out of the 75 million for pasture and hay land, the remaining 61 million acres would total 1,000 million bushels of wheat, 600 million bushels of oats and 150 million bushels of barley. By way of comparison, we may note that the present wheat crop of the world is somewhat less than 3,000 million bushels. One has to recall too, that a more northerly route than the Canadian Pacific Railway will avoid passing through the fringe of semi-arid country between Moose Jaw and Medicine Hat, and will further open up for Oriental, South American and Australian trade a most promising dairying country.

### INDUSTRIAL DEVELOPMENT.

A great improvement in the breed of

western stock is already noticeable, while promising experiments in fruit growing and in other branches have been made. But up to the present opinion seems settling down too quickly to the belief that the prairies are merely good for farming purposes. The Canadian west like the United States west with its fine cities, appears to have no intention of limiting itself to an agricultural future. Its industrial prospects have received as yet altogether too scant attention. In Winnipeg and Calgary large brewing and pork-packing, harness and saddlery manufactories are already found. In Brandon the first binder twine factory of the west, with a \$60,000 plant, though barely begun, is about to double its capacity. The coal and iron on the eastern slope of the Rockies are relied on for future progress in due time. Of the possible influence of the Panama Canal it is too soon yet to speak. On the far west, however, it cannot well be other than favorable.

It is this cheering outlook for Canada in the present and the immediate future which gives such confidence to Canadian business and financial men. Granted a continuance of bountiful harvests for the next few years, Canada is one of the few countries of the world which need fear no serious relapse for some time to come. Moreover, having regard to the industrial balancing of this varied country to which we have just referred and which must come in the future, one feels confidence also in Canada's permanent national stability.

The westerner is nothing if he is not hopeful. He assures the visitor that the thousands of his "new chums" will all become "good Canucks." United States Trusts, he insists, are more terrible to them than monarchy. Familiarity with Canadian institutions and pride in Canadian development will do the rest.

Easterners, however, have not been slow to censure Western journalists for lack of enterprise in pushing their circulation and thus spreading national views and checking United States advertising and propaganda. A pertinent reply was emphasized to me by one of Winnipeg's most capable editors. "If Canadian manufacturers and merchants," he urged, "will give us as strong support as comes to United States journals from United States manufacturers, we will

be able to advance our common interests, holding first place against any competitors." But in the meantime the turning again of the eyes and steps of British farmers Canadaward is especially welcome news to the young Dominion.

### TRADE WITH U. S.

I was much interested in learning of the extent of United States trade in the west. Mr. McDougall, the collector of customs, has very kindly gone to the great trouble of having compiled the returns of United States exports to Canada by way of Manitoba and other western ports of entry. This is the first time I believe that such returns have been published. They disclose a market half as distant and twice as large as the Yukon. It was almost to be expected that the great immigration of 1902 would have led to a more than proportionate increase of free goods passed as settlers' effects. The figures, however, which are really surprising, show that the increase of dutiable goods was even greater than the increase in the value of free goods.

### DIRECT IMPORTS OF UNITED STATES GOODS INTO WESTERN CANADA.

for the Year ending June 30th.

|             | 1901         |             |              |
|-------------|--------------|-------------|--------------|
|             | Dutiable     | Free        | Total        |
| Manitoba .. | \$2,560,876  | \$1,376,135 | \$3,937,011  |
| B. C. ....  | 4,882,410    | 1,033,030   | 5,915,440    |
| N.W.T. .... | 518,247      | 819,917     | 1,338,164    |
| Totals ...  | \$7,961,533  | \$3,229,082 | \$11,190,615 |
|             | 1902         |             |              |
|             | Dutiable     | Free        | Total        |
| Manitoba .. | \$4,432,010  | \$2,260,382 | \$6,658,392  |
| B.C. ....   | 4,635,519    | 990,176     | 5,625,695    |
| N.W.T. .... | 1,064,781    | 1,470,928   | 2,535,709    |
| Totals ..   | \$10,132,310 | \$4,721,486 | \$14,819,796 |

To these figures must be added the purchase of United States goods through Eastern Canadian houses, the extent of which can be little more than conjectured. However, the figures given suggest once more that freight rates have the power to destroy the efficiency of the tariff. In other words the regulation of railway rates must be regarded as an essential part of national industrial policy in strengthening and consolidating this broad country. It is a problem of common interest to east and west.

### PROGRESS IN BANKING

As regards the importance of the west, the banks have already given their verdict. In Winnipeg their buildings are among the

most imposing; while during the year just ended of the one hundred and twenty new branches opened in Canada, no less than fifty-eight are in Manitoba and the west. With such a scope for banking operations it is little wonder that United States capital has bought control of one Canadian Bank, "The Royal," at a high premium, and that trust companies as well as mercantile houses generally are opening depots in the West. It shows creditable enterprise on the part of our comparatively few financial institutions that they have been able to swing such an immense back-country.

If the West suffers no relapse from arid seasons and harvest failures, a new Province will probably be made out of the Territories, Manitoba being at the same time extended on the west and north so as to round off as far as possible the wheat growing lands on the east, as against the ranching lands further west. The birth of a new Province will call up the knotty problem of dividing the Crown lands between the Dominion and the Province and the question of a provincial subsidy. In parliamentary representation, according to the recent census, Ontario will shortly lose six seats to the west. Ontario will be, possibly, more than recouped, and the gratitude of all Canada earned, if the occasion be taken to place the general financial relations of Ottawa and the Provinces on a permanent basis. The concerted demand now being made by the Provinces for larger federal subsidies emphasizes the desirability of a more satisfactory philosophic arrangement.

#### KNOW THE WEST

On the whole, perhaps the most vivid impression made on the traveller is the varied resources of Canada. Its running streams and great, bleak, mineral belts, its wide forests and immense plains, and if one continues north to the Klondyke, its frozen gravels of which Dr. Parkin a few years ago wrote "Barren without material resource," but which have yielded within the last few years eighty millions of dollars.

It is the intention, I believe, of the Winnipeg Board of Trade next summer to invite the members of Parliament and the members of the Canadian Manufacturers' Association to make excursions westward and see some of these manifold resources. The occasion of the convention in Montreal in August of the Chambers of Commerce of the Empire will also probably be taken advantage of. Such visits should make it impossible for Canada to masquerade much longer in Punch as "The Great Misunderstood."

An incident that sums up the anxiety of the west to be better known deserves recalling. At lunch one day with the Premier and the late Minister of Public Works, in Ottawa, Mr. Tarte had put to Mr. C. N.

Bell, the able secretary of the Winnipeg Board of Trade, the question as to the greatest need of the West. "I can answer that without hesitation," was the quick reply. "Ah! and what may that be?" continued Mr. Tarte. "A change in the constitution of Canada," said Mr. Bell. "A change to the effect that no member of the Commons and no member of the Senate of Canada shall be entitled to vote on any bill before the House until he has seen Canada!"

Last year's wheat harvest was sixty-seven million bushels. Probably over one-half of this is still in elevators and otherwise stored. This means sufficient for the carrying capacity of the railways for much of the coming summer. If the new settlers bring the next crop up to the one hundred million mark, there may be "whole wheat bread" baked on the prairies, however unwillingly. In the plans for extending transportation facilities, it would doubtless be in the interests of Canada as a unified country, to have the new lines "all Canadian." But we will certainly see ere long additional connections with the milling centres of the United States. As empty cars cannot be sent back to Canada, the possible influence of the return cargoes on freight charges from the East, and on the market for home manufactures, is worth some thought.

#### A COAST RAILWAY

We must not lose sight, too, of the question of a Pacific coast railway running north from the Canadian Pacific Railway. One needs no longer to emphasise the importance of connecting the rest of Canada with northern British Columbia, embracing the rich Atlin and Cassiar countries, and with the Yukon and Alaska. Competent authority assures us the ease of railway construction in the longitudinal valleys between the coast and the Rockies at least as far as the Skeena; while the practical necessity which a new transcontinental line labors under of being connected by rail with Vancouver will bring about the construction of at least the larger half of such a coast line. Port Simpson, which is regarded as the prospective terminus of a second transcontinental line, is five hundred miles, as the bird flies, north of Vancouver, and five hundred and thirty of the international border. Skagway, in the disputed territory, and within thirty to forty miles of the upper boundary of British Columbia, is a further four hundred miles north of Port Simpson. In Alaska United States capitalists are energetically pushing forward the Valdez-Yukon railroad. In the Klondike the Dawson-Klondike railroad is already under construction. Together with the White Pass and Yukon Railway these lines will make railway accommodation in Alaska and the Yukon of upwards of 550 miles within the next three years.

#### OUR EXCHANGES

This list comprises interesting articles noted since the last issue of INDUSTRIAL CANADA. The different papers are on file in the Association's Rooms and are at the disposal of the members.

*Boats—Submarine Torpedo, Past, Present and Future.*—"The Iron Age," Jan. 1, 1903.

*Boilers, Corrosion of*—"The American Manufacturer," Jan. 22, 1903.

*Business Men in University Affairs.*—Editorial in "Canadian Grocer," Jan. 23, 1903.

*Chambers of Commerce, The Function of*—"Chamber of Commerce Journal," Jan., 1903.

*Creameries in Foreign Countries*—"Special Consular Reports"—Vol. XXIV Washington, 1902.

*Imperial Institute, The Future of The*—"The Imperial Argus," Dec. 15, 1902.

*Imperial Telegraphic Communication and the "All British," Pacific Cable*—An address to the London (Eng.) Chamber of Commerce by Mr Chas. Bright, F. R. S. E., Supplement to "Chambers of Commerce Journal," Jan. 1903.

*Types of Iron Bearing Rocks in Ontario.*—A. P. Colman, "American Manufacturer," Jan. 8, 1903.

*Review of Labour and Industrial Conditions in Canada during 1902.*—"The Labour Gazette" January, 1903.

*The Lesson for Capital in Organized Labor.*—"American Industries," December 15, 1902.

*Manufacturing Cost Analysis.*—Address by Mr. G. F. Watt at the Indiana Manufacturer's Association at Indianapolis—"The Implement Age," Jan. 15, 1903.

*Mexico in 1902.*—"The South American Journal," Jan. 17, 1903.

*Stored Goods as Collateral for Loans*—(Conditions prevailing in nineteen countries) Vol. III—"Special Consular Reports"—Washington, 1902.

*How Trade Unions are affecting England*—By F. W. Read—"Bulletin—National Metal Trades Association"—Jan. 1903.

*The World's Sugar Production and Consumption*—with conditions attending—"Monthly Summary of Finance," Nov. 1902.

The Delhi Fruit and Canning Company, Limited, Delhi, Ont., whose factories were entirely destroyed by fire are already under way with their new building. This will be up-to-date in every respect, be of a larger capacity and be ready to run full blast in time for the strawberries.

By Order-in-Council, Ottawa, January 23rd, 1903, it was decided that New South Wales, having become merged in the Commonwealth of Australia, and not having a customs tariff of its own, should be removed from the list of British Colonies entitled to the benefits of the British Preferential Tariff.

# THE CANADIAN COTTON INDUSTRY.

The Canadian Cotton Industry forms one of the most important sections of this country's industrial constitution. There is invested in plant about \$24,000,000, and there are employed in the different factories 13,429 hands. There are 26 mills scattered from Halifax to Hamilton, making up in size what they lack in number. On the average there is nearly \$1,000,000 invested and over 500 hands employed in each factory, sufficient proof that the Canadian cotton industry has been organized on a permanent, broad and economical basis. One company at Valleyfield, P. Q., has \$4,000,000 invested in one plant, employing 3,000 hands. It is the town, lock, stock and barrel. It provides a livelihood for 12,000 souls; it supports the public institutions of the city, the retail businesses, the banks, the professions, the trades, and to a large extent the surrounding agricultural community. The ring of the money it places into circulation is heard far beyond the hum of the great congregation of machinery. And yet, that ring could be heard more frequently and in more sections of the community if the cotton industry were more adequately protected.

THAT the Canadian cotton industry is organized to produce goods economically should be a source of gratification to every Canadian consumer. Cottons have become a staple article in men's and women's wearing apparel and the consumption is expanding as the range of finished products is extended. To-day cottons are worn by every class, from the working man in his overalls to the millionaire in his dress shirt, from the milk-maid in her dairy apron to the society belle in her embroidered lawn waist. Individually all Canadians are interested in their economical production.

Unlike the manufacture of woollen fabrics cotton manufacture has never been a domestic trade, and when it was established here it was necessary first to educate an army of workpeople to produce the goods and secondly to educate the public to appreciate Canadian workmanship. Both results have been accomplished within forty years, to-day Canadian workmen are familiar with their business and Canadian cottons regarded favorably by the consuming public.

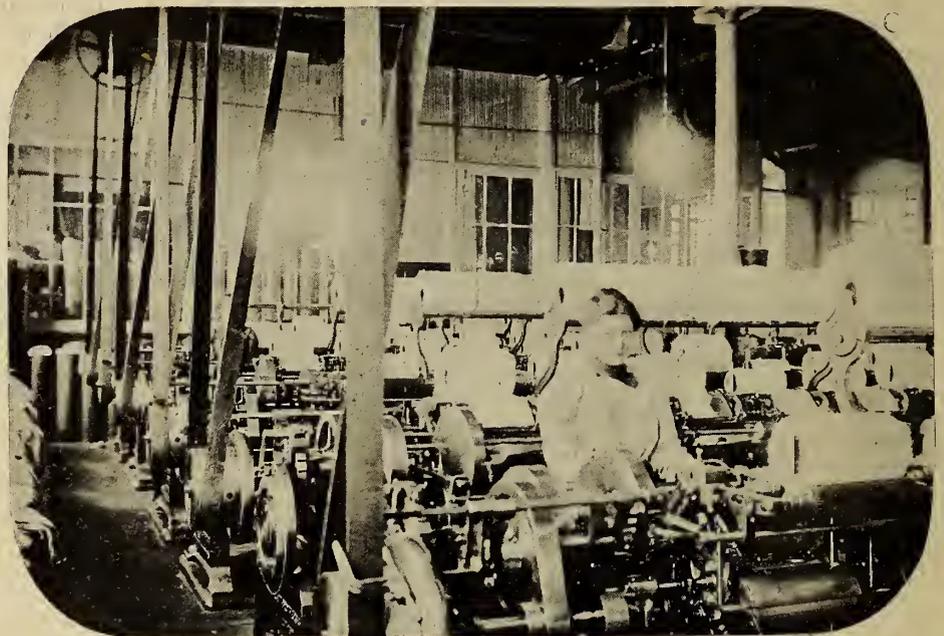
The industry began when the Dundas (Ont.) mills were founded in 1856, but up to 1878 the bulk of the cottons consumed were imported and nothing but the coarsest goods were made in Canada. There were only a few cotton mills in Canada, and these were of limited capacity and modest output. They were the Liebster mill in Hamilton, Ont.; the Dundas mills, the mills at Hochelaga, P. Q., and Cornwall and the Parks mills at St. John, N. B. Their output amounted to perhaps \$2,000,000 a year.

Then came the National Policy and the industry began to flourish. But unfortunately most of the mills were fitted up to produce coarse staple goods. The fine grades were not attempted except by one or two mills, and naturally it followed that these one or two mills were the only ones that tided over the period of depression of 1886. At that date the Canadian cotton industry was in a demoralized condition, but consolidations were effected that gradually

reset the industry on its feet by enabling the different mills to specialize instead of all working on the same class of goods. This re-organization ensured the production of a sufficiency of low grade goods for the

ions of the Southern States. But this brings us to a full discussion of the tariff as affecting cottons.

**THE NATIONAL VALUE OF THE INDUSTRY**  
First of all should we really want a cotton



COMBING DEPARTMENT IN COTTON MILL.

nation's requirements at the lowest possible cost while it afforded facilities for a gradual extension of the range of manufactures into the higher lines of goods.

But the expansion of the industry has been restricted by the lack of sufficient tariff protection. Indeed at the present moment the operation of a tariff of 16 $\frac{2}{3}$  per cent. on white and greys and 23 $\frac{1}{3}$  per cent. on printed, dyed and colored, which is all the protection that is afforded them under the preferential tariff is permitting the low-labor goods of all lines from Manchester to encroach strongly upon the Canadian market, while the 25 and 35 per cent. against the United States seems to act as a "sieve" blockade against the child-labor product-

industry in this country? Is it of value to us? Some freetraders have been heard to say that this is no cotton producing country and never will be, and that we are building a house upon sand at tremendous expense. Let such a man study the situation. True it may be we cannot grow cotton here, but we need not waste any of our land on that account. And in addition we should not waste our factory space, our labor, our water powers, our coal, and a thousand and one other things that are employed in cotton manufacturing. In the lower lines, the cost of the raw cotton may be two-fifths of the cost of production, but on the higher lines from 80 to 99 per cent. of the selling prices consists of labor charges and other domestic

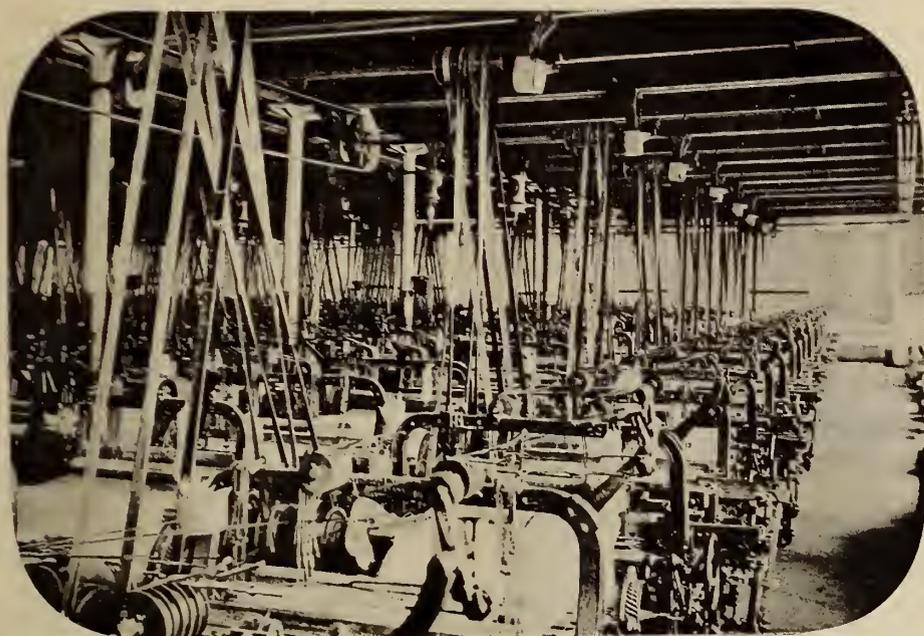
expenses. What proportion of the cost of cotton fabric is raw cotton, anyway? Take the lowest grade of goods, a ten ounce duck, where the cost of the raw cotton assumes the largest proportion and if you take the cotton as worth 6 cents a pound, you will find the fabric sells at 14c. a pound. On the higher lines the proportion is infinitesimal. Persian

industries dependent on the cotton industry. The banks lend them vast sums of capital and our paper manufacturers sell them paper by the car load. Bleaching powder, brooms, nails, twine, lumber, belting, cement, all are bought in huge quantities. Engines, boilers and machinery of every description are in continual demand. In fact were one

ly there are few Canadian cotton shareholders that have made a profit. And the outlook is not encouraging for them unless they secure more protection. Last year there were only three companies that paid a dividend, amounting in all to \$408,000, while two companies alone reported losses of \$312,000 and \$98,000, or more than enough to offset the total profits distributed. The income of the industry consists of \$14,970,00, the value of the production. The disbursements consists of \$3,916,626 in wages, \$735,400 in coal and power, \$1,583,351 in supplies, \$676,500 in freight, \$159,950 in average duties, and \$875,500 for depreciation and improvement, besides \$5,599,031, for raw cotton (1902 Trade and Navigation Returns) and \$244,371 for yarns, No. 40 and finer, and about \$400,000 for greys imported for converting purposes. And that does not include the general expenses of selling goods, interest on loans and bonds, insurance, taxes or bad debts. But omit these, for they are difficult to determine, and we find the disbursements amount to \$14,190,729

**COTTON IMPORTATIONS.**

The Canadian cotton mills have had much foreign competition, particularly since the preferential tariff came into force. The following are the importations since 1897 of fabrics that should have been manufactured in this country, including ducks, white cottons, grey cottons, bookbinders' cloth,



LOOMS IN A COTTON FACTORY.

lawn is made from cotton at 6c. a pound, and sells at \$4.00 a pound—only one-sixty-sixth of the value is raw cotton. Here is a table showing the proportionate values of the raw and the finished article:

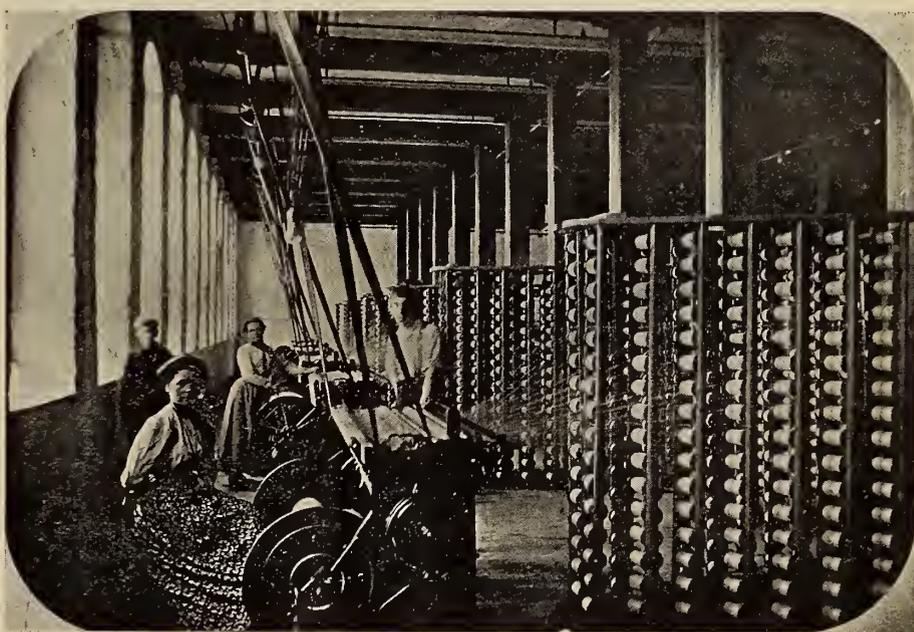
|                      | In Raw Cotton,<br>per lb. | In Fin. Fabric,<br>per yd. | per lb. |
|----------------------|---------------------------|----------------------------|---------|
| Ten ounce duck ...   | 6c.                       | 8¾c.                       | .14     |
| Three yard drill...  | 6c.                       | 5¼c.                       | .16     |
| Four yard Sheeting   | 6c.                       | 4½c.                       | .18     |
| Satin stripe tick... | 6c.                       | 12c.                       | .24     |
| Six ounce denim...   | 6c.                       | 12c.                       | .30     |
| Shade cl.th. ....    | 6c.                       | 5c.                        | .34     |
| Madras.....          | 6c.                       | 7c.                        | .40     |
| Amisilk .....        | 6c.                       | 35c.                       | \$1.00  |
| Poplin .....         | 6c.                       | 68c.                       | 1.80    |
| Fancy gingham...     | 6c.                       | 45c.                       | 3.00    |
| Persian lawn .....   | 6c.                       | 25c.                       | 4.00    |
| Embroidery.....      | 6c.                       | 30c.                       | 20.00   |

This difference in value is chiefly due to the cost of labor. Thus the amount of money sent out of the country to pay for the raw cotton is very small compared with the amount paid out in wages to Canadians employed in the cotton mills.

**THE IMPORTANCE OF THE INDUSTRY**

What does this industry mean to Canada? It means the expenditure of almost \$4,000,000 a year in wages. It means the annual expenditure of \$735,400 a year on Canadian coal and power, and a very large amount on Canadian supplies of various kinds. It means the railways receive \$676,500 in freight and the greater part of this being paid out by the railways in wages circulates among the people.

One has but small conception of the many



WARPING ROOM IN A COTTON MILL.

to attempt to make out a complete list of the articles consumed, he would need a volume to include it.

**NOT PROFITABLE AT PRESENT.**

Then it must be conceded that as a national investment a cotton mill is a "good thing." How is it from the shareholder's point of view as an investment? Unfortunate-

printed, dyed or colored cottons, duck for belting and hose, jeans and coutilles for corsets, bed quilts and velveteens:

|            |             |
|------------|-------------|
| 1897 ..... | \$2,905,320 |
| 1898 ..... | 3,309,425   |
| 1899 ..... | 4,168,889   |
| 1900 ..... | 4,567,036   |
| 1901 ..... | 4,676,012   |
| 1902 ..... | 4,787,425   |

During the past six years the annual imports of cotton have increased by \$1,882,105, or over 64 per cent., and the total imports have amounted to \$24,414,107, most of which should have been produced in Canada.

These are figures that no public-spirited Canadian can enjoy reading :

#### WAGES HIGHER IN CANADA

One of the principal reasons why more protection is needed is the high price of labor in Canada as compared with Great Britain or the Southern States. Just as in the woollen industry it can be calculated that the wages in Manchester are a third lower than in Canada. Even on the lower lines of goods where raw cotton forms a larger and labor a smaller proportion of the cost of production, the protection of 16½ per cent. is inadequate to offset this

in this country, and a duty of 18 to 25 per cent. is exacted on all that is imported, increasing the amount of capital employed as compared with England and the United States.

And in addition to all this our mills are compelled to make goods in smaller quantities and greater variety, increasing the cost of production. In England and the United States the cotton mills run on very few lines of goods, some of them on only one or two, thus increasing their production to the maximum. In a country like Canada with its small population, this is not permissible, the mills being constantly obliged to change from one fabric or pattern to another, creating a serious loss by every change. With the growth of the country this handicap will be moderated, particularly because of the cotton organization, but till the time for equal specialization comes, it is necessary in

cotton industry is worthy of protection, it is worthy of sufficient protection to shut out these slaughtered goods, which are certain to grow in quantity when the world is not so prosperous. The United States, with its large market, affords a protection of 60 per cent. and upwards to the cotton manufacturer, and on this policy it has built up an industry that more than supplies its own needs.

#### MODERATE TARIFF ASKED FOR.

Our cotton manufacturers are not asking for a tariff as high as that of the United States. They simply request a moderate protection under which they can live. They do not even ask that this market be guaranteed them. At present the tariff is lower in spots than it was under the Mackenzie regime and they believe that the minimum protection allowed them on the cheap goods should be 25 per cent. and on the finer lines 30 to 35 per cent. This protection would encourage the manufacturers to go ahead with the development of the industry.

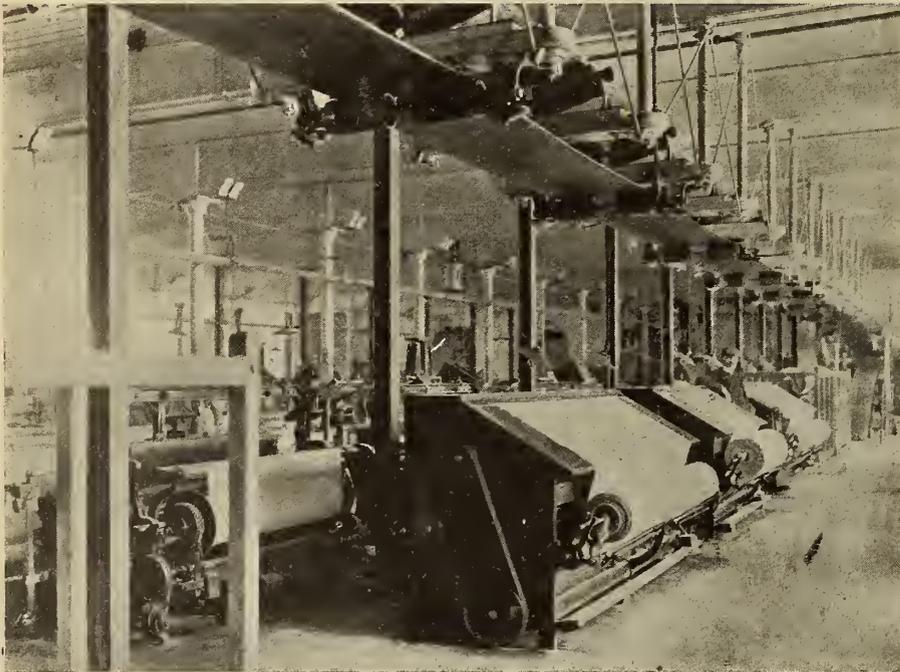
#### CANADIAN GOODS CHEAP TO THE CONSUMER

If the Canadian cotton factories were to cease operations, the consumer would pay considerably more for his cottons than he does to-day. Indeed, he pays more for the imported cottons to-day, even for those which the importer secures at lower rates than he can buy Canadian goods at. The reason is the wholesaler has his lines confined to himself, and he not only takes the differential profit but more as well. *There is not the least doubt that the Canadian consumer saves nothing on imported goods.* An illustration of this fact recently came to light. A wholesaler imported a line of fancy shirtings and laid them down at 8½c. per yard. He sold them to the retailers at 11½c., who resold at 17c. A Canadian company duplicated the pattern; sold it at 8c., the wholesaler sold at 10c., while the consumer got it at 12½c., meaning a saving of 4½c. per yard to the wearer of the shirt.

#### HIGH QUALITY OF CANADIAN COTTONS

It would be unfair to give out anything approaching a treatise on the Canadian cotton industry without mentioning the reputation for high quality enjoyed by Canadian cotton fabrics. There may be a scattered prejudice against home-made cottons, but it exists only where ignorance exists, for those who have to do with cottons know that there are no more reliable cottons made in the world than those "made in Canada." The manufacturers have persistently clung to high class labor, to produce a clean article, and have refrained from dishonest resorts to fillings of China clay, starch, soap solutions, chloride of magnesium, chloride of zinc, or salts of that nature.

In the printed and colored goods the latest patterns and styles are adopted with



LOOMS AND CLOTH INSPECTING MACHINES.

handicap. But how can it be expected that Canadian factories could compete in lawns and other fine goods where labor forms 80 to 90 per cent. of the cost of production. On the 80 per cent. fabric, the difference of 33½ per cent. in the cost of labor would mean a difference of 26½ per cent. in the price of the fabric. Against this the maximum protection against Great Britain is 23½ per cent.

#### OTHER DISADVANTAGES.

In addition to this handicap our cotton mills must pay much higher prices for the coal than the English concerns pay, while our rigorous climate compels them to use considerably more of it. Money can be had from the banks of England at fully two per cent. less than from the Canadian banks. The bulk of the cotton machinery is not made

the nation's interest that this condition of affairs be faced.

#### CANADA A SLAUGHTER MARKET.

Canadian mills must offer their goods in competition with those mills, both British and American, who cater for the world. A depression in any corner of the earth's surface is liable to throw surplus stocks on their hands, to get rid of which they must cut prices. To avoid demoralizing the markets of which they have control these goods are sent into a country like Canada, which has mills of its own only moderately protected, creating an unfair competition that no domestic mill can be expected to withstand. Any wholesale house in the land can testify to the large numbers of these imported "job lots." What is worth doing is worth doing well. If the Canadian



## THE CONSERVATIVE POLICY.

The Halifax Chronicle, the leading Liberal newspaper of Nova Scotia, gives the following report of remarks made by Mr. R. L. Borden on the tariff question in the course of his speech at Sydney on January 21st.

"The Conservative Party believes in protecting Canadian industries, in developing all the resources of the country; in developing the country along all legitimate lines. It does not believe that it is good policy to send out of Canada our raw material, to send our young men to foreign countries to work in factories where that raw material is manufactured, and then to send Canadian money to buy the manufactured product. It believes that the country can only be developed, as it should be developed, by a policy which will give adequate protection at all times.

It is said that the country is prosperous at present. Granted, but to what administrative or legislative act of the Liberal Government is that prosperity due? The tariff it is said affords ample protection at the present time. Men engaged in some industries at least in Canada are not prepared to concede this, but a tariff based up-

on the ad valorem principle may afford protection when countries are prosperous, when industrial development is progressing and when prices are high, which it would not afford in a time of depression. We are bounded for four thousand miles by the greatest agricultural as well as the greatest manufacturing country in the world. The manufacturers of the United States aggregated in 1900 the enormous sum of thirteen thousand millions of dollars. Only  $3\frac{1}{2}$  p. c. of these were exported, the balance of more than twelve thousand five hundred millions of dollars was consumed by the enormous market of millions of people. Canada is the third best customer of the United States, it is the best customer of the United States of manufactured goods. It buys from the United States about seventy millions more than it sells to that country. Let a time of depression come and what will be the result? Canadian industries will sustain an attack which they will find difficult to endure. The policy of the United States Government as well as of United States manufacturers has been openly announced. They propose to sell their goods at a loss if necessary to capture foreign markets."

If at any time you should be desirous of information as regards trade or other matters in this Republic, I trust you will not hesitate to appeal to this Consulate, where it will be considered a pleasure to comply with any request you may have to make.

I am, Sir,  
Your obedient servant,  
(Signed) L. J. NUNN,  
Vice Consul.

## GERMANY

Hamburg, Dec. 23rd, 1902.

DEAR SIR,—I have to acknowledge the receipt of your letter of the 12th inst., and have to express my thanks to your Association for sending me their monthly publication which frequently contains matters of considerable interest to me, and to some other persons to whom I have shown it. I shall accordingly be glad if you would continue sending me a copy of INDUSTRIAL CANADA, and I may at the same time add, that if in any way I can assist at any time in promoting the interests of your Association I shall be glad to do so.

I remain, Dear Sir,  
Yours faithfully,  
(Signed) WILLIAM WARD.

## INDUSTRIAL CANADA ABROAD

THE letters given below are picked from a large number of similar ones received from British Consuls the world over, and all have to do with INDUSTRIAL CANADA, the official organ of the Manufacturers' Association.

## SWEDEN

Gothenburg, December 29th, 1902.

GENTLEMEN,—With reference to your letter of the 15th inst., I have received INDUSTRIAL CANADA regularly and find it a very useful publication in giving information regarding the industry of Canada.

Yours Truly,  
(Signed) JOHN DUFF.

## AUSTRIA

H. B. M. Consulate,  
Prague, December 29, 1902.

DEAR SIR,—Your very interesting journal I receive regularly and is most interesting and instructive. There is a good deal of trade done between this country and Canada and to my mind might be considerably increased. I would suggest your sending a copy of your paper to the Chamber of Commerce here, the address is Der Handels- and Gewerbekammer, Prague.

Yours faithfully,  
(Signed) A. WENTWORTH FORBES.

## FRANCE

Boulogne-sur-mer, Jan. 2, 1903.

GENTLEMEN,— "INDUSTRIAL CANADA" reaches me regularly; I cannot point to any direct benefit having occurred commercially, but, on several occasions, it has proved interesting to prospective emigrants.

I am, Gentlemen,  
Your most obedient servant,  
(Signed) H. FARMER,  
Vice Consul.

## ITALY

Florence, December 29th, 1902.

SIR,—With reference to your letter of the 12th inst. I beg to thank you for your official organ, INDUSTRIAL CANADA, which I receive regularly and keep on the table of commercial publications in the Chancellor's room, for the use of any person who takes an interest in Canadian trade. I shall certainly be very glad if the supply of that interesting publication be continued,

I am, Sir,  
Your obedient servant,  
(Signed) W. PERCY CHAPMAN.

## SPAIN

Gaudia, Dec. 31st, 1902.

DEAR SIR,—Your favor of the 16th inst. duly at hand, and in answer to the same I beg to say that I have received regularly the copies of the INDUSTRIAL CANADA referred to, which information I try to extend into this consulate.

I will be obliged to you to continue remitting to this Vice Consulate the said "Industrial Canada."

Yours truly,  
(Signed) T. ROMEGUERA.

## MEXICO

Vera Cruz, Dec. 27th, 1902.

SIR,—I have the pleasure to acknowledge the receipt of your communication of the 17th inst., and would say in reply that the copies of INDUSTRIAL CANADA that you have been good enough to supply to this Consulate have been placed conspicuously before the public when occasion offered; and His Majesty's Consul, Mr. F. P. Leay, who succeeded Mr. Arthur Chapman last year, desires me to say that he would very much regret that you should remove his Consulate from your mailing list, as indirectly the information contained in your organ may be the means of developing trade between this Country and Canada.

## HOLLAND

Amsterdam, Dec. 27, 1902.

DEAR SIR,—In reply to your favor of the 12th inst., I have much pleasure in informing you that I receive the INDUSTRIAL CANADA regularly and that of late I have made a practice of sending same to some firm of merchants whom I believe likely to take an interest in the Canadian trade.

Your paper interests me very much, and I shall feel much obliged if you will continue sending it to me in the same manner.

I am, Dear Sirs,  
Yours very truly,  
(Signed) W. C. ROBINSON.

## PORTUGAL

Lisbon, Dec. 26th, 1902.

DEAR SIR,—I have to acknowledge the receipt of your letter of the 12th inst. and in reply would inform you that I have regularly been receiving copies of INDUSTRIAL CANADA, which I find contains most interesting information regarding Canada and the wonderful development of its industries. As far as possible I bring it to the notice of the trading community of the city; but at the present moment the interchange of industrial commodities between Portugal and Canada is very limited, and the trading facilities between the two countries are also limited, and would require time to develop.

Why does not your Association establish an agency in this country? Perhaps this might be the means of starting a reciprocal demand for industrial products. I dare say you might find some firm here who would be willing to act as your agents.

Yours faithfully  
(Signed) FRANCIS H. COOPER.

# CUSTOM'S TARIFF OF THE TRANSVAAL

October 4, 1902

The new Transvaal ordinance of the above date amends the rates of duty on various articles imported into the Transvaal Colony. As it is to be read with the tariff in force in the Transvaal prior to the outbreak of the War, it has been considered advisable to publish the complete custom's tariff at present in operation, embodying all the alterations affected up to and including the date of the present ordinance as follows:—

## A.—IMPORT DUTIES.

|                                                                                                                                                                                                                                                                                                    |      |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|
| All kinds of live-stock, except oxen, cows, calves, sheep, lambs, goats and pigs .....                                                                                                                                                                                                             | Free |
| All kinds of live-stock belonging to persons coming to establish themselves in the country, and bringing the same with them, draught cattle employed by travellers and transport riders, cattle which are driven to the winterveld and which again return to the colony or <i>vice versa</i> ..... | Free |
| Bank notes or other paper currency and coin specie admitted as legal tender in the colony.....                                                                                                                                                                                                     | Free |
| Reading and music books, maps and printed school requisites, newspapers, pamphlets and periodicals.....                                                                                                                                                                                            | Free |
| Articles obtained in the chase outside the colony.....                                                                                                                                                                                                                                             | Free |
| Products of (except spirits) and cattle bred in the Orange River Colony and the Province of Mozambique, imported under certificate of origin .....                                                                                                                                                 | Free |
| Wagons and vehicles in use of persons travelling in the colony and returning with the same, as also wagons and vehicles in use of persons entering the Transvaal with their implements to reside therein .....                                                                                     | Free |
| Tree, flower and vegetable seeds. All agricultural seeds and produce of the earth, specially imported by farmers for themselves for sowing and planting, under affidavits made before a Justice of the Peace, or customs official, with the exception of seeds imported as eatables.....           | Free |
| Second-hand furniture and tools belonging to persons intending to reside in the Transvaal.....                                                                                                                                                                                                     | Free |
| Rough or alluvial gold from neighboring gold producing States.....                                                                                                                                                                                                                                 | Free |
| All outside packings which are not sold with the goods, and are not for sale, but only for the protection of the imported goods in transit.....                                                                                                                                                    | Free |
| Fencing wire, iron poles, and other material exclusively required for the fencing of farms and lands.....                                                                                                                                                                                          | Free |
| Machinery as follows:—                                                                                                                                                                                                                                                                             |      |
| All appliances exclusively applied to the production or transmission of mechanical or electrical power.....                                                                                                                                                                                        | Free |
| All appliances which are exclusively designed for the crushing and milling of ores, minerals and agricultural produce.....                                                                                                                                                                         | Free |
| All pumps which are exclusively designed for industrial or agricultural use, hand pumps excepted.....                                                                                                                                                                                              | Free |
| All materials, tools and appliances exclusively designed for the extraction of metals from ores, and for the separation and sifting of metals and ores, and for the manufacture of the chemicals or of acids needed for the extraction of gold.....                                                | Free |
| All appliances and tools exclusively designed for the conveyance and hoisting of ores, and minerals, including rails and wagons, exclusively propelled on rails                                                                                                                                    | Free |
| All metal and stone pipes exclusively designed for the conveyance of water or tailings from and to gold and other mines, also for agriculture, and for the leading off of water.....                                                                                                               | Free |
| All wheels thier and appliances for lifting and removing water and tailings and other factory products.....                                                                                                                                                                                        | Free |
| All ground boring machines, and machines for working wood and iron.....                                                                                                                                                                                                                            | Free |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |         |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|
| Telephone and telegraph connections and apparatus..                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Free    |
| All machinery for agriculture, trades and industry, as mowing and threshing machines, sewing machines and printing presses, etc.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Free    |
| All duplicate and minor parts of the above-mentioned articles.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Free    |
| Large chaff machines, chaff and wool presses, and other appliances for the manufacture of goods or produce for trade or exports .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Free    |
| Public stores, imported or taken out of bond by and <i>bona fide</i> for the sole and exclusive use of the Government of His Britannic Majesty; provided that a certificate be delivered to the customs given under the hand of a principal officer to be approved of by the Director of Customs, setting forth that any duty levied on such public stores would be borne directly by the Government; and provide further that no portion of such stores used or unused shall be sold or otherwise disposed of so as to come into the possession of or into consumption by any parties not legally entitled to import the same free of duty without the consent of the Director of Customs and the payment of the duties to him by the officer so selling or disposing of such public stores.....                                                                                                                            | Free    |
| Articles imported or taken out of bond for the sole exclusive and personal use of any member of His Majesty's Regular Forces serving on full pay in this colony: provided that such person is receiving no emoluments from the treasury of this colony and subject to such regulations as the Director of Customs may make for the due protection of the revenue; provided that if any such article shall be sold or otherwise disposed of to or for consumption by any person not legally entitled to the exemption, without the consent of the Director of Customs and the payment of duty thereon to the customs according to the tariff then in force, then they shall be forfeited, and the persons knowingly disposing of such articles as well as those into whose possession the same shall knowingly come shall be liable to the penalties prescribed by Section 52 of the Customs Management Ordinance, 1902. .... | Free    |
| Agricultural implements .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Free    |
| Brass copper, composition-metal, iron, steel, lead, tin, zinc, and other metals, in the following forms:—angle, bar, channel, hoop, rod, plate, sheet, girder, pipe, ingot, disc or block .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Free    |
| Cement .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Free    |
| Plants .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Free    |
| Wood, unmanufactured, including planed, tongued or grooved plain boards unshaped.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Free    |
| All other goods imported from abroad ad val.....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 7½ p.c. |

## B.—SPECIAL DUTIES

The following articles are, over and above the ordinary import duty of 7½ per cent., previously mentioned, subject to a further special duty on importation into the Colony:—

|                                     |    |
|-------------------------------------|----|
| Beads, all sorts, per lb.....       | 1s |
| Beer, per gal.....                  | 3s |
| Butterine, per 100 lbs.....         | 5s |
| Cartridges, (filled) per 1,000..... | 5s |

|                                                                                                                                                                                                                                                                                                                                                         |          |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|
| Chicory, per 100 lbs.....                                                                                                                                                                                                                                                                                                                               | 7s 6d    |
| Chillies and chutneys, per 100 lbs.....                                                                                                                                                                                                                                                                                                                 | £1 5s    |
| Chocolate and cocoa, plain, sweetened or mixed, per lb..                                                                                                                                                                                                                                                                                                | 1½d      |
| Clothing, second-hand, imported for trade, per garment..                                                                                                                                                                                                                                                                                                | 1s 6d    |
| Coffee, ground, burnt, mixed, and any substitute for coffee,<br>per 100 lbs.....                                                                                                                                                                                                                                                                        | 7s 6d    |
| Coffee and milk, per lb.....                                                                                                                                                                                                                                                                                                                            | 1½d      |
| Confectionery, including honey, jams, jellies, preserves,<br>sweetmeats, candied or preserved ginger or chow-chow,<br>pies, tarts, and puddings, and all other kinds com-<br>pounded, made or preserved with sugar, but not includ-<br>ing biscuits or gingerbread, nor purely medicinal pre-<br>parations properly classed as apothecaryware, per lb.. | 1½d      |
| Dholl, (Angola peas) per 100 lbs.....                                                                                                                                                                                                                                                                                                                   | 1s 6d    |
| Dynamite, and other explosives (except gunpowder)per lb.                                                                                                                                                                                                                                                                                                | 9d       |
| Fruits: Preserved of all kinds, bottled, tinned or otherwise<br>preserved, including pulp and candied peel, dried fruit,<br>and dried ginger and nuts, per lb.....                                                                                                                                                                                      | 1½d      |
| Ghee, per 100 lbs.....                                                                                                                                                                                                                                                                                                                                  | 5s       |
| Goldware, ad val.....                                                                                                                                                                                                                                                                                                                                   | 12½ p.c. |
| Gunpowder, per lb.....                                                                                                                                                                                                                                                                                                                                  | 6d       |
| Guns, per barrel.....                                                                                                                                                                                                                                                                                                                                   | 10s      |
| Jewellers' ware, <i>ad val.</i> .....                                                                                                                                                                                                                                                                                                                   | 12½ p.c. |
| Kaffir hoes, each.....                                                                                                                                                                                                                                                                                                                                  | 1s 6d    |
| Livery clothing, imported for the trade, per garment....                                                                                                                                                                                                                                                                                                | 1s       |
| Malt, per 100 lbs.....                                                                                                                                                                                                                                                                                                                                  | 5s       |
| Margarine, per 100 lbs.....                                                                                                                                                                                                                                                                                                                             | 5s       |
| Matches and wax lights, in boxes or packets containing<br>not over 100 in a box or packet, per gross of boxes....                                                                                                                                                                                                                                       | 2s       |
| And for every additional 100 or fraction of 100 contained<br>in boxes or packets, per gross of 100.....                                                                                                                                                                                                                                                 | 2s       |
| Opium, per lb.....                                                                                                                                                                                                                                                                                                                                      | 5s       |
| Perfumeries and toilet articles (including perfumed oils)<br>under 11° Trallis, ad val.....                                                                                                                                                                                                                                                             | 7½ p.c.  |
| Under this heading are to be understood such articles as<br>are consumed (thus not such as brushes, boxes, &c.)<br>The undermentioned articles are to be considered<br>as perfumeries and toilet articles, or as alcoholic<br>liquids:—                                                                                                                 |          |
| Cosmetique, hair dye, hair oils, hair powders, hair<br>restorers, hair waters and tooth waters, ointments and<br>creams for skin and lips (including Fuller's earth),<br>perfumes and sachets, powder for perfuming the bath<br>dentifrice powders, pomade, shaving paste and cream,<br>toilet paper, powders, cream and waters.                        |          |
| NOTE. All alcoholic toilet articles containing over 11°<br>Trallis are charged as alcoholic liquids.                                                                                                                                                                                                                                                    |          |
| Pickles, per 100 lbs.....                                                                                                                                                                                                                                                                                                                               | £1 5s    |
| Pistols and revolvers, per barrel.....                                                                                                                                                                                                                                                                                                                  | 10s      |
| Playing cards, per pack of 52.....                                                                                                                                                                                                                                                                                                                      | 3d       |
| Sauces, and preparations containing sauces, per 100 lbs. £1 5s                                                                                                                                                                                                                                                                                          |          |
| Silverware, ad val.....                                                                                                                                                                                                                                                                                                                                 | 12½ p.c. |
| Soap, common, for domestic use, and soft soap per 100 lbs.                                                                                                                                                                                                                                                                                              | 5s       |
| Soap, toilet and perfumed powders, and extracts and all<br>other sorts, per 100 lbs.....                                                                                                                                                                                                                                                                | 10s      |
| Spirits:                                                                                                                                                                                                                                                                                                                                                |          |
| Perfumed, per Imp. gall.....                                                                                                                                                                                                                                                                                                                            | £1       |
| Liqueurs, cordials and bitters, per Imp. gall.....                                                                                                                                                                                                                                                                                                      | 15s      |
| Other sorts (with the exception of methylated spirits,<br>namely, spirits mixed with some substance in such<br>manner and quantity as to the satisfaction of the<br>Director of Customs to render the mixture unfit for use<br>as a beverage) according to the strength of proof, per<br>Imp. proof gall.....                                           | 14s      |
| (No allowance will be made for underproofs in excess of<br>15 p. c.)                                                                                                                                                                                                                                                                                    |          |
| Sugar, per 100 lbs.....                                                                                                                                                                                                                                                                                                                                 | 3s 6d    |
| Tea, per 100 lbs.....                                                                                                                                                                                                                                                                                                                                   | 5s       |

|                                                                                                |        |
|------------------------------------------------------------------------------------------------|--------|
| Tobacco:                                                                                       |        |
| Cigars and cigarillos, per lb.....                                                             | 6s     |
| Goorak or goracco, dagga and hookah mixture, and<br>all imitations or substitutes, per lb..... | 6s     |
| nuff, per lb.....                                                                              | 4s     |
| Cigarettes, per lb.....                                                                        | 4s     |
| Manufactured, per lb.....                                                                      | 3s     |
| Not manufactured, per lb.....                                                                  | 2s     |
| Uniforms, per garment.....                                                                     | 1s 6d  |
| Vinegar (asetic acid,) per gall.....                                                           | 3s     |
| Wine:—                                                                                         |        |
| Sparkling, per gall.....                                                                       | 12s 6d |
| Other than Sparkling, per Imp. gall.....                                                       | 4s     |
| (Wine exceeding 50 p.c. of proof spirit to be classed as<br>spirits.)                          |        |

The importation of guns, pistols, revolvers, ammunition, dynamite, and other explosives, can only take place under permit. A Government Notice (No. 512 of 1902), states that the existing duty on dynamite has been left unaltered, as certain questions bearing on the conditions of its manufacture in, and importation into, the Transvaal, are still under discussion. This duty will, however, be separately dealt with as soon as possible.

NOTE.—It must be pointed out that in addition to the import duties, a transit duty of 3 p.c. is imposed on most articles imported into the Transvaal through the Cape of Good Hope, Natal, Orange River Colony, Basutoland, the Bechuanaland Protectorate and Delagoa Bay.

#### FORM OF DECLARATION FOR AD VALOREM GOODS

Section 7 of this Ordinance provides that in all cases where the duties imposed upon the importation of goods into this Colony are charged not according to the weight, tale, gauge, or measure, but according to the value thereof, such value shall be ascertained by the declaration of the importer of such goods in the manner and form following, that is to say:—

I, the undersigned A. B.....do hereby declare that the above is a true and complete return of all the goods contained in the above mentioned packages, and that the values given of the same are the true current values of the same at the place where the goods were purchased for importation into the Transvaal.

The above declaration signed the.....day of.....  
in the presence of.....

.....Collector.

Which declaration shall be written on the bill of entry of such goods and shall be subscribed with the hand of the importer thereof in the presence of the officer of Customs, and the said values shall be the sum whereon duty shall be levied.

It is provided by section No. 11, that for the purpose of entry for Customs and collection of duty on goods imported into the Colony by parcels post, any form and label affixed to the parcel under the postal regulations shall take the place of the declaration required under section 7 of the Ordinance.

#### PLACES THROUGH WHICH GOODS MAY BE IMPORTED OR EXPORTED

A proclamation (No. 8 of 1902) issued by the Governor declares that all goods may only be imported or exported through the following places:—

Kuzaansdrift, Umtonganeni, Middelpuntdrift, on the Zulu-land-Transvaal border; De Jagersdrift, Newcastleldrift, Volksrust, on the Natal-Transvaal border; De Langesdrift, Robertsdrift, Zandriff, Grobelersdrift, Engelbrechtsdrift, Vereeniging (Viljoensdrift), Lindequesdrift Rietpoort, Venterskroon or Schoemansdrift, Rietfontein, Koolmyndrift, Commandodrift, Bloemhof and Christiana, on the Orange River Colony-Transvaal border; Grootpan or Wonderfontein, Rooigrond, Ottoshoop, Derdepoort, Buffelsdrift, on the Bechuanaland-Transvaal border; Hendriksdal, on the Rhodesian-Transvaal border; Kotami Poort, on the Portuguese-Transvaal border; Darkton, Bakenkop, Derby, Makyanpad and Mahamba, on the Swaziland-Transvaal border; Pretoria, Johannesburg, Elandsfontein (Germiston), Boksburg, Krugersdrift, Roodepoort, Potchefstroom, Klerksdorp, Wolmaransstad, Schweizer-Reinecke, Standerton, Heidelberg, Barberton, Utrecht, Piet Retief, Ermelo, Middleburg, Lydenburg, Leydsdorp, Pietersburg, Lichtenburg, Zeerust, Rustenburg and Ventersdorp.

**DOWELS AND TRUNK LATHS.**

One of the most important enquiries received for some time is for dowels and trunk battens or laths for shipment to England. The senior of a large importing house in London called at this office recently to get in touch with shippers, and we will be pleased to forward the address to any of our members desiring same. Particulars of what is desired :

**DOWELS.**

Maple, birch and beech, from 3-16 in. to 1 $\frac{3}{8}$  in. in thickness, and from 14 in. to 4 feet in length. Prices to be made per 1,000 lineal feet in carload lots.

**TRUNK BATTENS OR LATHS.**

In ash and elm. Lengths, 26 in. to 45 in.; thickness, 1 $\frac{3}{4}$  in. x 7-32 in., and 2 $\frac{1}{2}$  in. x  $\frac{3}{8}$  in., with chamfered or rounded edges. Prices to be made on 1,000 lineal feet, in carload lots.

**HANDLES.**

Turned handles of all kinds.

Terms—2 $\frac{1}{2}$ % 90 days, draft against discounts

**LACE CURTAIN FACTORY.**

Canada's growing time welcomes the advent of new industries. It will be a surprise to many that at the present time a factory 55x100 five stories high is being erected in Toronto by Messrs. Geo. H. Hees, Son & Co., for manufacturing lace curtains and similar artistic goods. This is an industry that was hardly expected to be developed in Canada, but the firm believe that the conditions are in every way favorable for a successful business.

For the eleven months ending November, 1902, the imports of the United States are \$22,475,147 greater than for the same period of 1901 and the exports are \$115,724,258 less.

**EMPLOYMENT AS CLERK.**

A young man with six years' experience with a large iron and steel company in Cardiff, Wales, desires to secure employment as a clerk with a Canadian firm. He has a knowledge of French and book-keeping and can provide excellent references. His address will be gladly furnished by addressing INDUSTRIAL CANADA.

**SIZING AND FINISHING**

Mr. Harrison Watson, London, has forwarded to the Association a sample of Irish moss, which is variously called Iceland moss, Carrageen etc. It is being used in different industries in increasing quantities. The textile arts find it very valuable for sizing and finishing colored goods. It has strong stiffening properties; it is odorless, tasteless, harmless and cheap. The present value is about £10 a ton f. o. b. Liverpool, but is cheaper than this in the season. Mr. Watson sends the address of the exporter, who resides in Dublin.

**£1500 SEEKING A PARTNERSHIP**

A 35 year old unmarried Englishman who has spent 10 years in Brazil and has been employed 5 years in a large English Import House and steamship agency desires to invest his savings of about £1,500, and become a partner in some Canadian industry or undertaking. He speaks French, German and Portuguese, and understands bookkeeping and office work thoroughly. The address of this correspondent will be furnished on application to the Secretary of the Manufacturers' Association.

**NOTES**

*Our Western Empire* (London, Eng.) says the most practical out of many common sense suggestions made at the Manufacturers Banquet to the delegates from the London Chambers of Commerce was that British warships should be used for conveying some of our surplus population to Canada.

The Demerara fortnightly market report published by the Georgetown Chamber of Commerce (December 31st, 1902,) notes the following arrivals from Canada per S. S. Dahome and S.S. Ocamo: potatoes, 2,417 barrels; fish, (all kinds,) 1,737 packages; butter, 93 packages; flour, 1,205 barrels; pease, 163 bags; oats, 150 bags; cheese, 39; shooks, 45 bundles; brooms, 125 bundles; cordage, 8 bundles; paint 6 packages; pork, 10 barrels; apples, 10 barrels; paper, 53 packages and sundries.

The post office department has concluded negotiations with the colony of Trinidad and Tobago and with the Kingdom of Norway for the direct exchange of money orders. The arrangement with Trinidad and Tobago is already in force and March 1st is the date set for the commencement of the system with Norway. The charges are as follows:—On orders not exceeding \$9.74, 8c., on orders not exceeding \$22.92, 12c., on orders not exceeding \$50, 18c.

A special financial journal, the first of its kind in Canada, has made its appearance under favorable conditions in Toronto. It is called the *Financial Daily News*, and is edited by Mr. Waldemar Wallach, late of the *Mail and Empire*, who for some time looked after the Man on the Street column of that paper. The business end of the paper is looked after by Mr. Warden.

# FOREIGN TRADE NEWS.

**TRADE ENQUIRIES.**

*NOTE.*—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

**Agencies.—England.**—A gentleman in the North of England having a large and old established connection and offering good references, desires to hear from Canadian firms seeking a market in his district.

**Holland**—An Amsterdam house is desirous of hearing from Canadian firms wishing to be represented in Holland.

**Agricultural Implements**—A wholesale firm established for 20 years in Scotland, with branches in Johannesburg and Barberton in the Transvaal, desires to purchase Agricultural Implements in Canada.

A firm in Capetown, South Africa, desires to secure the agency of a Manufacturer of agricultural implements. They mention that they are having an exhibit in Capetown in 1903 and 1904, and will be taking space and be in a position to make a good display of any samples they may have on hand at that time.

**Bicycle Accessories.**—A firm of indent merchants and manufacturers' representatives in Perth, W. Australia, desire to be furnished with full particulars respecting prices, discounts, catalogues, etc., of the above and state that they are very favorably situated to do business in the above line.

**Boots and Shoes**—A wholesale firm doing business for 30 years in Antwerp, Belgium desires to procure boots and shoes in Canada and asks for price lists and samples.

**Building Material**—A firm in **London**, **England**, desires to procure an agency to sell on commission all kinds of building materials. Good references are sent.

**Butter**—A firm in **London**, **England**, carrying on a wholesale business since 1882, desires to get in touch with cheese and butter shippers.

**Butter Dishes of Thin Wood**.—A firm in **Glasgow** doing a large business with the **Cape** desire to procure the above line of goods in **Canada**. They send splendid references both in **England** and **United States**. They ask to be favored with any samples that can be conveniently sent and ask for quotations f.o.b. port.

**Carbide of Calcium**—We are in receipt of an enquiry from **London**, **England**, for carbide of calcium. The firm enquiring desire to procure about 1,000 tons annually. This amount, of course, depends upon quality, price and facilities for shipping.

**Chair Stock**—A firm of shipping and commission merchants in **New York** desires to get in touch with Canadian shippers of the above. They have facilities for introducing their goods throughout the whole of **Australia** and **New Zealand**.

**Chairs**—A firm of indent merchants, and manufacturers' representatives in **Perth**, **W. Australia**, desires to be furnished with full particulars respecting prices, discounts, catalogues, etc., of the above, and state that they are very favorably situated to do business in the above line.

**Cheese**—A firm in **London** which buys for **South African** market asks for quotations for **Canadian** cheese.

**Cider**—A firm of cider and perry merchants in **Stroud**, **England**, desires to get into touch with **Canadian** manufacturers of cider who may wish to find an outlet for their product in the **United Kingdom**.

**Clocks and Optical Goods**—A firm of indent merchants and manufacturers' representatives in **Perth**, **Western Australia**, desires to procure the above in **Canada**. They state that they are prepared to accept sight drafts for small shipments of samples up to £10.

**Eggs (Canned)**.—A **Glasgow** firm has asked to be referred to one or two shippers of canned eggs from **Canada**, enquiries for these being frequently made by bakers and confectioners. The packages should run from 7 lbs. to 14 lbs. and 28 lbs.

**Flour, Maize and Oats**.—A firm of merchants and agents in **Durban** and **Johannesburg** desires to get in touch with millers and shippers of the above.

A large firm of general commission and manufacturing agents in **Auckland**, **N. Zealand**, desires to get in direct touch with **Canadian** millers of **Manitoba** baker's flour.

A firm in **London**, **England**, that buys for the **South African** market, asks for quotations for **Canadian** flour.

Application has been made by a firm in **London**, **England**, for a list of provision and flour exporters in **Canada** who require representation in **London**.

**Foodstuffs**.—A **Bordeaux** firm is open to take the **French** agency of **Canadian** exporters of foodstuffs and articles for every day use.

**Fruits and Vegetables**—A correspondent in **Surbiton**, **Surrey**, **England**, states that he is in a position to market large quantities of preserved fruits and vegetables, and desires to procure the agency for the same.

**Fruits (Canned)**—An old established firm of Commission Merchants in **London** with an extensive **London** and **British** connection would like to be placed in communication with one or two good firms of exporters of canned fruits.

A **West of England** house has asked to be furnished with names of canners of fruits and meats in **Canada** who require representation in **Great Britain**. It also wishes to correspond with **Canadian** importers of canned pines and pine chunks.

**Fruits (Canned and Dried)**—A **Glasgow** firm is prepared to take gallon apples, dried apples and other preserved fruit.

**Fruits (Preserved)**—Enquiry has been made for addresses of first-class exporters in **Canada** of preserved fruits for jam manufacturing.

**Furniture**.—A wholesale firm established for 20 years in **Scotland** with branches in **Johannesburg** and **Barberton** in the **Transvaal** desires to purchase furniture in **Canada**.

**Graphite and Barytes**.—A **London** firm desires addresses of **Canadian** producers of graphite and barytes.

**Hair and Tar Products**.—A firm in **London**, **England**, desires to procure an agency to sell on commission all kinds of hair and tar products.

**Handles**—A Manufacturers Agent in **Belfast** desires to represent a **Canadian** shipper of handles of all kinds, i. e. broom, agricultural implement, shovel, etc. He at present is buying **Canadian** goods through a **New York** House, but wishes to deal with a manufacturer direct. Good references are forwarded.

**Hay and Oats**.—The names of some reliable **Canadian** shippers of first-class hay and oats are required by a **North of England** correspondent who is also interested in wood-pulp business.

**India Rubber Goods**.—A firm in **Glasgow** doing a large business with the **Cape** desires to procure the above line of goods in **Canada**. They send splendid references both in **England** and **United States**. They ask to be favored with any samples that can be conveniently sent and ask for quotations f.o.b. port.

**Lobsters (Canned)**.—An old established firm of commission merchants in **London**, with an extensive **London** and **British** connection, would like to be placed in communication with one or two good firms of exporters of canned lobsters.

**Mica**.—A **Yorkshire** firm desires the addresses of **Canadian** shippers of mica

**Overmantels**.—The agency in the **United Kingdom** for a **Canadian** firm of wood overmantel makers is wanted by a person qualified to undertake this business.

**Picture Mouldings**—A firm of indent merchants and manufacturers' representatives in **Perth**, **W. Australia**, desire to be furnished with full particulars respecting prices, discounts, catalogues, etc., of the above, and state that they are very favorably situated to do business in the above line.

**Pressing and Drying Machines**—A correspondent in **Durban**, **South Africa**, desires to procure tobacco pressing and drying machines and also snuff-making machinery.

**Provisions of all Kinds**.—A wholesale firm established for 20 years in **Scotland** with branches in **Johannesburg** and **Barberton** in the **Transvaal** desires to purchase tinned butter, cheese, hams, bacon, and all kinds of provisions in **Canada**.

A Glasgow correspondent who has opened a business in imported dairy produce wishes to get into touch with some large exporters in Canada of eggs, butter, canned and fresh meats, etc.

A commission agent in Belfast, with excellent Irish connections, would like to hear from Canadian shippers of flour, cheese, hams, fruit, canned goods, hay, etc.

Application has been made for a list of provision exporters in Canada who require representation in London.

An old established firm of commission merchants in London with an extensive London and British connection, would like to be placed in communication with one or two goods firms of exporters of provisions of all kinds.

A firm in Glasgow doing a large business with the Cape, desires to procure the above goods in Canada. They send splendid references both in England and United States. They ask to be favored with any samples that could be conveniently sent and ask for quotations f. o. b. port.

**Skewers**—An enquiry has been received from London, England, for the names of Canadian manufacturers of butchers' skewers.

**Sofa Frames**—A firm of shipping and commission merchants in New York desire to get in touch with Canadian shippers of the above, and have facilities for introducing their goods throughout the whole of Australia and New Zealand.

**Timber**—A firm in Brisbane, Australia, desires to procure timber of different kinds and dimensions direct from Canadian Mills.

**Wood Frames for Wire Mattress**—A firm in Ilford, England, desires to procure wood frames for wire mattresses of various sizes and asks for quotations for same c.i.f. Liverpool, Bristol or Avonmouth.

**Woodenware**—A firm in Glasgow doing a large business with the Cape, desire to procure the above line of goods in Canada. They send splendid references both in England and United States. They ask to be favored with any samples that could be conveniently sent and ask for quotations f.o.b. port.

## Correspondent Members

### CANADIAN MANUFACTURERS' ASSOCIATION

The following have been officially appointed correspondent members of the Association for the districts named. The appointments were made only after the executive were assured as to the reliability and good standing of the parties, but no liability is assumed by the Association. They will furnish free to members preliminary information with reference to the markets in which they are situated.

#### AUSTRALIA—

Brisbane, Queensland—D. H. Ross.  
 Sydney, New South Wales—Charles Dobson, Strand St.  
 Melbourne, Victoria—William McLean, 107 Elizabeth St.

#### BELGIUM—

Emile Pauwaert, Ghent, Belgium.

#### BRITISH WEST INDIES—

Barbados—C. D. Davies, Bridgetown.  
 Jamaica—Hon. T. J. Middleton, Kingston.  
 Trinidad—T. Geddes Grant, Port of Spain.

#### DUTCH WEST INDIES—

Curacao—Jacob Jesurun, H. M. Consul.

#### GERMANY—

Henry Becker, Berlin S. 42. Ritterstr. 27.

#### GREAT BRITAIN—

Harrison Watson, Curator Canadian Section Imperial Institute, Imperial Institute Road, London, Eng.

#### NEW ZEALAND—

Th. de Schryver, Auckland.

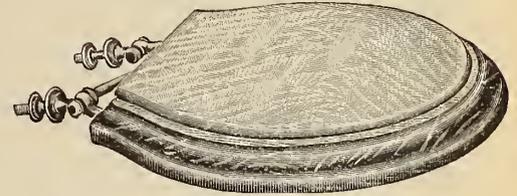
#### SOUTH AFRICA—

Cape Town—Moffat, Hutchins & Co., P.O. Box 185.  
 Johannesburg—J. W. Taylor, 10 Exploration Buildings.  
 Kimberley—Jas. Richardson, Richardson & Brittan.

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 STOOLS  
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Pioneer Canadian Importers of the Transvaal  
 First in 1896, Foremost ever since.

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 Adelaide and Sydney, Australia.  
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Buyers and Exporters of Canadian Products, Manufactured Goods, Machinery and General Merchandise.

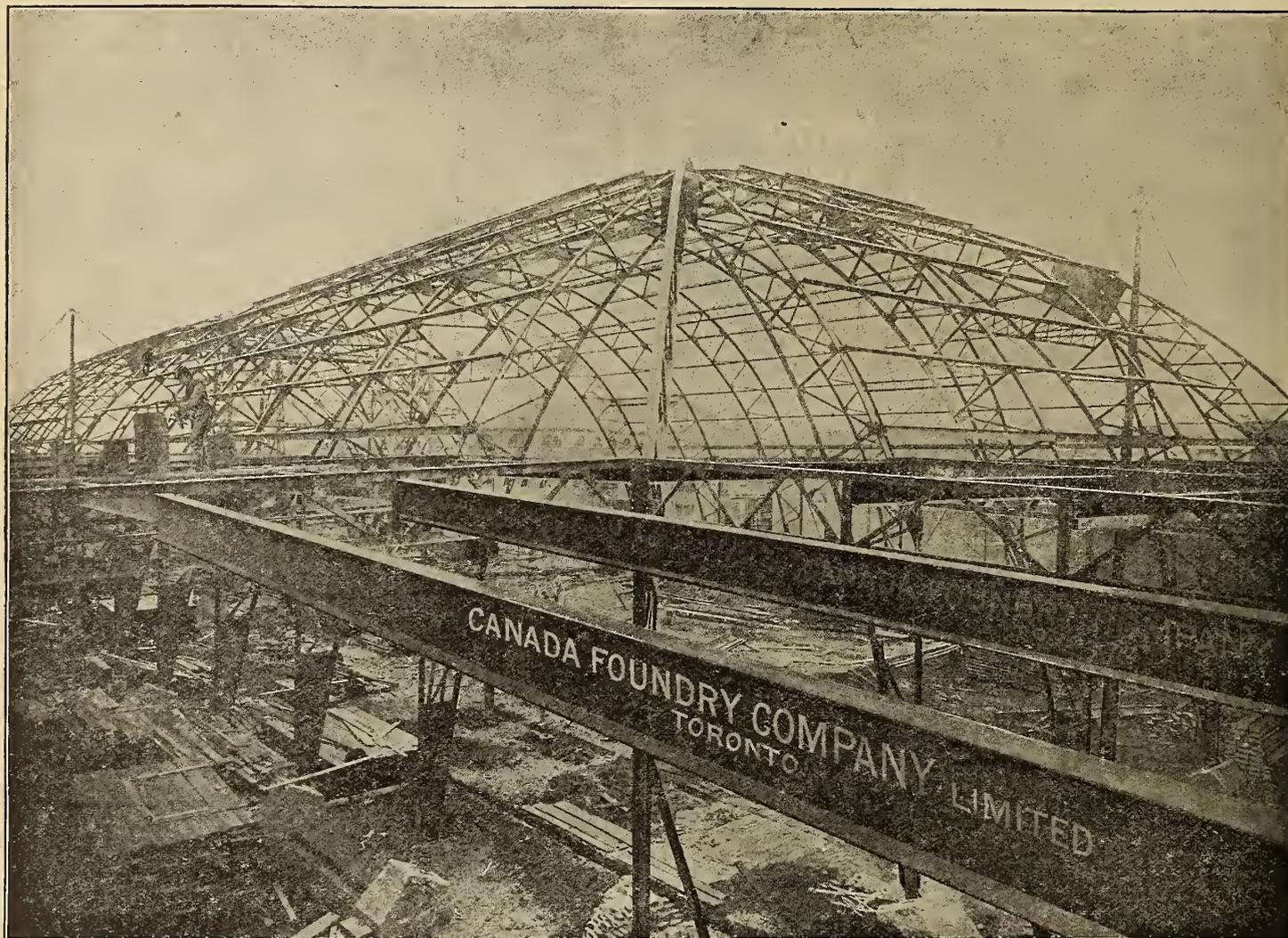
Selling Agents for Canadian Manufacturers through Foreign Branches

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STEEL STRUCTURE FOR MANUFACTURERS' BUILDING,  
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WE ARE PREPARED TO DESIGN AND ERECT STEEL STRUCTURAL WORK OF ALL  
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LUBRICATING OILS

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PETROLEUM PRODUCTS.

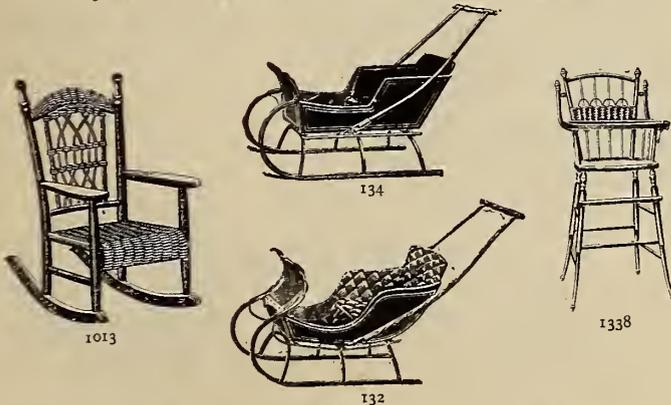
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Are **MADE IN CANADA** by Canadian Capital and Canadian Workmanship, and comprise the following lines, in catalogues:

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If you carry the Gendron, your customers get the best of design, material, finish and workmanship.

A postal will bring you catalogues in which you are interested.



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**AMERICAN  
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Winnipeg, February 18, 1902

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Milwaukee, Wis.

Dear Sirs,—

Replying to your esteemed favour of the 31st ult., I am pleased to say that after having thoroughly digested the work performed by your Company in the appraisal of our properties in the City of Winnipeg, we would not be without it now for three times the cost. It is the most comprehensive and satisfactory thing of its kind I have ever seen, the character of the work being of the very best. I wish your Company every success, as certainly the work as performed by you in the appraisal of property is marvellously good. You are at liberty to use our name as reference at any time as we are so well satisfied with your services.

Yours truly,

W. W. OGILVIE MILLING CO.

F. W. Thompson,  
Gen. Manager.

**THE AMERICAN APPRAISAL COMPANY, Milwaukee, Wis.**

Mention "Industrial Canada."

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CHARGE FOR SPACE VERY MODERATE

Promoters open to act as agents for sale of goods from sample.

For further particulars apply—

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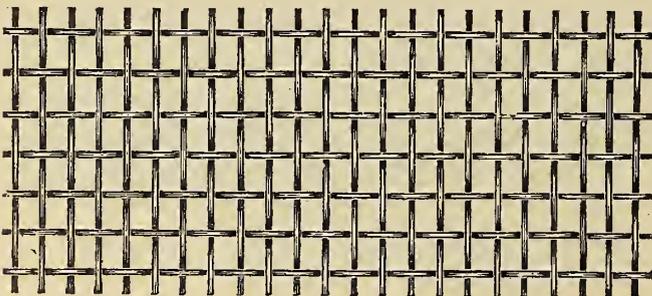
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**VARNISH** FOR ALL PURPOSES

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THE CANADA PAINT CO., LIMITED

## GIRDER BROWN

Sold in Paste or Semi-Paste form, also in liquid form ready for the brush.

DESCRIPTION—An intensely strong combination of the finest weather resisting pigments known. For painting Steel and Iron Girders, Bridges and Metallic Shingles it has become very popular. Architects and Engineers may specify The Canada Paint Company's Girder Brown with the greatest confidence. It has been thoroughly tested in every particular.

**GIRDER BROWN** is a rich deep brown and a smooth easy working paint with extraordinary covering properties.

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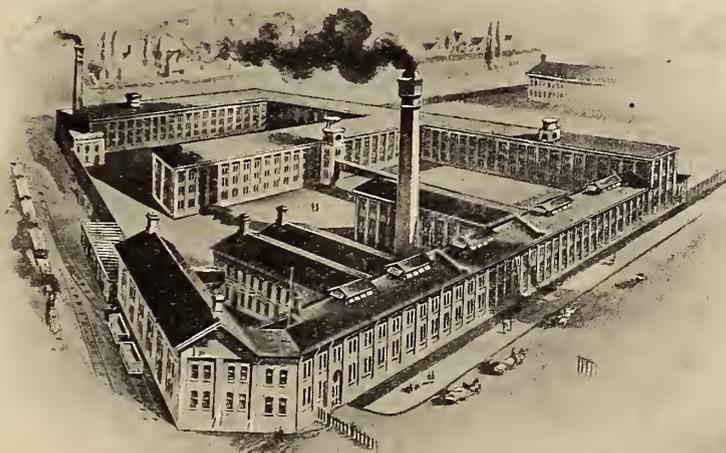
BELTING  
PACKINGS  
VALVES  
VALVE SHEET  
TUBING  
and  
GASKETS

## RUBBER HOSE

—FOR—

WATER  
SUCTION  
STEAM  
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SUPERIOR  
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Sole Manufacturers of the celebrated "MALTESE CROSS" and "LION" Brands Rubbers.  
The best fitting, best wearing and most stylish rubber footwear on the market.



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THE LARGEST TRUCK ESTABLISHMENT IN THE WORLD.

CERTAINLY  
WE HAVE  
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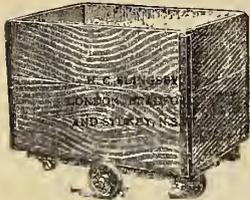


WE BUILD

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# TRUCKS

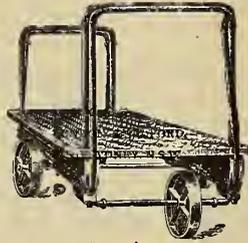
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SPINS  
LIKE A TOP.

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EITHER WAY.



Any size

**NOTHING BUT THE BEST**  
**AT THE MOST REASONABLE PRICES.**

For the factory, warehouse, brewery, mill, hospital—  
in fact for every conceivable purpose.  
All on the famous Slingsby patent sliding wheel principle.

**HAVE YOU SEEN IT?**

**H. C. SLINGSBY FOR CANADA,**  
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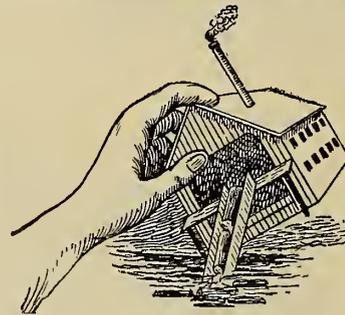
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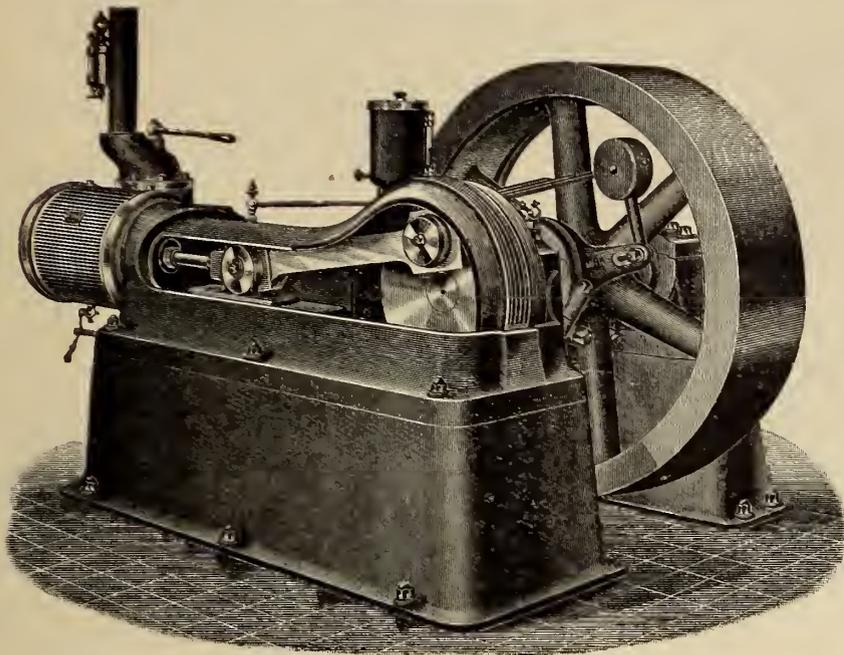
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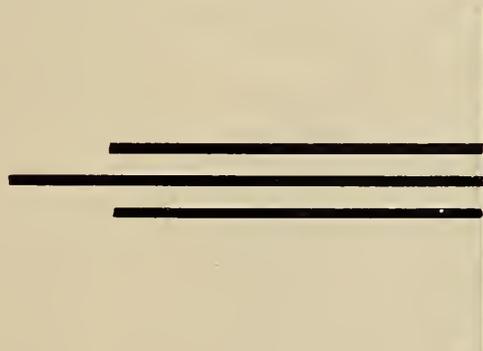
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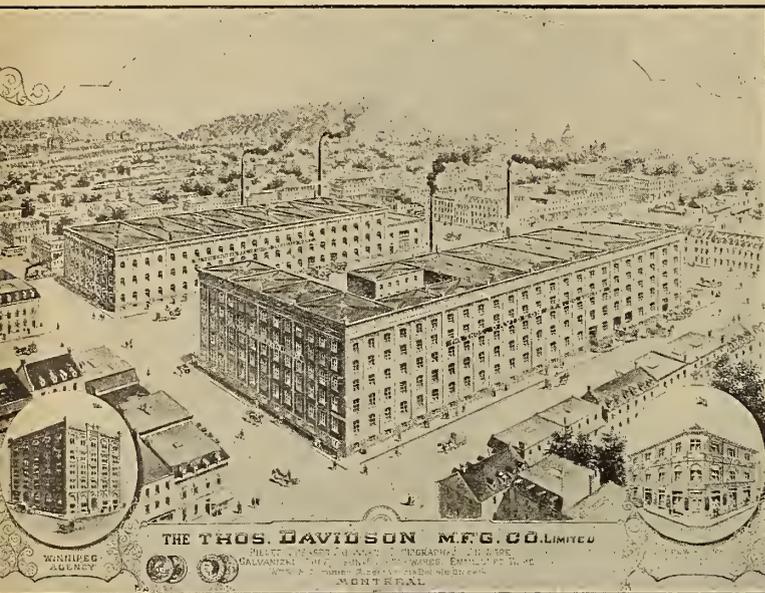
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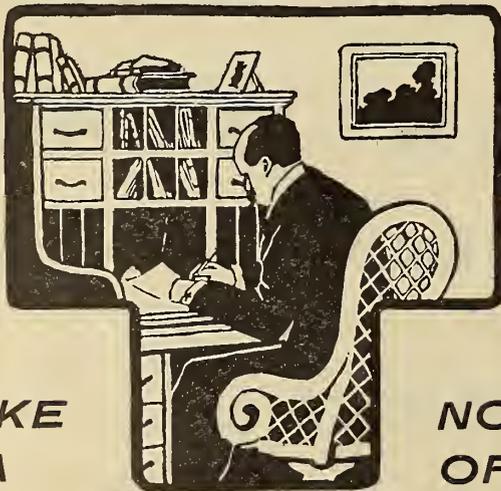
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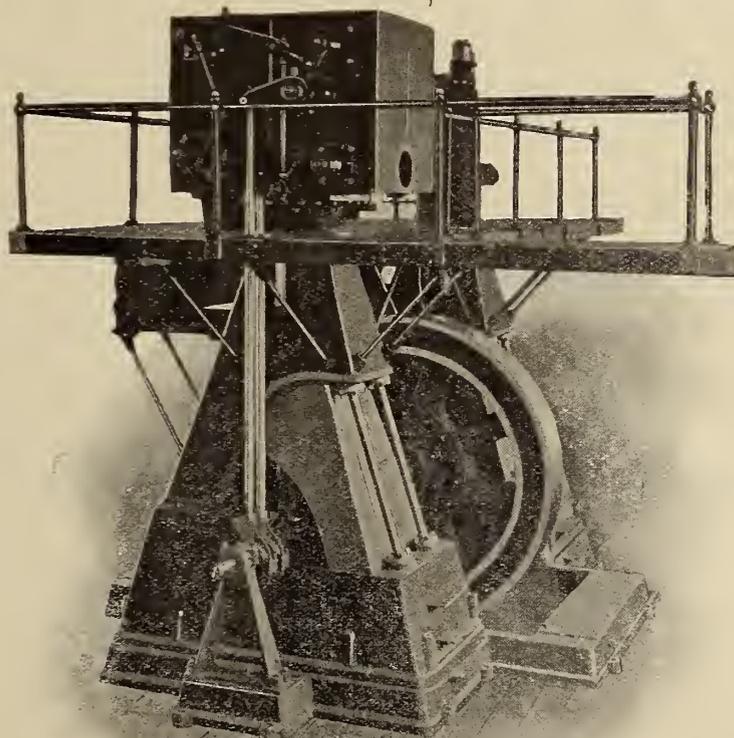
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RESERVE  
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TOTAL ASSETS  
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Carman, Man.  
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THERE BE THREE THINGS WHICH MAKE A NATION GREAT AND PROSPEROUS: A FERTILE SOIL, BUSY WORKSHOPS, AND EASY CONVEYANCE FOR MAN AND GOODS FROM PLACE TO PLACE. *BACON*

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If We Raised our Fence  
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**THE CANADIAN FURNITURE INDUSTRY**  
Foreign Trade

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Vol. III.

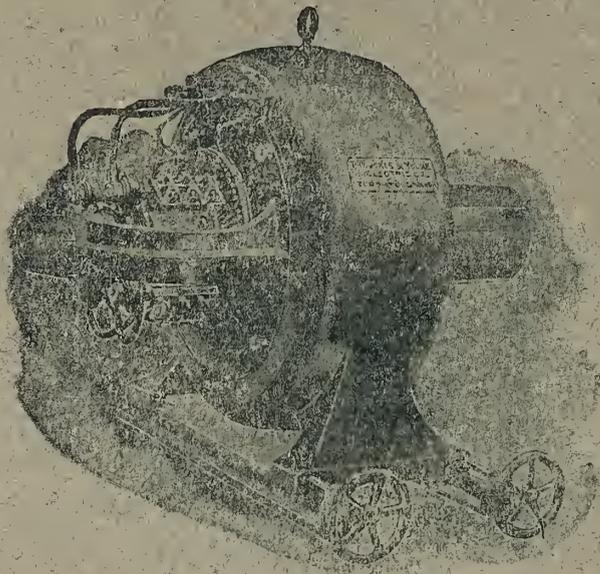
TORONTO, MARCH, 1903

No. 8

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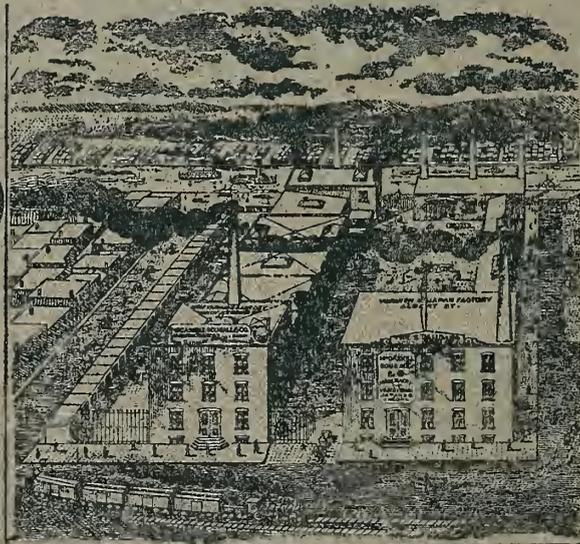
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9 New Broad St., London, E.C.

# INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

(INCORPORATED)

*"There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and easy conveyance for man and goods from place to place."—Bacon.*

Vol. III.

TORONTO, MARCH, 1903.

No. 8

## Industrial Canada.

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

Industrial Canada circulates to

1. All Members of the Canadian Manufacturers' Association.
2. The British Consuls, the world over.
3. Chambers of Commerce in the United Kingdom.
4. Foreign and home exchanges.
5. Miscellaneous subscribers at home and abroad.

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Address all communications, subscriptions, advertisements, etc., to

Secretary,

Canadian Manufacturers' Association,  
(Incorporated)  
Head Office, Toronto, Canada.

### A Valuable Asset.

In Canada we have built up our manufacturing industries by making a class of goods suitable for our home market. In some lines there are a score or more of makers catering for the same business, with no prominent feature or mark of identification to distinguish their products. The monetary loss occasioned by this, so long as the demand at home is equal to the production and export trade is not sought after may not be serious. However, at the present time, several of our manufacturers are putting a mark on their goods and advertising the same extensively. This policy is commendable and should be generally adopted. The mark should mean to the buyer honest dealing and a standard quality.

The question takes on a different aspect when we are introducing our goods abroad. In Britain every manufacturer has his trade mark. Each article that has left his factory since the day it was built has been branded. It is known to the wholesaler, retailer and consumer. Buying and selling is done on the trade mark, which is of more importance than the name of the manufacturer, and the quality of the goods is not questioned. The mere presence of a standard trade mark makes the goods valuable.

One of the first questions the British importers will put to you will be regarding your trade mark. It is the mark they push and advertise; it really is the mark they

buy and sell. So it resolves itself into a question of dollars. Two brands of salmon, equal in quality and appearance, one with a known trade mark, the other with no distinguishing feature, will not bring the same price on a foreign market. Several cents a dozen will be what the trade mark of the one packer will be worth to him. Every manufacturer should for monetary reasons and also for the pride he has in his goods have his mark by which the trade will know him. Make the mark an attractive one and everything that bears it a standard of excellence.

### Protection Sentiment in Manitoba.

When Mr. Roblin, Premier of Manitoba, was in Montreal recently, he made a strong protectionist speech. Some of the newspapers of Eastern Canada have intimated that he would not dare to make such a speech in Manitoba. We publish on another page a report of two speeches in the Manitoba Legislature, one made by Hon. Thomas Greenway and the other by Hon. R. P. Roblin, from which it is evident that the Premier of Manitoba speaks just as emphatically in favor of protection in his own province as he does in Montreal. He does not hesitate to advocate the highest kind of protection in the Manitoba Legislature, knowing that every farmer in the province will read a report of his speech. "I do not think a higher compliment can be paid the United States than to copy their tariff," says Mr. Roblin. "They have built up a great nation with their policy of protection and made their country one of the industrial centres of the world. I do not know what textbook of political economy my friend studied from, but all I have ever seen advocated keeping the wealth of the country within its own borders, and there is no use in our sending young men across the border to work in American factories, ship us American goods, and thus having our money going to build up the United States."

No one doubts that the sentiment of Eastern Canada is in favor of adequate protection for Canadian industries, but some of the politicians say, "We are afraid of Manitoba." Mr. Roblin has had good opportunities of studying public opinion in Manitoba and he does not think that the people

in general are hostile to the policy of protection. It is true that Mr. Greenway has also had opportunities of becoming acquainted with public sentiment in Manitoba and he does not agree with Mr. Roblin, but the Premier of Manitoba can point to the fact that in every general election for the Dominion Parliament in which the tariff was the main issue between the two political parties, the farmers of Manitoba supported the policy of protection. Evidently public opinion is divided in Manitoba, but there is no such cleavage between the east and the west on the tariff question as some of the politicians suppose.

When the tariff question is removed from the arena of party politics and accepted as the settled policy of Canada, very little objection will be heard from the people of Manitoba, who are as patriotic as other Canadians.

### Why Prepare for Winter in Summer?

The one reply to all proposals for tariff reform is, "The country is prosperous now. Why make a change?" It would be just as sensible to say in summer time, "It is warm now. Why prepare for winter?"

The early explorers came to Canada in summer. They found the weather as warm or warmer than in the countries from which they came. There was nothing to indicate that there would be very low temperatures a few months later and they did not make sufficient preparations for winter. Consequently when cold weather came they suffered greatly and sent home such gloomy reports about the terrible winters that the reputation of Canada has suffered ever since. Canadians of the present day know enough to prepare for winter before it comes.

If the temperatures of Canada were the

### NOTICES

- Executive Council Canadian Manufacturers' Association—regular monthly meeting, Board of Trade Building, Toronto, Thursday, March 19th, at 2 p.m.
- Toronto Branch Executive—Association Rooms, Tuesday, March 10th, at 2 p.m.
- Montreal Branch Executive—Association Rooms, Temple Building, Thursday, March 12th, at 2.15 p.m.

same throughout the year as they are during the summer months our way of living would be very different. The cost of our houses would be greatly reduced and we would spend far less money on clothing. Most of our building operations are conducted in summer, but the builder always has the rigors of winter in mind, and no matter how warm the weather may be when a woman goes house-hunting one of the first questions she asks is, "Will it be warm in winter?"

There are no signs of winter during the summer months, but we know that "while the earth remaineth, seedtime and harvest, and cold and heat and summer and winter and day and night shall not cease." We know equally well that the experience of the world shows that periods of prosperity and depression alternate, affecting to a greater or less extent all civilized countries.

It has been summer time in the business world during the last six years, but the summer will not always last. In framing a tariff as in building a house it will not do to live altogether in the present. We must look to the future.

No method of warding off either winter or hard times has yet been discovered, but just as the cold of winter can be made enduring and even pleasant by taking proper precautions, so the worst effects of commercial depressions may be prevented by wise fiscal measures.

If the people live too extravagantly or engage in reckless speculations during a period of prosperity they cannot escape the consequences. A high protective tariff will not enable a nation to avoid paying the penalty of its own mistakes, but by preventing excessive importations of foreign goods during a period of world-wide depression, it will to a great extent save a young country from being ruined by the mistakes of older nations.

In summer time it does not matter much whether the walls of one's house are thick or thin, but it makes a great deal of difference in the winter. In a period of universal prosperity there is such a brisk demand for goods in the great manufacturing countries that they can hardly keep up with home orders. High prices prevail and there is very little cutting at home or abroad. Consequently a very moderate protective tariff gives as ample protection against unfair foreign competition during good times as a very high protective tariff does in bad times, when the manufacturers of foreign countries are anxious to get rid of their surplus stocks at any price.

The *Toronto Sun* is trying to revive the dead agitation in favor of reciprocity with the United States. It says that Canadian statesmanship can render no greater service to the people of

this country than in meeting all advances that may be made from Washington and in securing a wide treaty of reciprocity between the two countries. "With reciprocity," says *The Sun*, "our trade would reach enormous proportions and it would be trade of the most profitable character."

To what class of people in the United States would our farmers sell their products if the United States tariff wall were removed? Would they expect to sell to the farmers of the United States? No. Certainly not. They would expect to sell to the people in the cities, to the manufacturers of the United States, their employees and the people directly and indirectly dependent upon them. Why then is the *Toronto Sun* so hostile to the same class of people in Canada? A workman in a Canadian factory has just as good an appetite as a workman in a factory of the United States. The United States is a great manufacturing country because the farmers of that country have for many years voted in favor of high protection. It is a waste of time to try to get fair reciprocity from the United States. Even if the United States Government could be induced to agree to such an arrangement, the United States Senate would never sanction a treaty that would be advantageous to Canada. But there is a way in which Canadian farmers can get all they seek when they ask for reciprocity with the United States. As already shown, what they seek is the privilege of selling farm products to American manufacturers and their employees. If they had free access to the United States market they could only hope to supply a small proportion of the food consumed by the workmen of the United States, for they would have to compete with millions of American farmers. But if the Canadian tariff on both manufactured goods and farm products were raised as high as the United States tariff, a great number of United States companies who are now manufacturing goods for Canadian consumption would establish branch factories in Canada giving employment to workmen who would have to get their food supplies from Canadian farmers. The effect of this movement of factories from the United States to Canada would be to give our farmers a better market for their products than they would secure by a reciprocity treaty.

No trade arrangement with the United States would be lasting, for it would be the easiest thing in the world for agitators to persuade the masses of the people in the Republic that they were getting the worst of the bargain, so that Canadian farmers would hardly learn the road to that market before they would be cut off from it by a change of tariff. But even if a permanent arrangement could be made with the United States for unrestricted reciprocity or commercial

union, it would mean that the millions of farmers in the United States would have the privilege of selling their products freely in Canada, and this would largely offset any advantages secured by Canadian farmers.

Then very few of the large cities of the United States are near the Canadian border and some of the largest of them which consume the greatest quantities of farm products are situated as near to the Southern States as to Canada and consequently in selling agricultural products in those markets Canadian farmers must expect to compete with the cheap negro labor of the South and they cannot do it successfully unless they are willing to dwell in the same sort of cabins as the negroes and live in the same half-civilized way.

The last toast at the Mr. Brooks at Brantford banquet was that the Banquet of "Agriculture," responded to by Mr. Thomas Brooks and Mr. Joseph Stratford, both of whom are good speakers. The speech of Mr. Brooks has attracted a great deal of attention from the press. He is a very effective speaker, having a good voice, a fluent delivery and an entertaining way of expressing his opinions, but he does not appear to have devoted much thought to the subject on which he spoke. Addressing himself particularly to the manufacturers of farm implements he said:

"We took you into our arms twenty years ago as infants. We have nursed you all these years until you have become great big, fat, stalwart men. Now, we believe you are able to look after yourselves, and able to compete with any comers in foreign countries. Now, it is possible you are going to ask for an increase in the tariff. I believe, if the case is presented from a farmer's standpoint you would be ashamed to show yourselves in Ottawa. We trust that you will do well in the country; we wish you well, but we want you to remember this, that your finished product is my raw material. I must have your implements to cultivate my ground, to put in my seed, to take off my harvest, and so on, and if the price of that raw material, through an increase in tariffs, is made dearer to me and to the rest of the farmers of this country, I believe that you will find that we are going to kick like steers. We will do more than that; we are going to kick like mules. The steer can kick as viciously as the mule, but he strikes lower and does not repeat quite so often."

Now, as a matter of fact, have the farm implement manufacturers been living on the bounty of Canadian farmers all these years? Did Mr. Brooks ever consider what the manufacturers have been doing for the farmers? Would the Ontario farmer be able to make as much out of his acres if he were dependent upon the old-fashioned

implements used thirty or forty years ago? Would the farmer of the Northwest get his crop harvested in time to escape the frost? The cost of all the operations on the farm have been greatly reduced by the improvements in agricultural implements, and the farmers owe these improvements to the manufacturers. Some of the manufacturers have grown rich, but they deserved to be well rewarded for their service to the farmers. They have added greatly to the general wealth of the country by enabling a farmer to do twice as much work in the same time and with far less exertion.

But Mr. Brooks would say: "If we had no Canadian manufacturers we could buy from the United States." So you could Mr. Brooks, but you would have to pay more for your implements than you do now, because if there were no home competition the foreign manufacturers could dictate the price. Besides you would not be able to supply the workmen who make the implements with food if they were in the United States. When you buy Canadian implements a considerable part of the money you pay out comes back to you in payment for the food supplies of workmen.

What ground has Mr. Brooks for assuming that a higher tariff on farm implements will mean higher prices? The Canadian manufacturers of farm implements have assured the Government that they will not raise the prices if the tariff is raised. They have gone so far as to say: "If we raise our prices as a result of a higher tariff you may put farm implements on the free list." The United States tariff on farm implements is much higher than that of Canada. Do farm implements cost more in that country? The United Kingdom imposes no tariff whatever on farm implements and every British farmer is at liberty to buy from the United States, but instead of getting his implements cheaper than the Canadian farmer he pays more for them. Mr. Brooks calls his farm implements raw materials. It would be just as correct to call the machinery in a factory raw materials. Of course the mistake in the use of a phrase does not affect the argument, but it is a pity for such a good speaker as Mr. Brooks to misuse words, the meaning of which should be plain to every one.

Mr. Stratford, who also spoke for the farmers, although he is himself a manufacturer, gravely assured the manufacturers present at the banquet that everything they ate was supplied by farmers. He might have added just as truly that everything the farmer wears is supplied by the manufacturers. The manufacturer would starve without the farmer, but the farmer would have to go naked without the manufacturer. The fact is that farmers and manufacturers are mutually dependent upon each other. They must work together for the

good of their common country, co-operating with each other in developing its resources, in getting cheaper transportation for their products and in securing adequate protection against unfair foreign competition.

Many people talk as if protection were a peculiar privilege of the manufacturers, but the farmers of Canada have protection as well as the manufacturers and they need it just as badly. That neither farmers nor manufacturers have sufficient protection against their rivals in the United States is evident from the fact that while only \$46,907,299 worth of Canadian merchandise was sold to the United States, last year, Canada bought \$114,734,944 worth of merchandise from the United States, and although we only sold our neighbors \$7,024,141 worth of Canadian farm products we bought from them \$16,010,355 worth of similar farm products, not including raw cotton, Southern fruits and other things that cannot be grown in Canada.

### THE CHILDREN OF THE NEW SETTLERS

The emigration of farmers from the United States to the Canadian North-west has attracted much attention and many people suppose that it is a new thing under the sun for Canada to receive settlers from the United States. But the English speaking sections of the Eastern Provinces were very largely settled by Americans. The first great emigration from the United States to Canada took place immediately after the Revolutionary War when thousands of U.E.L. settled in Ontario, the Eastern Townships of Quebec and the Maritime Provinces. They were followed a few years later by quite a large number of United States citizens who had heard of the fertile farm lands of British North America. The United Empire Loyalists found in the Province of Ontario, then known as Upper Canada, the best farming country in America. At that time when the fertility of the soil had not been exhausted by recropping the farm lands of Ontario produced wheat as abundantly as those of Manitoba do to-day; the climate was favorable to the growth of a great variety of fruits and berries that can never be grown in the Northwest, and no better country for dairying purposes could be found anywhere. Upper Canada not only had extraordinary natural advantages as regards soil and climate but it was almost completely surrounded by a great system of lakes and rivers that helped to regulate the rainfall and at the same time provided waterways for a great number of vessels which kept down the cost of transportation.

However, notwithstanding all the natural advantages of Ontario, the young men

growing up in this fertile farming region soon began to emigrate to the United States, and from that time until now there has been a continuous flow of Ontario's best blood to the neighboring Republic. Why did they go? Certainly not because they preferred the institutions of the United States to those of Canada, but because they could not find congenial employment at home. The great majority of the young men who left Canada went to the cities and towns of the United States, where the development of a great variety of industrial enterprises was encouraged by a policy of protection. The same causes that led so many young men to leave the Province of Ontario caused an exodus from Quebec and the Maritime Provinces. The impression prevailed that Canada could never be a manufacturing country, and strange to say the geographies used in the high schools of Ontario until recently stated that Canada possessed no natural advantages for manufacturing industries.

Manitoba and the Canadian Northwest should profit by the experience of the Eastern Provinces. All the loyalty of their ancestors to the British Empire did not prevent the young men of the East from emigrating to the United States. Unless home industries are provided for the sons of the men who are now settling in the Canadian Northwest they too will drift back to the land of their fathers.

Is it not largely for the sake of their children that the pioneers of the Northwest are willing to endure the hardships and inconveniences of life in a new country? Should they not then support a national policy that will cause the establishment of many home industries, making opportunities for those boys who do not care for farming to get on in the world without leaving Canada?

However desirable it may be for the boys to stay on the farms, they will not all do so. Tastes differ, and so long as Canada cannot offer its citizens the choice of a variety of occupations, thousands of our young men will seek employment in the United States.

Manitoba and the Territories should bear in mind the fact that while it is a good thing to get the fathers and mothers, it is better still to keep their children.

### CANADIAN BOYS RETURNING.

A young Canadian of good character and ability, who has had considerable business experience as office manager and book-keeper in the United States, desires a position in the office of a progressive Canadian business firm. He may be reached through the offices of INDUSTRIAL CANADA.

# EXECUTIVE COUNCIL

*Membership passes 1,200 Mark—The Office Staff Increased—Many Interesting Reports and Communications.*

**M**INUTES of the Executive Council Meeting, held in the Council Chamber, Board of Trade Building, Toronto, Thursday, Feb. 19th, 1903, at 2 p.m.

Mr. Cyrus A. Birge, President of the Association, occupied the chair, and the following other members were present:—Messrs. John Bertram, Geo. Booth, C. N. Candee, R. J. Christie, Geo. E. Drummond, E. B. Eddy, J. F. Ellis, P. W. Ellis, W. K. George, A. E. Kemp, W. K. McNaught, Robt. Munro, Jas. P. Murray, F. Nicholls, J. H. Paterson, F. A. Ritchie, Thos. Roden, T. A. Russell, Wm. Stone, Arnold W. Thomas, J. O. Thorn.

Communications were presented as follows:

(1) From the following members unable to be present: Messrs. C. C. Ballantyne, T. H. Smallman, Geo. E. Amyot, W. W. Watson, C. R. H. Warnock, J. M. Taylor, F. H. Whitton, Hon. J. D. Rolland, R. Millichamp.

(2) From Kenric B. Murray, secretary of the Fifth Congress of Chambers of Commerce of the Empire, requesting the appointment of the official delegates from this Association and the suggestion of any resolutions for discussion at the business sessions of the Congress. It was moved by Mr. F. Nicholls, seconded by Mr. P. W. Ellis, that this communication be referred to the Commercial Intelligence Committee, with the request that they should prepare the necessary recommendations, and that when the committee were prepared to deal with the question finally, the members of the Executive Council should be invited to meet with them to pass upon their decisions. Carried.

(3) From Sir Albert K. Rollit and Kenric B. Murray, Esq., the Chairman and Secretary respectively, of the delegation from the London Chamber of Commerce who visited Canada last November, expressing their sincere appreciation of the welcome extended to them by the Association.

(4) An informal letter from C. N. Bell with reference to the necessity of a trip to the Coast on the part of the manufacturers of Canada during the coming summer. Mr. Bell pointed out that the growth of the West was of such an important nature that the manufacturers should themselves visit the country and from their own personal knowledge prepare to supply its needs. Mr. Bell's letter was listened to with deep interest.

(5) A personal letter from one of the members of the Association with reference to the expressed intention of the Labor Unions towards securing favorable class legislation at Ottawa during the coming

session. On motion of Mr. P. W. Ellis, seconded by Mr. Thorn this communication was referred to the Parliamentary Committee.

(6) From the Cement Section of the Association recommending the appointment of Mr. J. M. Kilbourn as their official representative on the Executive Council. This recommendation was accepted on motion of Mr. P. W. Ellis, seconded by Mr. W. K. McNaught.

Reports of the various officers and committees were then received as follows:

## TREASURER

The treasurer's report was presented by Mr. Geo. Booth, and showed a very satisfactory financial statement. Its adoption was carried upon motion of Mr. Booth, seconded by Mr. Munro.

## FINANCE COMMITTEE

The report of the Finance Committee was presented by the Chairman, Mr. W. K. George, and upon his motion seconded by J. P. Murray was carried. It provided for the payment of the regular monthly expenses of the Association and recommended the appointment of another permanent assistant to the Secretary who should devote his attention largely to the columns of *INDUSTRIAL CANADA* and to the office work allied therewith. The report further recommended that Mr. W. A. Craick, B.A., should be appointed to the position.

## RECEPTION AND MEMBERSHIP

The report of the Reception and Membership Committee was presented by the Secretary. It outlined the arrangements which the Brantford members of the Association had so carefully and enthusiastically arranged for their Complimentary Banquet. It also recommended that the last monthly banquet of the season should be held in Toronto during the month of April, when the evening should be devoted to a study of the growth and needs of the Canadian West. The report also recommended for acceptance the applications of 29 new members, whose names are published in another column, making the total membership to date 1,218.

## RAILWAY AND TRANSPORTATION

The report of the Railway and Transportation Committee was presented by the Chairman, J. O. Thorn. It pointed out that several important matters had recently come before the committee. These are all of such importance generally that we are publishing the same in a special column of *INDUSTRIAL CANADA*. The report was carried on motion of Mr. Thorn seconded by Mr. Munro.

## INDUSTRIAL CANADA COMMITTEE

The report of the *INDUSTRIAL CANADA* committee was presented by the chairman, Mr. T. A. Russell. The report stated that the committee had taken into consideration very fully the suggestions made in a letter which had been referred to them at the last meeting of the Executive Council with regard to the devoting of more space in *INDUSTRIAL CANADA* to the direct work of the Association and its committees. It had finally been decided to recommend that the committee meetings of the Association should be reported more fully to the Executive Council, and thence to the columns of the paper; and further that any Committee reports deserving of special importance should be published under separate headings. The committee recommended the step taken by the Finance Committee in appointing another permanent assistant in the Office whose energies should be spent largely upon *INDUSTRIAL CANADA*. It was decided that the leading article in the March issue should be written upon either the Furniture or the Paper Industry. The report was adopted on motion of Mr. T. A. Russell, seconded by Mr. A. W. Thomas.

## COMMERCIAL INTELLIGENCE

The report of the Commercial Intelligence Committee was presented by the Chairman, Mr. J. P. Murray. It stated that the regular monthly meeting of the committee had been held on the 10th inst. and was made the occasion for an informal celebration of the 3rd anniversary of the re-organization of the Association. The report outlined the principal matters which had come before the consideration of the committee.

An effort was being made to ascertain the exact work accomplished for Canadian exporters by the Imperial Institute in London and it was decided to obtain as full particulars as possible from our official representative in the Canadian section, Mr. Harrison Watson, for publication in *INDUSTRIAL CANADA*.

It was called to the attention of the Committee that the increased postage rate on printed and lithographed matter was proving a serious handicap to the trade. A Committee was appointed to look into the matter and to consult the members of the Association who were interested with a view to having the conditions remedied.

The Committee was already in touch with the University authorities with the object of improving the work of the University as it affects the business world, and a special committee was appointed to formulate sug-

gestions which should be taken up later at a joint meeting of the committee and the University authorities.

It was also decided that the Dominion Government should be communicated with regarding the delay in the appointment of a trade commissioner in London, Eng.

With reference to the rearrangement of the correspondent membership system of the Association the Committee reported that they were still in correspondence regarding the matter and that they hope to have the details arranged in the near future.

#### TARIFF COMMITTEE

Mr. W. K. McNaught, Chairman of the Tariff Committee, made a brief verbal report on their behalf. He stated that the question of revision was receiving their most careful consideration and that an announcement would be made later.

#### MONTREAL BRANCH

The report of the Montreal Branch was an unusually interesting one, and was presented by Mr. Geo. E. Drummond. It appears in full in another column. It was received upon motion of Mr. Drummond, seconded by Mr. Munro.

#### TORONTO BRANCH

The report of the Toronto Branch, which also appears in another column, was read by Mr. C. N. Candee, in the absence of the chairman, and upon his motion, seconded by Mr. P. W. Ellis, was received.

#### RE COAL DEALERS' ASSOCIATION

The report of the special committee appointed to investigate the charges made against the Ontario Coal Dealers' Association was read by the Secretary. It reported the action of the Committee up to the present time. Its acceptance was moved by Mr. W. K. McNaught, seconded by Mr. Frederic Nicholls, and the committee continued in Office.

The meeting then adjourned.

#### LONDON INDUSTRIAL EXHIBITIONS.

Some twenty exhibitions are to be held in the Royal Agricultural Hall, London, England, during 1903. The dates for all have already been fixed. Of these exhibitions several should be of interest to Canadian manufacturers. Buyers from all the British Isles are present at them and they form a practical method of introducing Canadian goods to the English public. Examples have already occurred where a direct benefit has accrued to a Canadian manufacturer by his having shown his goods there.

Dates of interest are as follows: "International Shoe and Leather Fair," November 2 to 7; "Confectioners', etc., Exhibition," September 5 to 12; "Ironmongery and Hardware Trades Exhibition," July 17 to July 28; "Building Trades Exhibition," June 13 to 20; "Furnishing Trades Exhibition," April 15 to 25; "Cycle Show," November 20 to 28.

## TORONTO BRANCH

SINCE making the last report, the Executive of the Toronto Branch has held two well attended meetings, on January 29th, and February 13th, respectively.

At the January meeting there were present Messrs. W. P. Gundy, (Chairman), R. J. Christie, P. W. Ellis, F. B. Fetherstonhaugh, D. T. McIntosh, J. H. Paterson, J. T. Sheridan, J. O. Thorn and R. J. Younge.

#### ELECTRIC POWER.

The most important matter dealt with was that of electric energy. The Branch realized the necessity there was for the Toronto manufacturers taking immediate action, to see that everything possible was being done to secure cheap power and cheap light for the city.

A committee was appointed, consisting of Messrs. P. W. Ellis, W. K. McNaught, E. Gurney, A. W. Allen, A. E. Kemp and J. O. Thorn, to consider this question from all standpoints with authority from the Branch to interview the different power companies, municipalities, etc., and to take what action they deemed advisable. This committee was invited to act with the Power Committee of the City Council, and attended three meetings, at one of which a definite offer was made to the city to supply power, by the Hamilton & Lake Erie Co.

At the meeting on Feb. 13th, the following members were present: Messrs. W. P. Gundy, (Chairman), C. N. Candee, R. J. Christie, P. W. Ellis, F. B. Fetherstonhaugh, D. T. McIntosh, J. H. Paterson, J. T. Sheridan and R. J. Younge.

#### RESOLUTION RE POWER.

In view of the information obtained, the branch unanimously carried the following resolution.

*Whereas* the natural gift of immense water power is a great national asset and should be of the greatest possible benefit to the mass of the people;

*And whereas* private companies have secured charters for the development of such power and are creating enormous vested interests and the citizens of Toronto have no guarantee that the prices charged for power by such Companies shall not be out of all proportion to the cost of the same;

*And whereas*, the obtaining of cheap power

and light is of the utmost importance to the citizens and manufacturers of Toronto;

*Therefore, be it Resolved*, that the Toronto Branch of the Canadian Manufacturers' Association, while not endorsing any definite plan for procuring cheap power, places itself on record as favorable to immediate action on the part of the city before further vested interests are created, and pledges its support to any line of action by the city, either alone or in conjunction with other municipalities, that will guarantee electric power and cheap light to the citizens of Toronto for all time to come, at the actual cost of same or at a fixed percentage of profit upon the actual cash expended.

#### BERLIN CONFERENCE

A Committee of the Branch, consisting of Messrs. P. W. Ellis, J. O. Thorn and R. J. Christie, was appointed to represent the Association at the meeting of Union of Municipalities, held in Berlin on the 17th instant. The Committee and the Secretary attended that meeting and were much impressed with the general interest that was being taken in the matter all over the Province. A Committee was appointed consisting of the Mayors of the Municipalities represented and a representative of the Manufacturers' Association to place the opinion of the meeting before the Government.

The Branch also decided to bring the question of electric power to the attention of the Retail Merchants' Association, and to make a formal request to the Board of Trade to co-operate in this matter with the Toronto Branch.

Among other matters considered was a reply from the Hon. Mr. Harcourt, Minister of Education, stating that the request of the Branch for a representative, on a proposed new board to take over the different educational institutions in the city, would have his consideration.

The Secretary was also instructed to correspond with the City Clerk, regarding the action the City Council was taking re collection of garbage.

#### NEW MEMBERS.

Twelve applications for membership were accepted, which makes fifty new members in Toronto since the annual meeting in July last.

## MONTREAL BRANCH

### Many Important Matters

#### MONTREAL FORWARDING AGENT

The matter of appointing a forwarding agent in Montreal was held over till next month on the understanding that the secretary should write to several forwarding agents in the city and ask them upon what terms they would undertake such a position.

A letter was read from the President of the Business Men's League requesting the aid of the Canadian Manufacturers' Association in the organization of a Montreal

TWO meetings of the Montreal Executive have been held within the past month, the regular meeting on the 12th February and a special meeting on the 17th to meet Mr. W. K. McNaught, the President of the Toronto Industrial Exhibition.

#### FEBRUARY 12th, 1903

At the regular meeting there was an attendance of eighteen members, and several matters of local importance were taken up.

Exhibition. Considerable discussion ensued and Messrs. Tougas and Munro were appointed to represent the Association at the meeting of citizens called to take up the matter. The mind of the meeting was that experience indicated that it was undesirable to hold an exhibition in Montreal.

Mr. R. Munro presented a report of the meeting of the delegation with the Dominion Government on the matter of the appointment of a Railway Commission. It was decided that the Montreal Branch should have a Railway Sub-Committee, consisting of Messrs. W. McMaster, R. Munro and G. T. Drummond, to take cognizance of railway matters affecting Montreal shippers in particular.

#### WELSH ANTHRACITE COAL

A letter was received from Mr. W. J. Phelps, the Montreal representative of the Wortman & Ward Mfg. Co., drawing attention of the Executive to the successful use of Welsh anthracite coal during the present winter, and urging that the Association entuse the public on the need of continuing the importation of this article. He pointed out that millions of dollars are sent every year to the United States for an article that could be purchased at an even lower price in Great Britain. This view was supported by the Executive, and it was left with the Secretary to take what steps he could to induce coal merchants to continue offering the coal for sale. It was felt that this money might well be kept within the Empire.

#### MARCH DINNER

On motion of Mr. Wilkins it was resolved to have a dinner of the local branch sometime in March.

#### TECHNICAL INSTITUTE

The Technical Education Committee presented its report. It showed that the educative efforts of the Association in this direction had taken practical form and that the following organizations had resolved to co-operate in the establishment of a Montreal Technical Institute:—

Canadian Manufacturers' Association, Montreal Board of Trade, Mechanics Institute, the Canadian Bankers' Association, the Insurance Institute, McGill University, Chambre de Commerce, Architects' Association, Canadian Society of Civil Engineers, the Builders' Association, the Canadian Mining Institute, Y. M. C. A., the Bar Association, the G. T. R. and C. P. R., as well as representatives of the citizens.

The following committee has been appointed by these organizations as an Executive with power to proceed: Professor Bovey (McGill University) chairman, R. Munro, Col. Burland, B. Hal Brown, Geo. E. Drummond, Chas. Stevens, Alex. McFee, J. H. Perrault, Hon. Mr. Becque, H. Stikeman, C. J. Flett, Prof. Cooper, R. R. Stevenson, J. W. Hughes, J. C. Holden,

Wm. McMaster, Senator Dandurand, W. G. Baker (C.P.R.) and F. W. Morse (G.T.R.) Application is now being made to the Provincial Legislature for a charter to be granted at the coming session. The Executive has appointed sub-committees on finance, studies, site and comprehensive plans. Next week a committee consisting of Dean Bovey, Col. Burland, R. Munro and probably W. McMaster with E. H. Cooper, secretary, will visit New York and Philadelphia to study the leading United States Technical Institutes.

This places the Technical Education movement on the highway to some tangible accomplishment. It is a large project to be carried through by private munificence of Montreal citizens and will stand as a monu-

ment to the enthusiasm of the Montreal manufacturers who have initiated it.

FEBRUARY 17th, 1903

A special meeting of the Executive was held on Tuesday, Feb. 17th, when the members were pleased to receive the genial President of Toronto Industrial Exhibition. Mr. McNaught invited the co-operation of the Executive in the effort to secure a grant for the Canadian Exhibition and of the manufacturers to fill the new manufacturers' building with attractive displays of goods "Made in Canada."

The Executive expressed its pleasure to co-operate in both particulars and added a rider that the manufacturers should have a larger representation on the Exhibition Board.

## Railway & Transportation Committee Report

For the Month of February, 1903.

The following matters have received the consideration of the committee during the past month.

#### 1—DIRECT STEAMSHIP SERVICE TO SOUTH AFRICA

It has been called to the attention of your committee that the sailings in connection with the new service are much slower than was expected, and boats very often lie for more than a month in each of the ports of call before they are able to unload their cargo. This delay promises to interfere very seriously with the Canadian Trade. Our attention has also been called to the fact that special cut rates are now being offered by steamship lines from New York to the same ports, and that while Canadians might prefer to patronize their own line, it does not pay them in many cases to do so. Your committee decided that, looking towards the improvement of the service, these facts should be communicated to the Department of Trade and Commerce at Ottawa, which step has already been taken.

#### 2—C.P.R. SERVICE TO AUSTRALIA

We are informed by the Department of Trade and Commerce that though the facilities of this route are very inadequate, the Company are providing almost double the space which their contract with the Government calls for, and further that the present contract expires on May 1st next. Your Committee regard this as a matter of great importance and have recommended that the Department of Trade and Commerce should be requested to consult with our Association before renewing the contract for this service.

#### 3—EASTERN SERVICE TO AUSTRALIA

Mr. Th. de Schryver, our correspondent member in New Zealand, has notified us that he believes the New Zealand Government to be in hearty sympathy with the establishment of such a service and has suggested that the Dominion Government

should invite the co-operation of the New Zealand Premier in subsidizing such line. This suggestion has been communicated to the Department at Ottawa.

#### 4—FREIGHT RATE EXPERT

Your committee hope to be able within the next few weeks to report definitely with regard to the engagement of a suitable expert who shall investigate carefully the freight rate grievances of our members.

#### 5—RAILWAY COMMISSION

During the past month it has afforded representatives of your committee great pleasure to meet with representatives from the Farmers' Association, The Dominion Live Stock Association, the Ontario and Niagara Fruit Growers' Association, Dominion Grange and the Board of Trade of Toronto in an effort to secure the appointment by the Dominion Government of a Railway Commission. Your committee was represented in this matter in the joint delegation that waited upon the Premier and the members of the Cabinet in Ottawa on the 11th inst., by the chairman, Mr. Robert Munro, and the secretary. The case received a very considerate hearing from the Government, and we have hopes that the Bill making the necessary provisions will be passed at the next session, and that the commission will be in operation very shortly afterwards. Your committee would comment with pleasure upon the very harmonious feelings existing between all the organizations who united in this matter.

All of which is submitted.

"Invention" is the title of a neat booklet distributed with the compliments of Messrs. Marion & Marion, Montreal. This firm are specialists in patents and patent causes, and "Invention" contains several pages of valuable information along those lines, besides providing a useful note book.

## NEW MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION

Applications Passed February 19th, 1903.

Algoma Steel Co., Sault Ste. Marie, Ont.  
Bowby Bros. & Co., Waterford, canned  
goods. Specialty, fruits for export.

Canadian Shipbuilding Co., Toronto.

The Canadian Vinegar Co., Montreal,  
Vinegar.

Cumberland Railway & Coal Co., Mont-  
real, coal.

The Josiah Fowler Co., Limited, Saint  
John, N.B., axes, springs, axles, edge tools,  
etc.

Ed. J. Freyseng, Freyseng Cork Co.,  
Limited, Toronto, corks, crown corks.

The Grey and Bruce Portland Cement  
Company of Shallow Lake, Ltd., Owen  
Sound, Portland Cement.

Hamilton Coffee & Spice Co., Ltd.  
Hamilton, coffee, spices, mustards, etc.

The Hanover Portland Cement Co., Ltd.,  
Hanover, Portland cement.

Leslie Hart & Co., Halifax, N.S., canned  
lobsters, salt water fish.

John Heard & Co., St. Thomas, carriages  
and wagon woodwork.

Hewson Woollen Mills, Amherst, N. S.,  
tweeds, homespun, blankets, flannels,  
yarns, etc.

Hutchison & Son, Toronto, carriages.

The Lakefield Portland Cement Co., Ltd.,  
Lakefield, Portland cement.

F. R. Lalor Canning Co., Dunnville,  
canned fruits, canned vegetables, evapor-  
ated apples, pickles, sauces, etc.

Geo. H. Flint, 156 St. Antoine St.,  
Montreal, linotypes and typewriters.

M. McLaughlin & Co., (Royal Dominion  
Mills) Toronto, flour, etc.

John Marshall & Co., London, hats,  
caps and furs.

Mayell & Co., Toronto, coffee, spices,  
baking powder, extracts, etc.

National Portland Cement Co., Ltd.,  
Toronto, Portland cement.

Ontario Lead and Wire Co., Ltd.,  
Toronto, wire nails, shot, white lead, putty,  
fence wire and plumbers' supplies.

Eugene Guay, Montreal, innersole, box-  
toes, all kinds of stiffenings for boots and  
shoes.

Saulnier de Celles & Altman, Brockville,  
felt hats.

Smith Bros., Toronto, wagons and car-  
riages.

The Sun Portland Cement Co., Limited,  
Owen Sound, Portland cement.

Thomas Brothers, Ltd., St. Thomas,  
brooms, brushes and woodenware.

John Underwood & Co., Toronto, inks,  
etc., typewriter ribbons and carbons.

The Harry Webb Co., Limited, Toronto,  
confectionery.

# PROTECTION IN MANITOBA

*Speeches in the Legislature of the Prairie Province by the two  
Provincial Leaders.*

**HON. THOMAS GREENWAY.**

**LEADER OF THE OPPOSITION.**

Whatever militates against the interests of this country militates against Canada and prevents Canada from stepping forward and becoming a great nation among the nations of the earth. I took up *The Mail and Empire* one day last month and read a report of a speech of my hon. friend (Mr. Roblin) in Montreal, in which he said that the people of this country were willing to pay more if necessary to protect eastern manufacturers and pour into the lap of the wealthy more money. Why should the people of this country be asked to pay more? They have been paying more ever since they became a member of Confederation. When Mr. Norquay was Premier I undertook to show by figures and facts that the people in the east had never spent a dollar for us, or that if they do more go back than they had spent. That has been proved again and again. But it is still repeated by gentlemen in the east. I was sorry my hon. friend should lend assistance to any view of that kind. I heard that the manufacturers were about to make demand for increased protection. I asked a gentleman if it was at all likely to succeed. He said: "I am sorry to find among them some Liberals who have a feeling that the manufacturers might have some protection." I said: "If that is true, I will depart from my usual course, and give you an interview." I asked that the newspaper send a reliable man, and I told him as I tell you here, that the people of this country will not submit to a protective tariff. I said, if there is to be any change in the tariff it must be in the direction of lowering the duties. I know my hon. friend is of that peculiar religious persuasion that enables him to be a backslider if he likes. I could call attention to a plank he assisted the Liberals of Manitoba to prepare in June, 1886. I was reading it the other day in the light of the hon. gentleman's recent utterances, and I said to myself, as I say now, "Oh! what a backslider!" Under the old protective tariff the duty on blankets was 55 per cent.; the present duty is 23 per cent.; on binder twine it was 25 per cent., under the new tariff it is free; if we were to adopt the American tariff, as my hon. friend would, it would be 45. (Mr. Roblin, Hear, hear.) Again, under the National Policy it was 60; at present 20; under the tariff he would adopt, 40. Now, sir, I am willing that the people should buy where they can buy cheapest, and should pay duty for revenue purpose, but not for protective purposes for filling the coffers of wealthy manufacturers. I do not believe the people of this country are willing to pay a little more. I am not; if I can help it I won't; and I think that is the feeling generally of this country.

**HON. R. P. ROBLIN.**

**PREMIER OF MANITOBA.**

My friend has chosen to bring into the debate the question of Dominion issues. I am not at all sorry that he did, because it gives me a chance to emphasize something I have already said. He says to-night, that while in Montreal, seated at the festive board, and sitting cheek by jowl with genial companions and singing "Canada for the Canadians," I made some reckless statements. We were singing "Canada for the Canadians." We of the Conservative party believe in that motto. It has been the ambition of our leaders and statesmen of our party for many years to make Canada for the Canadians. He has been following false teachers and hearing the cries of free trade, unrestricted reciprocity, free trade as they have it in England, continental free trade, and other quack nostrums of the Liberal party. So long as they get into power they will preach any doctrine. It has been said that I had not the courage to repeat in Winnipeg what I said in Montreal. I repeat that I derive the greatest possible pleasure from having this opportunity of repeating my statements because it has been the basis on which the Conservative party has been building for years. What happened when the appeal came to this country on the National Policy platform? Did the people support Mackenzie? No, they elected three staunch, reliable and able Conservatives who believed in the National Policy and helped inaugurate it, Mr. Justice Dubuc, Judge Ryan and Mr. Royal. And so on, along the various elections, 1878, 1883, 1887, 1891 and even in 1896, after we had Sir Wilfrid Laurier here in Winnipeg preaching the new gospel, the gospel of free trade as they have it in England. He said protection was a bondage greater than that which existed in the Southern States of the United States before the war. But he got into office, and an authority that my hon. friend cannot dispute, speaking in Selkirk hall, said that the Government had reduced the duties an average of 71-150 of 1 per cent. That was Mr. Martin. Regarding reciprocity tariffs, I do not think a higher compliment can be paid the United States than to copy their tariffs. They have built up a great nation with their policy of protection and have made their country one of the industrial centres of the world. I do not know what text book of political economy my friend studied from, but all I have ever seen advocated keeping the wealth of the country within its own borders, and there is no use in our sending young men across the border to work in American factories, ship us American goods, and thus have our money going back to build up the United States.

# OUR NEW ZEALAND LETTER

The Correspondent Member of the Canadian Manufacturers' Association for New Zealand, Mr. Th. T. de Schryver, sends the following interesting letter under date January 16th, 1893.

## PARCEL POST PREFERRED TO EXPRESS.

IT appears to me to be necessary to remind Canadian Manufacturers that there is a Government Parcels Post service in operation between this Colony and Canada. Lately several parcels were sent to me through the medium of the Dominion Express. I won't say anything against this most serviceable institution for use in Canada, but for this country it is unsuitable for the following reasons:—In the *first* place the rates are too high, *secondly*, Consignees are not advised of the arrival of a parcel, *thirdly*, nobody knows who acts as Agent for this concern and consequently is at a loss where to enquire when a parcel is expected. Last, not least, parcels sent by this route are treated as ordinary cargo. A formal entry for the Customs has to be prepared and the ordinary wharfage and harbor dues are charged. It is different with the Government Parcels Post. The rate is only one shilling (1s.) or 25 cents per lb. from any part in Canada to any part in New Zealand. Consignees are properly advised of the arrival of a parcel. Everyone who expects a parcel goes first to the Parcels Post Office to enquire after the same. There are no formalities to speak of with regard to the customs. If contents tally with the declaration attached to the parcel at the starting point, the duty has to be paid and the thing is done. No harbor dues, wharfage or any other extra charges have to be paid.

I give here the rates and all other particulars, though I dare say any post office in Canada could supply the same as well.

## RATES

Any parcel not over 1 lb., 1s. or 25c. For each additional lb. or fraction thereof, 1s. or 25c. Maximum dimensions, 24 ins. by 12 ins. by 12 ins. Maximum weight 11 lbs.

## HOW TO INDICATE DISCOUNTS

When making your invoices, and discount of any kind has to be deducted never call it.

*Extra or Special Discount, or Cash Discount or Commission.* Any Discounts you have to deduct must be called *Trade Discount*, otherwise the same will not be allowed by the Customs. No Discount under 5% is allowed in any case.

Be careful that the discount on any invoice is deducted in the same handwriting as the invoice itself, otherwise it will not be accepted by the Customs.

## PACKING GOODS

Recent troubles compel me again to call the attention of manufacturers to the necessity to pack their goods in a

serviceable manner. They must bear in mind that goods for New Zealand may be transhipped four times. What this means anybody knows who has watched the loading and unloading of steamers, ships and railway trucks. Besides this, the constant movement of a ship at sea affects the cargo. There is always some friction, and during a run of from 4 to 8 weeks, particularly in bad weather, even strong packages undergo a certain wear and tear and the weak ones have to suffer.

It always makes a bad impression, apart from the damage done to the goods, when the outer appearance of a package indicates weakness. If the packing material used is substantial and adequate for its purpose, the ship is responsible for any damage done through handling or bad stowage. On the other hand if the packing material used is not up to requirements no recovery of loss is possible.

This ought to be always borne in mind when packing for export.

Another important point is the quality of the filling material used in packing. Where available, use old paper or wood shavings. Never use hay, as it attracts dampness and gets mouldy. Dry long straw is better if the two first mentioned materials are not to be had. Heavy goods should be fixed up inside with wooden clamps with sufficient paper between to prevent rubbing.

## MARKING PACKAGES

The marking of packages should be done at least on three sides and done very distinctly. On arrival of the steamer goods are usually discharged at top speed, and though some attempt is made to sort the various lines while dumping them down in a shed, the bulk is thrown together in one great pile. Consignees looking for their shipments have the greatest trouble to pick their cases out of this great chaos when marked only on top as is usually done. If marked on at the least three sides (and why not on all sides,) the task of finding one's boxes or packages is ever so much more easy.

Customers are bound to favor firms who attend to these *seemingly* trifling points. A lot of trouble and valuable time is hereby saved and the use of bad language in steamers' sheds would diminish in the same ratio as the marks would increase.

## NEW ZEALAND PROSPEROUS

Business in all branches is very brisk in New Zealand. The harvest prospects are far above the average and the prices of all kinds of produce are the highest on record. This year's exports will overtop those of any previous year. New Zealand is in reality a

very prosperous country, which is the more marked in comparison with the really distressing state of affairs in some of the Australian States.

## GOVERNMENT PURCHASERS IN THE TRANSVAAL.

The Department of Trade and Commerce, Ottawa, have forwarded a communication from the Land Department at Pretoria, S.A., and also a list of agricultural machinery and accessories required by the Transvaal Land Department.

The letter requests that the same be put before the principal manufacturers and quotations are asked for the different articles landed at the Coast Ports in South Africa together with catalogues. In addition to the articles enumerated, large quantities of seeds of all descriptions will be required. The different goods required are:

*Agricultural Implements*, such as, steam plough sets, tractors, threshing machines, ploughs with spare parts, double furrow, single furrow, riding ploughs. All ploughs must be so constructed as to be capable of doing good work on new ground. Cam-bridge rollers, cultivators, pulverisers, harrows, disc, 3 leaf, seed. Drills, small for root crops and lucerne large for oats, wheat, etc. Seed lip, mowers, reapers, horse rakes, reapers and binders, Mealie shellers, hand; Mealie shellers, motor; corn crushers, hand; corn crushers, motor; windmills, winches, pumps, hand; pumps, motor; dam scoops, irrigation scoops, sowing machines, chaff cutters, hay pressers, maize and oat mills, hand.

*All Classes Vehicles*, wagons, all classes; tip drays, buggies, cape carts, etc., etc., surries, trolleys, spring and block.

*Agricultural Tools*—such as garden rakes, wrought iron 16 teeth; spades, "D" handles; shovels, long and short handles; forks, digging and harvesting; prongs; sickles; hoes, flat; shears; wheel-barrows, iron and wood; axes, assorted; hatchets (side axe) mattocks; adzes; pickaxes, 7 lb; crow-bars; grindstones; whetstones; oil stones.

*Harness*:—Such as horse harness, teams of 1, 2, 4, and 6, head stalls, halters, knee halters, nose bags, saddles, saddle bags, bridles, bits, tethering ropes, tethering pegs.

Other articles enumerated are as follows: blacksmith's equipment, complete; horse shoe iron, vices, stocks and dies; spare parts for wagons and wheels, veterinary outfit, oils and greases, wagon lift, screw jacks, tank, 600 to 1,200 gallons; water trough; carpenter's outfit, plumber's outfit, patent fencing, assorted; wire netting 6 ft., assorted meshes, standards, iron, 14 lb. and 16 lb. strainers, wire cutters, No. 8 galvanized wire, barbed wire, gates.

# THE BRANTFORD BANQUET

*The Canadian Manufacturers' Association Royally Entertained by the Manufacturers of Brantford—A Unique "Made in Canada" Banquet.*

IN LAST month's INDUSTRIAL CANADA the announcement was made that the manufacturers of Brantford had invited the members of the Canadian Manufacturers' Association to a banquet in their city on February 19th. The announcement was very modest. In one place the words "a royal welcome" were used, and in another good time is being provided."

This month INDUSTRIAL CANADA will be modest, probably more from necessity than from choice. For those who were invited to be present no description is necessary; for the others no description gives any idea of what a banquet given

Co., Ltd.; Bixel Brewing and Malting Co.; Brantford Box Co.; Brantford Cordage Co., Ltd.; Brantford Screw Co., Ltd.; Brantford Starch Works, Ltd.; Brantford Stoneware Co., Ltd.; Wm. Buck Stove Co., Ltd.; Cockshutt Plow Co., Ltd.; T. J. Fair & Co.; Farmers' Binder Twine Co., Ltd.; Farmers' Co-operative Packing Co., Ltd.; Goold, Shapley & Muir Co., Ltd.; Grand Valley Electric Railway Co., Ham & Nott, Ltd.; Lloyd Harris; Ontario Portland Cement Co., Ltd.; Wm. Patterson & Son Co., Ltd.; Pratt & Letchworth Co.; Scarfe & Co.; Schultz Bros. Co., Ltd.; Shuttleworth & Harris; I. Simpson Mfg. Co., Ltd.; Slingsby Mfg. Co., Ltd.; Verity Plow Co., Ltd.; Waterous Engine Works Co., Ltd.; Waterous Wire Nail Works, Wood Brothers.

Only on January 31st did these firms meet together and finally decide to undertake such lavish entertainment. On that date they elected officers and committees—Chairman, Mr. C. H. Waterous; vice-chairman, Mr. Harry Cockshutt; secretary, Mr. Geo. Hatley.

Executive Committee:—Messrs. C. H. Waterous, Chairman; Harry Cockshutt, Lloyd Harris, T. H. Whitehead, Reg. Scarfe. Finance and Printing Committee:—Messrs. T. H. Whitehead, Chairman; Jas. Ruddy, C. A. Butterworth, W. G. Elliott, Jas. Adams. Dinner Committee:—Messrs. Lloyd Harris, Chairman; D. B. Wood, John Muir, G. P. Buck, W. D. Schultz. Reception Committee:—Reg. Scarfe, Chairman; D. J. Waterous, J. A. Sanderson, Jos. Stratford, J. E. Waterous, C. F. Hodges, Gordon Harris, W. F. Paterson, W. J. Verity, Franklin Grabb, W. S. Wismer, F. Cockshutt, J. T. Ham, Arthur Bixel, Frank Leeming, C. A. Butterworth, T. H. Whitehead, H. Schuler, F. Chalcraft, W. E. Buck, W. H. Whittaker, J. S. Hamilton, W. G. Elliott, Jas. Adams, G. C. Schultz, G. F. Farrar, E. L. Goold, E. I. Wilkes, T. J. Fair, J. Simpson.

The work of the above committees need not be commented on. The banquet was sufficient evidence that no detail was overlooked and too much praise cannot be given for such successful management.

## THE BANQUET

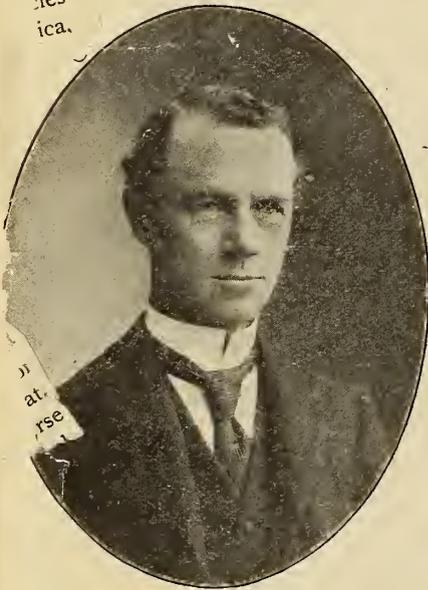
Between eight and nine o'clock about one hundred and twenty-five guests met the hosts and citizens of Brantford at the Kerby House. A reception was held in the parlors and everyone met and made many friends before adjourning to the banquet hall at about 9 o'clock.

## MURAL DECORATIONS.

No trouble had been spared to make the banquet room attractive. It was also im-

pressive and educative. Brantford always boasts of its present industries, but at the same time holds in the greatest respect and admiration the men who years ago laid their foundations. Along one wall were life sized portraits of "The Fathers of Brantford's Industries." This roll of honor contained such names as Messrs. J. Harris, B. G. Tisdale, I. Cockshutt, J. O. Wismer, John Elliott, C. H. Waterous, Slingsby, Wm. Buck, W. J. Scarfe, L. T. Whitehead and J. G. Cockshutt.

At the end of the hall the sons of the fathers made an elaborate poster show, setting forth to the assembly the variety and importance of the products of their city.



MR. CHAS. H. WATEROUS.  
Waterous Engine Works Co.  
Chairman of the Banquet. Member Executive  
Council C. M. A.



MR. HARRY COCKSHUTT.  
Cockshutt Plow Co.  
Vice-Chairman of Banquet. Member of the Executive  
Council C. M. A.

## THE FEAST.

Mr. C. H. Waterous presided, Mr. Harry Cockshutt acted as Vice-Chairman. At the Chairman's table were: Mr. C. A. Birge, Hamilton, President of the Association. Mr. H. B. Zimmerman, Toronto, General superintendent of the Canadian Pacific Railway, Mr. J. F. Ellis, Past President of the Association and President of the Toronto Board of Trade, Mr. O. P. Letchworth, Buffalo, Mr. Robert Munro, Montreal, Past-President; Mr. Geo. E. Drummond, Montreal, Vice-President; Mr. P. W. Ellis, Toronto, Past-President; Mr. W. F. Cockshutt, Brantford; Mr. W. K. McNaught, Toronto, Past-President; Mr. T. A. Russell, Toronto, General Secretary, 1900-1902; J. B. Henderson, President Paris Board of Trade; R. Scarfe, Chairman Brantford Reception

by Brantford manufacturers really amounts to. To say the least, every arrangement, from the time the visitors arrived till their departure, was complete, even to the minutest detail.

The banquet is described as the largest ever held in Brantford, and Brantford is a city of many banquets. It is also referred to as unique in the character of the gathering, the decorations, the menu card, the dinner itself, the number of short pithy speeches and the great social intercourse amongst those present that was everywhere noticeable.

## THE HOSTS.

The hosts who together must have formed the sort of a trust or combine or even levied a high tariff, to provide for the monetary support of the function, were thirty of the most enterprising of Canadian firms, such as: Adams Wagon Co., Ltd.; Bailey Cutlery

Committee ; C. B. Heyd, M. P., Brantford, and T. H. Preston, M.P.P., Brantford.

**OTHERS WHO WERE THERE**

BRANTFORD.—D. A. Adams, J. Adams, J. G. Allan, J. P. Bell, F. J. Bishop, O. Bixell, Ald. Brewster, Thos. Brooks, G. P. Buck, A. K. Bunnell, J. Burbank, F. H. Burt, J. Buskard, C. A. Butterworth, E. C. Cochrane, E.L. Cockshutt, Frank Cockshutt, C. Cook, T. Darwin, Dr. Digby, W. G. Elliot, T. J. Fair, R.L. Foulds, A.P. Coehring, E. L. Goold, Mayor Halloran, Lloyd Harris, Gordon Harris, Geo. Hately, W. T. Henderson, H. S. Hodges, J. Kerr, T. G. Marquis, W. H. McKay, John Muir, J. Nicol, W. G. Ranton, F. D. Revelle, Jas. Ruddy, John Sanderson, J. T. Scarfe, T. S. Scarfe, G. Schultz, W. D. Schultz, E. M. Shadbolt, W. T. Shannon, I. Simpson, Rev. W. J. Smith, J. H. Spence, Joseph Statford, E. Sweet, E. J. Taylor, E. B. Tarryberry, Ald. Turnbull, C. J. Verity, P. E. Verity, W. J. Verity, D. J. Waterous, Julius Waterous, George Watt, Jr., A. D. Watts, G. Wedlake, T. H. Whitehead, Ald. Whitham, L. W. Whittaker, W. H. Whittaker, J. O. Wilgress, W. S. Wismer, D. B. Wood, W. B. Wood.

DETROIT.—J. H. Sherrard, Robt. C. Wilkins.

GALT.—F. H. Hayhurst, H. M. Griffin, R. O. McCullough.

GUELPH.—Harry Murton.

HAMILTON.—C. A. Birge, W. C. Breckenridge, C. J. Carscallen, E. R. Clarkson, H. B. Coburn, A. L. Eastman, E. Fisher, C. W. Graham, T.W. Hand, Mr. Kneeshaw, Geo. H. Lees, W. J. Meakins, A. E. Sheris, J. B. Steadman.

HESPELER.—G. D. Forbes.

INGERSOLL.—A. H. Ellis.

LONDON.—A. W. White, Wm. Yates.

MONTREAL.—H. Clucas, C. W. Morton. PARIS.—J. Harold, Richard Thompson, Herbert N. Baker.

PETERBORO.—J. T. Coulter.

PORT HOPE.—T. J. Travers, M. P. Hoffman.

SIMCOE.—James Brook.

TORONTO.—G. Brigden, A. D. Campbell, T. E. Champion, W. H. Chandler, A. E. Chatterton, G. Cook, R. M. Copeland, R. J. Copeland, T. Davies, R. A. Donald, R. C. Dunbar, A. L. Eastmuir, W. L. Edmonds, R. Y. Ellis, W. K. George, H. D. Graham, Watson Griffin, M. O. Hammond, Samuel Harris, F. B. Hayes, A. E. Henderson, R. S. Henderson, S. Henderson, L. Huffman, W. J. Ingram, A. E. Machon, M. B. McDonald, D. T. McIntosh, R. K. McIntosh, W. J. McMurtry, J. P. Murray, W. J. Nichol, J. Northway, W. E. Northway, A. O. Ogden, J. H. Paterson, E. P. Pearson, H. W. Petrie, J. E. Phin, R. Pinchin, F. A. Ritchie, F. Roden, Walter Sadler, W. J. Seitz, J. M. Sinclair,

E. G. Staunton, T. A. Staunton, J. F. M. Stewart, Wm. Stone, W. A. Strowger, W. B. Tindall, Dr. S. Morley Wickett, J. F. Wildman, R. J. Younge.

**THE TABLE DECORATIONS.**

The table was a most unique practical production. From end to end it was decorated most attractively with "made in Canada" goods and models from the Brantford factories. Schultz Bros. exhibited a model of the new Carnegie Library ; Goold, Shapley & Muir a beautiful windmill kept in motion by an electric fan ; two miniature fire engines were from the Waterous Engine Works ; Wood Bros. sent bags of flour ; the Scarf Varnish Co. sent cans of varnish ; and the Brantford Binder Twine Co. showed that they could make twine equal to any in the world, although the fiscal policy of Canada is doing its best to force such factories out of business by allowing twine to pass the customs free of duty, while three-quarters of



COVER OF THE MENU CARD.

a cent per pound is charged on the raw material.

The above decorations were not to be carried away, but there were many souvenirs. One of the speakers said the table looked as though Santa Claus had just visited the place. The Brantford Screw Co. presented each guest with a lead pencil made in the shape of a screw. Along with a neat note book the Bow Park Company had an individual package of cheese at each plate. Pratt & Letchworth provided a most serviceable ink well modelled after the McCord oil box. The Cockshutt Plow Co. had a plowshare pinned on every coat. The Expositor gave a handsome calendar. Three good smokes, labelled Lord Roberts, and made in Brantford by the T. J. Fair Co., were very attractive to most of the guests. The menu card was presented by the Jones Stoker Co., and besides showing the smoke-

less chimney gave a clever design bringing in the products of all of Brantford's factories.

**THE MENU.**

The menu, before enumerating the viands that were provided for the body and the subjects for oratory, politely introduced itself by "Made in Canada, Served in Brantford," and then went on as follows :

- U. AND ME  
(a la David Harum).  
Nova Scotia's on the Half Shell (Not bluenoses)  
Chilled Steel Shells.
- SOUP  
(The only thing Brantford isn't in).  
Puree of Tomato  
(Not to be used as boiler purge).
- FISII.  
Baked Lake Superior Trout, Aux Fines Herbes  
(Direct from the fresh Water (ou) s)  
Pommes à la Duchesse
- ENTREE  
Chicken Cutlets, Aux Petit Pois  
(Soft Centre boards)
- JOINTS  
Prime Canadian Ribs of Beef, Au Jus  
(Happy Thought Roasted)  
Browned Potatoes Asparagus a la Creme  
(a la Thayendanega) (minus buggy tops)
- SALAD  
Windmill Salad Mayonnaise  
Canadian Plum Pudding Varnish Sauce  
Nesselrode Ice Cream Pistachio Jelly  
(Direct from the refrigerator) (Made by Lily White)  
Assorted Cakes  
(Paterson's Best)  
Almonds Raisins  
(Malleable Shells) (for coming to Brantford)  
Walnuts  
(Hexagon or square)  
Bow Park Cheese  
Fruit Coffee  
(of our industries) ("We are Awake" brand)  
Lord Roberts Cigars (Brantford make)  
Radnor Water (Canadian Springs)

**MR. C. H. WATEROUS.**

Mr. Waterous before opening the Toast List welcomed the guests with a few words that struck responsive chords everywhere.

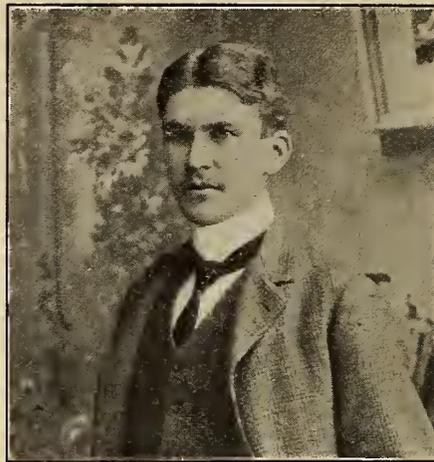
**THE WELCOME.**

"I esteem it a great privilege and an honor to welcome you on behalf of the manufacturers of Brantford, to our small city. This is the first time that we have had the honor and pleasure of having the Manufacturers' Association as our guests, and I can assure you that we greatly appreciate the privilege. I may say that when we heard it was your intention to come down on us in force, we called a council of war and decided after careful deliberation that discretion would be the better part of valor, and so unconditionally surrender to you, and ask you to accept our capitulation and bid you thrice welcome, trusting that you will make yourselves so much at home while with us, that when the question comes up again for a place of attack, you will not forget Brantford and how easily we were captured.

**ADVICE TO NON-MEMBERS.**

"We have a number here with us to-night who are not members of our Association. To these I may say that the Manufacturers' Association is organized on broad lines, for the promotion of friendly relations; or the discussion of any question that will tend to promote the welfare of its members or the general good of our country. The growth and success of our industrial interests means the advancement of Canada, conversely anything that retards or hampers this growth, must be against the best interest of our country. I understand, therefore, that the aim of this Association is the assisting in the upbuilding of Canada, through her manufacturing interests, and the placing her in this respect in the position among nations that she is entitled to occupy.

"The spirit of patriotism must grow, and it can be assisted in its growth by such an association as this, based as it is on broad



MR. REG. SCARFE,  
Scarfe & Co.  
Chairman Reception Committee.

**THE METAL INDUSTRY.**

"Brantford has a common bond of unity, in its interest in the history of and working of a metal which has been so intimately connected with the development and progress of the world. Iron has a certain dignity of its own. It will not lend itself to ridicule. It is a stern metal, suggesting uprightness and square dealing. I do not wish to imply that all Brantford manufacturers are saints, but iron, I believe, has a reflex effect upon the men who work and deal in it. Certainly every man whose trade

touches iron, and there are not many here who do not, has a right to share in the inspiring history which links this sturdy metal to the development and progress of his race.

"The importance of a nation, outside of its brute force of military power, has always been commensurate with the importance of its manufacturing and commercial interests and you, gentlemen, and men like you, side by side with the agriculturists, have done your full share to bring this country of ours to its present condition of great prosperity.

**A FACTOR IN PROGRESS.**

"Canada is great in riches already gained, and greater in riches yet to be gained. Its future must depend largely upon the character of its people and what they do. Canada as with the world is good for nothing unless it is on the up grade; civilization cannot stand still, and we must assist and elevate those who are pushing our country ahead, and put down those who would



T. H. WHITEHEAD,  
Brantford Carriage Section,  
Chairman Finance and Printing Committee.

lines of citizenship and without any political intent.

**DILIGENCE THE WATCHWORD.**

"It is an old saying, you have all heard it: 'Seest thou a man diligent in business; he shall stand before Kings,' and it is because of diligence in business that we are here to-night.

"We cannot look upon the faces of those fathers of Brantford's manufacturing interests that adorn the walls of this room to-night without an inspiration. Those men who did so much for Brantford, and I think I may say, so much for Canada, what large credit belongs to them for the foundations laid in the hard struggle of Canada's early life, when manufacturing meant a working fact, in every hammer blow and chisel mark.



MR. LLOYD HARRIS,  
President Brantford Board of Trade,  
Chairman Dinner Committee.



GEO. HAILEY,  
Secretary Brantford Board of Trade and  
Secretary Banquet Committee.

drag it back. Scattered individual effort is like the scattered shot out of a shot gun, it is not very effective, but association and combined effort is direct and forceful, like the rifle bullet. The best possibilities of our abilities and energy would remain unrealized and our social qualities undeveloped if we only live to ourselves, in our offices, factories and homes.

"Such gatherings as this must be conducive to good results and for to night let us say with Longfellow:

And the night shall be filled with music,  
And the cares that infest the day  
Shall fold their tents like the Arabs,  
And as silently steal away."

Mr. Waterous at once proposed the King's health. The President of the United

States, not a common toast in Canada, was then proposed and responded to by

**MR. O. P. LETCHWORTH.**

Mr. Letchworth has large interests in Buffalo, but Canada claims him a good deal of the time and Brantford is proud of the Canadian branch of his business: The people of the United States, he said, were proud of this man, of his predecessors and of the office. The sentiment of the President towards all foreign people, and especially towards those whom he considered were joined to the American people by kinship and blood, were of the warmest character. His greatest interest was directed towards his closest foreign friends, the Canadians.

**STAND FOR A CANADIAN POLICY.**

Continuing, Mr. Letchworth said that he had had the pleasure of introducing to the Merchants' Exchange at Buffalo that Canadian disciple of reciprocity, Mr. Charlton, and, after hearing that gentleman's address, he had come to the conclusion that there should be a broad and liberal reciprocity between the two countries. The frailty of human nature was shown by the fact that his present opinion was now entirely at variance with the one held at that time. He had every respect for Mr. Charlton, but he was forced to disagree with him on some things. The theory was all right as far as it went, but practice was a better demonstrator for the manufacturers. The Americans had shown something to Canada. They pointed to a protective tariff as something that had given an incentive and encouragement to manufacturers there. For himself he would like to see the duty on pig iron removed at the present time, but, on a broader basis, he thought that it might rather be increased, for then Canadian manufacturers would be encouraged to go ahead and develop, until they might perhaps be able to do better than the Americans. The gathering which he was addressing showed that Canadian business men were just as alert and intelligent as any in the world, and he did not think that they would be slow to grasp the opportunities that were presented to them now of protecting their own interests.

**MR. C. A. BIRGE**

Mr. Birge prefaced his remarks by referring very eloquently to the pictures of Brantford's industrial kings and to the elaborate entertainment provided by the Brantford hosts. But Mr. Birge delights in the greatness of the Association, the destinies of which he at present directs.

**THE C. M. A.**

In this connection he hoped that those Brantford manufacturers who were not members of the Association would speedily become so. The membership was now about

1,240, and he hoped that this number would soon reach 1,500.

Mr. Birge referred to the fact that the day was when the Association was not so non-partisan in its character as it is at the present time. He rejoiced most heartily at the change, and to know that the manufacturers now were united only for the purpose of advancing their interests and the interests of their country, that they were true to themselves and to the country.

**"MADE IN CANADA."**

What is the creed and the calling that we of the North uphold—  
It is never the cry for power, it is never the greed of gold,  
Let the east and south and west contend like wolves for a maverick's bone,  
But Canada for the Canadians is the creed that we call our own.

Good wines are at Kaiser Wilhelm's, good cakes are at Uncle Sam's.  
And in dear old Britain's larders are the best of plums and jams,  
But beef and bread and a blanket, a pipe, a mug and a fire,  
Are the things that we have in Canada—  
—what more can a man desire?

We don't need the marts of Europe, nor the trade of the Eastern isles,  
We don't need the Yankee's corn and wine, nor the Asiatic's 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?

And we are the young and strong, and who so fit for the fight as we?  
With our hands of steel and our iron heel and our hearts like the oaken tree,  
For we are home-made, home-fed, the pride of a princely land,  
And the things that are made in Canada are the things that her sons demand.

So this is the creed and the calling that we of the North uphold,  
It is never the cry for power, it is never the greed of gold,  
Let the east and south and west contend like wolves for a maverick's bone,  
But Canada for the Canadians is the creed that we call our own.

—MISS PAULINE JOHNSON.

**THE TARIFF**

It had been said that the Association took strong grounds on the tariff question, even to the extent of waging war on foreign competitors, but Canadians had to be protected. Canada had immense mineral, agricultural and industrial resources, and an endeavor was being made to develop these. It was desirable to adopt a tariff that would be suitable to both political parties. Canada could now stand alone, and a policy should be adopted in Canadian interests, regardless of Great Britain and the United States. In

conclusion, Mr. Birge said that he accepted on behalf of the members the tribute of the Brantford manufacturers as a mark of loyalty to the Association, and he extended hearty thanks for the hospitality.

**MR. G. E. DRUMMOND**

Population and technical education, Mr. Drummond said, were two of Canada's most pressing needs. At the present time the Manufacturers' Association of Montreal are looking after the latter as far as their own city was concerned. The speaker said that he did not think that Canada had succeeded in holding its natural increase of population. He asked what the reason could be. Many theories, he pointed out, had been advanced, but the great reason was that the whole burden of national life had been laid upon the farmer, and this should not have been. Ireland and the New England states were examples of what such a policy had done, and it was a fact that in Canada the employments were not varied enough. The young men who went to the States were the best in the country, only the timid ones had been left at home. Outside of politics it was plainly the duty of the Government to conserve the interests of the manufacturers for the sake of the agriculturists as well as the manufacturers. There was no quarrel between the manufacturers and the political parties, but to develop the manufacturers the first thing to do was to protect the labor interests by providing a tariff adequate to secure home markets against foreign labor. No time should be lost in doing this; the country absolutely demanded it, and no one could afford to delay doing the right thing.

**MR. ROBT. MUNRO**

Mr. Munro said the Canadian Manufacturers' Association was eminently patriotic, dealing as it did with the community as a whole, and with all classes of it, and it had many departments of work. The matter of the fiscal policy was, he said, a plain business proposition, and the fact that there was a great balance of trade in favor of the United States was enough to impeach the policy. The United States was strong enough to get along by itself and needed no help from Canada; it was not necessary to adopt the policy of that country, but Canada should have one for itself. The business of the Association was to gather commercial information for the benefit of the country, to keep a watchful eye upon the legislation that was being enacted. There should be no other preference than that for Canadian goods. A splendid advance, the speaker pointed out, was being made in the matter of technical education, and it was something of a question to him how the Government could give technical education to the young farmers, and declare at the same time that it was without its province to provide it for the working men. He hoped that in

Montreal the people would be public spirited enough to ask no aid from the Federal or Dominion Government, but that classes would be established there at a moderate cost. In his boyhood in Scotland the boys knew far less of sport than boys now know, and they spent a great deal of time in studying, although, of course, they had a certain amount of recreation.

#### AN ORIGINAL POEM

Miss Pauline Johnson, a Brantford poetess, did honor to the gathering by writing an original poem entitled "Made in Canada." This was read in Mr. W. T. Cockshutt's vigorous style and received great applause. The wish of the whole meeting was that this should appear in INDUSTRIAL CANADA, and it is accordingly given on previous page.

After this poem Mr. J. B. Henderson spoke briefly saying that the present banquet was but symbolical of the enterprise of Brantford manufacturers. He advised every manufacturer to join the Manufacturers' Association and help on the good work.

Mr. R. O. McCullough, of Galt, spoke very highly of the entertainment provided for the Association.

#### MR. W. K. McNAUGHT.

Mr. McNaught was right at home in Brantford, as it was there he had spent his boyhood days. Mr. McNaught had been travelling recently and after a visit to Montreal decided that Montreal was entitled to have the head office in that city. Now he believed Brantford could properly look after such an institution.

He touched on the Dominion exhibition and dwelt on the importance of having a large display of "made in Canada" goods as a great educating influence.

#### DAVID AND GOLIATH

Mr. T. A. Russell, the Secretary of the Association for two years, 1900-1902, here, gave a recitation graphically describing the encounter of David and Goliath. The selection unfortunately is not available for publication.

Mr. J. F. Ellis was reminiscent and spoke of his boyhood days in and near Brantford, and his first business enterprise on Brantford market.

Mr. J. P. Murray, Toronto, referred to the growth of the Association since its organization just three years ago, in that short time the membership having jumped from 142 to 1,240. The Association, he said, must commend itself to every

manufacturer for the magnificent work it was doing in the interests of Canada. Mr. Murray strongly urged the necessity of government representatives abroad becoming familiar with the factories of Canada. Another urgent need was that the steamship companies should compete in rates with the companies via New York.

#### MR. HARRY COCKSHUTT

At this stage the toast list was handed over to the vice-chairman, Mr. Harry Cockshutt, who made a short address in introducing the speakers. He pointed out that he knew that the visitors had come at some inconvenience and at some sacrifice of time at this very busy season, and the Brantford manufacturers appreciated the compliment that was paid them all the more. Brantford manufacturers were modest, but



MISS E. PAULINE JOHNSON, THE BANQUET POETESS.

the subject of technical education was being brought prominently before the attention of the people, and he hoped that a leaf would be taken out of the lesson taught by Montreal, and that classes would be established here on a firm basis. There were not enough practical men in Brantford to man the industries that the city already possessed, and the best way to get them was to make them. The manufacturers of the city believed in good goods, education and fair play. The community was one, the agriculturist produced for the manufacturer, and vice versa, and if the classes stood together they could make the country known throughout the length and breadth of the land. Canada was a country of great resources, and these should not be neglected. The Association existed for the interest of the manufacturer

and for the interest of the country, and it was now time to lay aside political consideration of the tariff question.

#### AGRICULTURAL INTERESTS

Mr. Thomas Brooks did credit to the agricultural interests of Canada and to the farming community in the amusing style with which he handled the important toast, "Agricultural Interests."

"You will need your bread and butter," said the speaker, and that is what we are going to supply. The agriculturists take first place in the country and they are proud of you manufacturers; they wish you well. In Brantford the manufacturers are grand men. But the agriculturists of the country are holding their own and are making a little progress; the exports of agricultural produce have increased very largely, and the figures go to show to what industry this country is indebted for its prosperity. I wish the manufacturers well; I am glad to know that you are prosperous; I appreciate your kind feelings towards the farmers and that your remarks about them are so respectful. But we have a crow to pick with you, and it is just possible that I may get on that debatable ground when I am discussing it, but I must state the farmers' standpoint. Especially with reference to farm implements (and I am free to say that the manufacturers have been doing pretty well), what would happen if the tariff were raised and we were forced to pay more for the machinery. We took you in our arms twenty years ago as infants, and we nursed you until you are great, big, fat stalwart men. Your factories are running over-time and some of you are millionaires.

Is it possible that now, when you are able to stand alone, you are going to ask for an increase in the tariff? If the case is presented from the farmer's standpoint you will be ashamed to go to Ottawa to ask for such an increase. Your finished product is our raw material, and if the price is to be raised, to use a barnyard phrase, we will kick like steers. Yes, we will kick like mules, for while the steer kicks just as viciously, it kicks lower, but it does not repeat so often as the mule. We are often complimented that we are the bone and sinew of the country, sometimes we are told that we are the very backbone, and the half has not been told. We are the legs that the world stands on, and we hold in our hands the destinies of nations.

Mr. Joseph Stratford, a farmer and a manufacturer, stated that there should be a strenuous fight for a proper protection, one item needing it at present, and which he was particularly interested in, being binder twine.

#### TRANSPORTATION.

Mr. H. R. Timmerman, superintendent of transportation of the C.P.R., was the first to respond to this toast, and in opening he expressed regret that Sir Thomas Shaughnessy had not himself been able to be present. The railways at the present time were in a quandary, they did not know where to get either cars or engines, and the manufacturers were somewhat responsible for bringing about this state of affairs. The condition in Canada, compared, however, very favorably with that of the United States, where also the shortage was being felt to a very great extent. The need was felt all the more, as so many cars were required in hauling absolutely necessary supplies of coal to different parts of the country. The C.P.R. was able to take particular pride in their road, and Canadians could too, from the fact that in Canada was the only trans-continental line. While the building of the C.P.R. to the Pacific coast had seemed ahead of the age, events had shown the wisdom of those enterprising men who carried the project through to such a signally successful completion. In closing Mr. Timmerman referred to the trans-Atlantic line of fast steamers as something that was badly needed to build up Canadian trade.

Mr. Fisher, general manager of the T. H. & B., made a very brief address in response to the same toast.

#### MANUFACTURERS OF THE U. S.

Mr. James Inglis, of Detroit, responded to this toast. He stated that he would do all he could to keep the tariff where it was or to lower it, and he found himself hived with the farmers in this particular. He had heard some talk in the States of annexing Canada, but this was the very first time that he had ever heard talk of Canadian annexation of American industries. However, he wanted to see the two countries get together and to accomplish this purpose he was even willing that such manufactories should be annexed.

After Mr. Birge moved a vote of thanks to the Brantford hosts, which was carried with loud cheering, "God Save the King" was sung and the Brantford Banquet was at an end.

The whole affair was one of the most successful functions the Canadian Manufacturers' Association ever took part in. The Brantford manufacturers provided princely entertainment, from which great good must result to the Association as a whole.

## RAILWAY TAXATION.

The Canadian Magazine, February, 1903, contains an interesting and valuable contribution from the pen of Mr. H. J. Petty-piece M.P.P., on Railway Taxation and some of the thoughts and figures there published are given below.

The question whether public carriers should be taxed at all or not is first considered. The argument against it is that any increased charge must necessarily fall on the customers of the railway, but this carried on logically would mean that any tax on a factory, wholesale house or printing office, should be dispensed with for the same reason.

So the incidence of taxation is disposed of and a good case made out to show that Canadian railroads should be made to bear a greater proportion of the taxes than they do at present.

Transportation rates are not fixed only by the cost of moving a stated quantity of merchandise a certain distance, but the three ingredients of railway charges seem to be (1) statutory limits, (2) force of competition, and (3) the charge that will make it unprofitable to the owner to move the commodity.

#### POWER OF TAXATION

The British North America Act expressly gives the Dominion power to raise money by any system or mode of taxation. To the province it gives powers for direct taxation and Ontario has delegated to the different municipalities power to assess railway lands within their limits. The Province of Ontario levies a direct tax of \$5 a mile, amounting to \$33,000, which is a mere nothing, so taxation practically rests with the municipalities. These powers are applied so gently that the Grand Trunk in Ontario pays but \$50.70 per mile taxes which includes the \$5 paid direct to the province. The difference in the way railway property and farm lands are treated as regards taxes is gone into and it is shown that for every \$1,000 of farm land property in Ontario \$4.62 is paid in taxes, while for every \$1,000 of railway property (mileage capitalization as the basis) 56 cents is paid.

#### IN OTHER COUNTRIES

In Russia and Siberia, where the railways are state owned, all payments to them are regarded as taxes.

In Great Britain the railways are regarded as most desirable subjects for taxation. From 1891 to 1901 the taxes collected jumped from £2,567,690 to £4,331,344. This latter figure represents a tax of \$950 per mile, which is a rate of about 3½ mills on the capital.

In the United States the taxation is in the hands of the different states and the taxes per mile collected vary from \$10.18 in the Indian Territory to \$1,411.93 in Massachusetts. Taxes per mile in other states are : Illinois, \$373.77 ; Iowa, \$159.69 ; Michigan, \$153.88 ;

New York, \$561.56 ; Pennsylvania, \$380.87 ; Ohio, \$303.79. The average rate charged per mile is \$255, and the total taxes collected \$48,332,273.

Different methods of assessing the taxes are adopted in different states, but the Indiana system is given as the most equitable. There all railway property is assessed at full value by a State Board of Tax Commissioners, and the average municipal rate of taxation is levied.

#### TAXES IN CANADA

The Grand Trunk system operates in Indiana, Illinois, New York, etc., besides Ontario, and pays the different sums in taxes given above. In Ontario its assessment is \$2,830 per mile, but in Illinois \$34,000 was acceptable to the Company. In 1901 in Illinois, Indiana and Michigan, on 355 miles of road the Grand Trunk paid \$551 per mile taxes, or a total of \$185,036, which is greater by \$50,000 than the taxes paid on 2,653 miles in Ontario.

Several particular comparisons are given ; one of which is as follows : "At Cornwall, a bridge across the St. Lawrence connects the Ontario and New York sections of the N. Y. and O. Railway. The New York end of the bridge is assessed at \$40,000 and pays taxes on that amount ; the Ontario end is neither assessed or taxed. On the New York portion of the road the fare is 2 cents per mile ; on the Ontario portion 3 cents. The New York end of the bridge received no Government aid ; the Ontario end received \$125,000 from the Dominion and Provincial parliaments."

#### ABILITY TO PAY

The ability of the Canadian roads to pay taxes is shown by the earnings. In the U. S. for 1900 they amounted to \$1,180 per mile while in Canada for the same year the earnings were \$1,212 per mile ; add to this the enormous aid that has been given in the way of subsidies and land grants. Leaving out the Government railways and estimating the land at only \$2 per acre the subsidies amount to nearly \$19,000 per mile, which in many instances would have built the road.

"The total railway wealth of Canada represents a capital of \$1,043,000,000, and pays less than \$500,000 in taxes, or less than ½ of 1 mill on the dollar." The article concludes by saying : "The railway companies are not to blame for the present conditions. The trouble is weak legislation, and the people have the remedy in their own hands."

#### LONDON AGENCY FOR CANADIAN MANUFACTURERS.

A Canadian with a commercial experience of ten years in New York City and several years in London, Eng., has located in the latter city and is desirous of representing a limited number of Canadian manufacturers. The enquirer has excellent references and is no doubt a desirable representative.

# IMITATE OUR NEIGHBORS

By William Weir, Author of "Sixty Years in Canada," Secretary Tariff Reform Convention, 1858, and Government Agent for the Exportation of American Silver Coin in 1879.

TO ME, looking back over the last sixty years, it appears that the true and only safe policy for Canada is to adopt the United States tariff, with such minor changes as our different circumstances may require. This would give a true National Policy to one-half the continent of North America, and place Canada on a level with her great neighbor to the South. How many thousands of expatriated Canadians, who still love their native country, would such a policy bring back to their native land? They were banished through the stupidity of former free traders, and will remain banished till our people open their eyes to see what is required to make this country rich and prosperous. Aye, and not only our own people, but thousands of enterprising Americans would come to a country equal in every respect to their own, with much more elbow room than they have at home.

I know that the farmers of the North West complain that they can buy many things cheaper in the United States than in Canada, but let them remember it was the high tariff that enabled the Americans to manufacture cheaply, by giving them the whole market. Give Canada the same tariff and the result will be the same. As in the Richelieu Valley and in Ontario, the fly and the rust will come, and a rotation of crops will become necessary in the North West as elsewhere, and unless, by a protective tariff, that large country is dotted over with manufacturing towns and cities, where will their farmers find a market for those bulky and perishable articles produced by a rotation of crops, but which cannot be exported. Surely they are not the friends of the North-western farmer, who would advise him to oppose the National Policy.

The history of England tells the story of an agriculture country. So long as she sold her raw materials to the Dutchmen, and bought her manufactures from them, she was the laughing-stock of the prudent Dutch, who had a jest that "the Englishman sold the skin of the fox for four pence and bought back the tail for a shilling." But in time England learned her lesson, and became the most protective country in the world, even to forbidding improved machinery or skilled workmen to be sent abroad. It was only by these means, and by the Repeal of the Corn Laws, which brought about cheap bread and low wages, that England was able to invite the world to become free traders. That is now nearly sixty years ago, but no nation has followed her example; and to all appear-

ances she will in time be obliged to return to her ancient protective policy.

As to Americans being offended at Canada's raising her tariff. Why should a tariff equal to their own offend them? The demand for raw cotton, tobacco and anthracite coal must still be supplied by the United States, and in increased quantities as Canada grows, so that the demand for three of their leading staples would still come from this country.

We hear much of the progress of England under Free Trade, but what of the greater progress of the United States under protection; seeing that the one country began with the wealth of ages at its back, and the other a poor struggling country like our own.

I wish the Liberals would return to their first love, for it seems unnatural for me to belong to any other party. Yet since 1854, when the Eastern Liberals went over to Sir Allan McNab, there has been no choice. To many the secularization of the Clergy Reserves was the bond of union, but the really more important question of the National Policy forced myself and many others to join the Liberal Conservatives, as we would not accept the Free Trade doctrines of George Brown and his followers; the wisdom of which Francis Hincks (up till then Finance Minister,) was beginning to doubt, and to frame his tariffs on protectionist lines. How well also do I remember when Thomas D'Arcy McGee came to my office with the late William Rodden and discussed with us the tariff question. Then walking by my side to plead with the Government, with all his eloquence for a protective tariff, voted against his party in support of the Government measure.

A great mistake, which nearly all make, is to regard the Canadian manufacturer as no more worthy of consideration than the British or American manufacturer; whereas one factory in Canada is worth, to the farmer as well as to the citizen, ten factories in a foreign country. It is the Canadian manufacturer's money that fills our stores and our markets with customers, our houses with tenants, our schools with children, and pays the farmer for those bulky articles which he cannot sell abroad. The manufacturer's money circulates everywhere. Why should we kill the hen that lays the golden egg?

I see the Canadian Manufacturers' Association are to call upon the people to use home made goods. Benjamin Franklin did the same thing, so did Isaac Buchanan in 1858, and I remember his entering the

House of Assembly in a suit of etoffe' du pays (gray homespun), to the great amusement of his fellow members.

Fifty years ago we were told by the importers that Canada could not make a yard of decent cotton or woollen goods, a pair of India rubber shoes, or a side of patent leather. How many people, except the swells, are using anything else to-day?

I see the politicians of New England are again talking reciprocity, but with them this means a wider field for their manufacturers. Canada has no use for that kind of reciprocity. When the two tariffs are equal then will be the time to discuss that measure.

Grant me once more the privilege of an old man to look back. Sixty years ago the Liberals of Lower Canada were all protectionists, except a few new arrivals of the Cobden school. The farms were cleared and the people called for a diversity of employments to retain their sons and daughters at home. But the great province of Upper Canada, while clearing her forests, did not wish to see a high tariff placed upon her stoves, her axes or her potash kettles. Every man, woman and child was fully occupied and a diversity of employments was not wanted. Now, with the forests cleared, and the children grown up, many are found to have no taste for agricultural pursuits, and finding no congenial employment at home have gone to foreign lands, so that there is scarcely a large family in Canada to-day that has not one or more of its members voluntary exiles. What was true of Lower Canada fifty years ago is now true of nearly all the Provinces of the Dominion. There should, therefore, be little difficulty in persuading the great majority of Canadians, for their own and their children's sakes, to call for such changes as the future prosperity of the country demands.

The tariffs of the United States furnish an object lesson to Canadians. In 1779, three years after the Declaration of Independence, their tariff was almost identical with the Canadian tariff of 1847, till which time the British Government framed the tariffs of Canada. The United States, however, advanced much more rapidly to a protective tariff, for, by 1824, that country had reached a tariff as high as that of Canada to-day. Hence the early development of her manufactures.

The student of history will have noticed the cry raised by the Democrats in the United States against the high tariff, largely to catch the Western votes, a movement being repeated in Canada to-day. On

several occasions when the Democrats were in the ascendancy, the tariff was lowered, but always with disastrous results.

It was not, however, till 1857, when one Democrat succeeded another, that the folly of tampering with the tariff was clearly seen. James Buchanan had succeeded Franklin Pierce, and in March of that year, a tariff largely reducing the duties on imports was passed, and within six months the most disastrous crisis that ever occurred in the United States passed over the country. The results of that tariff taught the country a lesson, and in 1861, when Abraham Lincoln became President, the tariff was nearly doubled and has not since been seriously disturbed. The Democrats have talked, but when elected on some other issue, have not tried to lower the tariff seriously a second time.

It is curious how history repeats itself. Scarcely had the Canadian tariff of 1858 and 1859 started the Canadian factories, when, to meet the views of Nova Scotia and New Brunswick, at the time of Confederation, the protective tariff of those years was swept away, and by 1873 the country was again demanding the old policy. But the Pacific scandal had driven the Conservatives from power, and Alexander Mackenzie, as full of Free Trade theories as John Young or George Brown, became Premier. The country was suffering, but Mr. Mackenzie and his supporters could not see that more protection was the true remedy. He was defeated in 1878, and fell clinging nobly to what he believed to be the teachings of Adam Smith, Mill and Say, and if not a wise man, at least an honest one.

Once more those who carried the tariff of 1858-9 were restored to power, and the National Policy was the result. Everyone who knows anything, knows what that policy did for Canada. We have only to look around us to see its effects to-day, for except the British Preference clause of 1898, the present Government has maintained, and in some cases improved, the Conservative tariff.

Let us now look at this Preferential clause of 1897, amended in 1898, and what do we find? A tariff which so far has only done harm, and is calculated to do much more harm when the prosperous times of the past few years have passed away, as they will pass away in due time. It may well be asked what has been or will be accomplished by this Clause? It has already disturbed some branches of trade and will in time disturb others, to say nothing of the feeling of uncertainty which it has created. Those who would enlarge their premises, or start new industries, ask themselves, are we wise to put our money in new buildings and machinery in view of recent legislation and more recent events?

The present Government found the foundations laid for a great future, and have built with energy and judgment on that foundation. Let us hope they will continue to

build, not in one direction, but in all directions, in spite of the foolish cries of unthinking men who have learned nothing and forgotten much in their journey through life.

With a general tariff as high as that of the United States in force in Canada a British preference could easily be arranged without injury to Canadian manufacturers.

I would earnestly urge upon all classes the importance of co-operating with the manufacturers in securing the reform of the tariff.

### SCALE INSPECTION FOR EXPORT.

The following regulations have been issued from the Department of Inland Revenue under date February 4th, 1903, dealing with the inspection of weights, measures and weighing machines for export from Canada. This ruling was asked for a short time ago by the Canadian Manufacturers' Association, and it is very gratifying to have had the request complied with so promptly.

The regulations are as follows:—

1st. Any weight, measure or weighing machine manufactured in Canada and sold for export, shall be shipped direct from the premises of the manufacturer to the customs port of entry at which they are actually to be laden on the ship, car or other vehicle for export. The manufacturer of such articles shall notify the inspector of weights and measures of his district on form O. 20a. of such intention, and shall therein state the quantity, capacity, description and classification of such goods. In the case of weighing machines the shop number must also be given.

2nd. The articles respecting which notification has been so given may then be removed from the manufacturer's premises, for immediate shipment, without verification. The manufacturer so removing unstamped goods shall furnish to the inspector of weights and measures of his district the certificate of the proper officer of customs at the port of entry, that said goods have been duly laden on the ship, car or other vehicle for export.

3rd. Every manufacturer shall enter into a bond (A. 22) in the sum of one thousand dollars that all articles so removed from his premises in an unstamped condition shall be duly exported from, and shall not be taken into use in, Canada. This bond is to be a general bond covering transactions of each fiscal year.

### IF WE RAISED OUR FENCE.

(From the Hamilton Herald.)

Wideawake American business men find it hard to understand why Canadians do not realize their national opportunities and are so slow in taking advantage of them. Our apathy or sluggishness or timorousness is regarded by our neighbors with puzzled amusement, sometimes even with contempt.

Here is a true story which serves as a good illustration of their mental attitude:

"One day last week a Hamilton man met an American commercial traveler in the G. T. R. station at Brantford. While waiting for a belated train they struck up an acquaintance and got into a chat about business conditions. The American represented a large firm which manufactured metal piping. He said he had been doing a splendid business in Canada, and found trade conditions in this country better than he had known them for years. "I'm selling more of our goods this season than I used to sell in three or four seasons," he said.

"Well," replied the Hamilton man. "I suppose that is gratifying in a sense. But I tell you frankly that if I had my way you wouldn't be selling any of your goods in Canada. There's no reason why all that class of goods required in Canada should not be made in Canada."



Jack Canuck—Are you coming over here to manufacture your goods?

Uncle Sam—Yes, Johnny, but not till you raise your fence so's I can't step over it like I kin now. See!

"If I were a Canadian I would say that too," returned the American. "And although it's not to my interest to say so, I don't mind telling you that, in my opinion, you Canadians are fools to allow us to come over here and supply you with goods that you ought to be making for yourselves. And I have heard this opinion expressed hundreds of times at home by our business men. They don't understand why your Government hesitates to clap on duties against us. I tell you this straight: If a high Canadian duty were put on the goods that I am selling, not a week would pass before our firm would be looking for a site in Canada to establish a branch factory here. This is no mere guess: I know what I'm talking about. But there's not much danger of that. You Canadians, somehow, with all your good qualities, lack self-reliance and ginger."

# The Incorporation of Trades Unions

By Adam Shortt, Professor of Politics and Economics, Queen's University.\*

ONE of the most important social consequences of our modern complex economic life is the great and still growing dependence of increasing numbers of the community upon the organization of industry. But it is this organization, with the instruments and inventions which have made it possible, which more than anything else has enabled civilized countries to greatly raise the standard of living for the vast majority of their citizens, while actually reducing the hours of labor and the amount of physical work to be done. Evidently, then, what the whole of society comes to depend upon cannot be permitted to be put in jeopardy, much less indefinitely suspended, through the caprice of private or sectional interests, hitherto eluding responsibility.

## THE LAW AND THE UNION

In primitive society, when individuals developed disputes which could not be settled by word of mouth, they resorted, with little disturbance to social order, to that elemental strife which ultimately balances all forces in the physical world. Yet even at a very elementary stage in social evolution, this primitive warfare was regulated by certain rules of combat, or of blood-feud: thus plainly indicating that the safety of what little social machinery society then relied upon, was not to be endangered by domestic strife. As civilization advanced organized society restricted in greater and greater degree the right of conflict between its members. At the same time it provided a continually improving substitute in the shape of a system of laws prescribing and defining rights, and courts with legal machinery for the safeguarding of these rights and the settling of disputes regarding them. The natural and necessary accompaniment of this progress has been the growth of responsibility on the part of both individuals and corporations. No society, therefore, which values its stability can afford to allow organizations to flourish within it whose actions are assumed to be beyond the law. Yet, in the course of their development, the modern trade unions have, in many respects, reached a condition under which, without admitting responsibility to the law, they undertake to make laws of their own which, both in themselves and in their method of enforcement, endanger the peace and welfare of society.

## A CHANGE IN MOTIVE

Few will refuse to acknowledge the many

important economic and social reforms which, in part at least, have been brought about during the past century through the efforts of trade unions. Their methods, it is true, have never been altogether above reproach; but neither have those of their opponents. Yet of late years their increased power, their more questionable tactics, and the more complex interdependence of society, have combined to alter very materially the social significance of their actions, and to obscure, if not sometimes quite to destroy, the benefits which they might very properly bestow.

Like the older craft guilds in their later stages, the trades unions have passed away from the conditions of merely self-defensive associations for the protection of legitimate rights, and become powerful aggressive organizations bent upon conquest. Like ruthless invaders, regardless of anything but their ultimate object, they take forcible possession of whole provinces, wasting their substance and paralyzing their industry simply with a view to forcing concessions from a few of their more or less wealthy inhabitants. Unless, therefore, organized society is to tamely submit to such visitations at diminishing intervals, it must rise in defence of its own existence and say with firmness to the labor organizations: "Without pretending to pass premature judgment upon the merits of your claims, we must give you to understand that, whatever the merits of your case, you cannot be permitted to vindicate them by the methods of barbarism, which have been denied to all other bodies in the State. The State has appointed a complete system of civil government for the passing of laws, the defining and interpreting of rights and the settling of disputes, and by this system of rights and liberties you must abide; having always the freedom, shared by all citizens, to agitate, in a peaceable and constitutional manner, for the amendment of the laws where they are found to be capable of improvement."

## NO LEGAL RESPONSIBILITY

The first step towards substituting a civilized for a barbarous method of settling labour disputes, is to insure that each party to the dispute shall be legally responsible for its actions, and therefore capable alike of claiming rights and of having rights claimed against it. Now all forms of capital are already subject to such laws as we have, while trades unions are not. But freedom from legal responsibility is too heavy a burden and too dangerous a liberty to be entrusted to any element in society. It is doubtful if even the millionaires could sustain the position, at any rate the community seems

wisely disinclined to subject them to such a fearful strain. Certainly the trades unions have not been able to stand the test. Having been able, hitherto, to elude legal obligations, the unions have undertaken to make rules and laws of their own, not only regardless of the laws of the State, but in many cases in defiance of them. They have deliberately undertaken, as part of their means of warfare against capital, to force society in general, by press-gang methods of suffering and loss, to take sides with them against the employers. Thus, quite beyond the limits of the interests immediately affected in any given dispute, the machinery of the boycott and the sympathetic strike are employed to force the community to side with the strikers as a simple matter of self-preservation, and utterly regardless of the merits of the dispute.

## STRIKES A CRUEL ABSURDITY

The officials of the unions, even when they have done their utmost to paralyze certain more or less indispensable lines of industry, loudly proclaim that they do not incite to law-breaking and violence. Though this is not always true, yet there is certainly not the least necessity for the strike leaders to actively and explicitly promote violence and crime. There is, on the contrary, owing to the methods adopted and the purposes in view, every necessity for the strongest exertion on their part to mitigate and repress the spontaneous tendency to violence and intimidation on the part of their followers and sympathizers. To do them justice, the great trade union leaders of recent years, and among them the greatest of all, Mr. Mitchell, have done much to minimize the violence and disorder inseparable from the forces which they have called into play. But even in the face of their acknowledged power and influence, the actual course of events during a strike proclaims the whole system and its methods to be utterly inconsistent with the very essentials of civilized society. As it operates at present, the system of strikes as a method of vindicating right and attaining to justice is a cruel absurdity.

## THE REMEDY

If labor honestly desires justice it cannot afford to follow a course essentially destructive of justice and allied with the enemies of law and order. If the trades unions themselves refuse to be made responsible to the courts for the due observance of their promises, and for the natural consequences of their actions and counsel, with what grace or consistency can they apply to the same courts to hold capital to its promises and obligations? Undoubtedly the first and longest step towards the vindication of the

\*This article was published in the February number of the Canadian Magazine. The thanks of INDUSTRIAL CANADA are due to the Canadian Magazine and to Prof. Shortt for kind permission to reproduce the same.

rights of society on the one hand, and the securing of a just and stable recognition of rights of labor on the other, lies in the legal incorporation of trades unions. In assuming responsibility for their actions the unions will also attain to moderation and consistency, and thus gain public confidence and respect as the legitimate guardians of the rights and liberties of labor.

The widespread inconvenience and suffering throughout the most populous sections of the United States and Canada, owing to the late coal strike in Pennsylvania, and the decision lately rendered in the case of the Taff Vale Railway Co. against the Amalgamated Society of Railway Servants in Britain, have given special importance to this subject at the present time, and have drawn attention to the anomalous position which trades unions have occupied with reference to legal rights and obligations. Though the Taff Vale case is an important legal precedent, not only for Britain but for the United States and Canada, where, though different laws prevail, yet practically the same legal principles are accepted; still it would be much more satisfactory to have all doubts removed by the enactment of special measures requiring the legal incorporation of trades unions. At present the State of Massachusetts is leading the way in an effort to secure legislation to this end. Whatever may be said for or against compulsory arbitration in the case of labor disputes in special occupations, yet the putting of labor unions in general upon a legal basis would seem to be a first requisite, and should occupy the serious attention of our Canadian Government.

### REPRESENTATIVES IN HAMBURG.

The Ontario Department of Agriculture have forwarded correspondence from a firm in Hamburg, Germany, as follows:—

"In our commission and agency business here, for Hamburg and the interior of Germany, we are desirous of communicating with some *first class Canadian firms* who are dealing in *apples* of all kinds,—green apples, evaporated and sun dried apples, fresh apples, apple skins, apple-cores, and apple chops, also vegetables, and all lines of *dried and canned fruits*. Also *provisions of all kinds*, beef and pork products, bacon, lard, oils, grease, tallow, basings, beef-hams, insides, shoulder clods, ox-tongues, boneless hams, picnic hams, short cut hams, ribbellies, also butter, cheese, *beeswax*, and oleo. Also all kinds of canned goods, canned fruits and vegetables and *tinned lobsters and salmon*.

If you can put us into communication with different firms doing the different branches of business of the lines we mention, or help us in any way to find out our requirements we shall be much obliged." INDUSTRIAL CANADA will be glad to furnish the address of the correspondent.

### OUR EXCHANGES

This list comprises interesting articles noted since the last issue of INDUSTRIAL CANADA. The different papers are on file in the Association's Rooms and are at the disposal of the members.

*Apparatus.*—*Electrical Apparatus for Coal Mining.*—The "Iron Age," Feb. 26, 1903.

*Selection and Care of Leather Belting.*—The "American Manufacturer," Feb. 26, 1903

*Commerce.*—*The Great Seas between Canada and the U.S.A. and the Commerce that is transacted by their Ports.*—"Commercial Intelligence," Jan. 29, 1903.

*Commercial Extension.*—*South Africa after the War. Outlook for British Trade.*—"Commercial Intelligence," Jan. 22, 1903 and Jan. 29, 1903.

*British Honduras. Openings for Capital and Labor.*—"Imperial Argus," Jan. 15, 1903.

*Preparing for the South African Market. What to do and what not to do.*—"British South African Export Gazette," Feb. 6, 1903.

*South African Trade and Industry.*—"Anglo-African Argus," Feb. 14, 1903.

*The South African Market.*—"British Trade Journal," Feb. 1, 1903.

*Commercial Problems.*—*Nova Scotia Coal for Ontario.*—"Maritime Merchant," Feb. 26, 1903.

*Commercial Crises.*—By Prof. J. S. Nicholson of Edinburgh—"Commerce, Accounts and Finance," Feb. 1903.

*Zollverein Issue from a Canadian Standpoint.*—"Commercial Intelligence," Jan. 29, 1903.

*Reciprocity in Coal.*—"Maritime Merchant," Feb. 12, 1903.

*Education.*—*Technical Education.*—By T. B. Kidner, Director for Nova Scotia of the McDonald Training Schools. "Industrial Advocate," Halifax, Feb. 1903.

*Industries, Canadian.*—*How Portland Cement is made by a Canadian Company.*—"Monetary Times," Feb. 27, 1903.

*Canadian Pig Iron Production in 1902.*—"Iron Age," Feb. 26, 1903.

*Canadian Nickel Industry.*—"American Manufacturer," Feb. 5, 1903.

*Labor Problems.*—*Labor Organization in Canada. Its Growth and Present Position.*—"Labor Gazette," Feb., 1903.

*Recognition of the Union. A Clergyman's View.*—"American Industries," Feb. 15, 1903.

*Trend of Trades Unionism towards Socialism.*—"American Industries," Feb. 15, 1903.

*Metric System.*—*Metric System and Export Trade.*—"Electrical World," Jan. 31, 1903.

*Niagara Power.*—*Electric Power from Niagara.*—"Monetary Times," Feb. 6, 1903.

*Canadian Niagara Power Development.*—"Canadian Electrical News," Feb., 1903.

### KEEP CANADIANS AT HOME

F. H. Chisholm, of Galt, writes as follows to the Family Herald and Weekly Star of Montreal:

"I am a believer in Canadians for Canada, and it is always a personal trouble to me to see them being exported to the United States. There is no United States protective duty on that commodity, but if we lower our duty on manufactured goods or farm products it certainly acts as bounty on Canadians. The result is simple. If the American manufacturer sends an extra car load of his wares to Canada on account of the lowered duty will be another man required in his factory to do the extra work; and as the car load of goods sent in will take the place of a car load that would have been manufactured in Canada it is only reasonable to assume that one man less will be required in the Canadian factory; and therefore to balance things the Canadian workman becomes bounty fed export. He leaves his Canadian workshop, where there is no longer work for him and goes over to the booming protected factory across the lines, where he makes the extra car load of goods that is required to fill the demand from the free Canadian market.

If this were the end, it would not so much matter; but now that he is in the American factory, the American farmer, and not the Canadian farmer, supplies him with bread, pork, beef and potatoes; and in this way the Canadian farmer suffers by the lowering of the duty on manufactured goods and by the export of Canadian workmen.

Can the Canadian farmer not see that the man who makes binders also eats wheat, and that the man who makes butcher knives also eats beef and pork, and that if these men work on the Canadian side of the line the wheat, beef and pork they eat will be grown in Canada?

If there were no American duty the evil would not be so glaring; but why consider the Americans in the matter at all? Let us build up a Canadian home market, and this can be done only by keeping the Canadian workman, who is the Canadian consumer, at home, and to do this we must protect him against foreign protected competition.

## The Canadian Furniture Industry

PROBABLY the first of the great Canadian factory industries to be established was the manufacture of furniture. More than one hundred years ago, when Napoleon was at the zenith of his power in Europe and before the War of 1812 was thought of in Canada, the Drum Furniture Company began the manufacture of furniture in the city of Quebec. This old business is still being carried on in the same premises by James Perry, but the benches at which the workmen of a century ago fashioned their quaint sticks by hand have given place to modern wood-working machinery, modern methods and modern styles. The Drum factory

needs of the early pioneers of Ontario were supplied, the industry could scarcely be said to have amounted to anything until the Jacques & Hays business was established in Toronto about the year 1830. This business afterwards became known as Robert Hay & Co., and from it sprang some of the largest firms now doing business in Western Ontario. Until 1878 the head of the firm, Mr. Robert Hay, was a staunch Liberal in politics, but when the National Policy was launched by the Conservative party under Sir John Macdonald, Mr. Hay came out as a strong advocate of protection and was elected to parliament for Centre

business was liquidated by the head of the firm before his death, but the old business is still being carried on in Toronto by the firm of Charles Rogers & Sons.

Of all the factory industries of Canada the manufacture of furniture might reasonably be regarded as the most indigenous to the country. Canada's forests of both pine and hardwoods have always been counted as one of the most valuable and inexhaustible of its great natural resources. The fact that the large majority of Canadian furniture factories are situated in the western peninsula of the Province of Ontario and more particularly in the towns and cities along what is known as the hardwood ridge which extends throughout that peninsula, indicates that in the earlier days of the industry the supplies of raw material used in the factories were drawn from the hardwood forests in that part of the province. That was the case for many years after the starting of the first of these factories, and when the cheaper grades of furniture were more largely made from our native birch, beach, maple, elm and other hardwoods. At that time also there was a fairly large supply of suitable oak timber to be had in Canada for the manufacture of the better grades of furniture. In later years however a great change has come over the furniture manufacturing industry. With the steady increase in the use of labor-saving wood-working machinery and the consequent reduction in the price of the better grades of furniture, the demand for the cheaper grades made from native Canadian hardwoods has greatly fallen off. People who a few years ago were satisfied with goods made from maple, beech or elm, stained to resemble oak and other more expensive woods now demand a better class of article, either what is known as natural oak, oak veneer or quartered oak, of which material there is a very limited supply in Canada. The result of this increasing demand for a better class of goods has compelled the furniture manufacturers to look abroad for much of the raw material used in the manufacture of what is now sold in place of the former cheaper class of furniture. The raw material for the more expensive grades made of mahogany, baywood, rosewood and walnut has all been obtained in foreign markets.

The result of this evolution in the furniture industry, the cheapening of the cost of production and the consequent demand of the public for a better class of article, has compelled Canadian furniture manufacturers to purchase a very large proportion of their stock of oak lumber from the United States where the supply of suitable material is very much larger. The fact that there is not in Canada a single factory in which oak veneer is



THE UPHOLSTERING DEPARTMENT.

en established soon became the centre of the furniture trade of old Canada. Skilled workmen were brought from England and under their guidance native labor was instructed. The old firm of Philip Valliers & Son of Quebec grew out of the ancient Drum business. In Ottawa the original firm of Harris and Campbell, predecessors of the present firm doing business under the same name, owed its origin to the pioneer firm in the ancient capital. Many other instances could be quoted of firms all doing business in the eastern part of Canada which owed their origin and were founded by workmen from the first furniture factory in the Dominion.

Though there were small furniture factories in Western Canada away back in the earliest days, from which the primitive

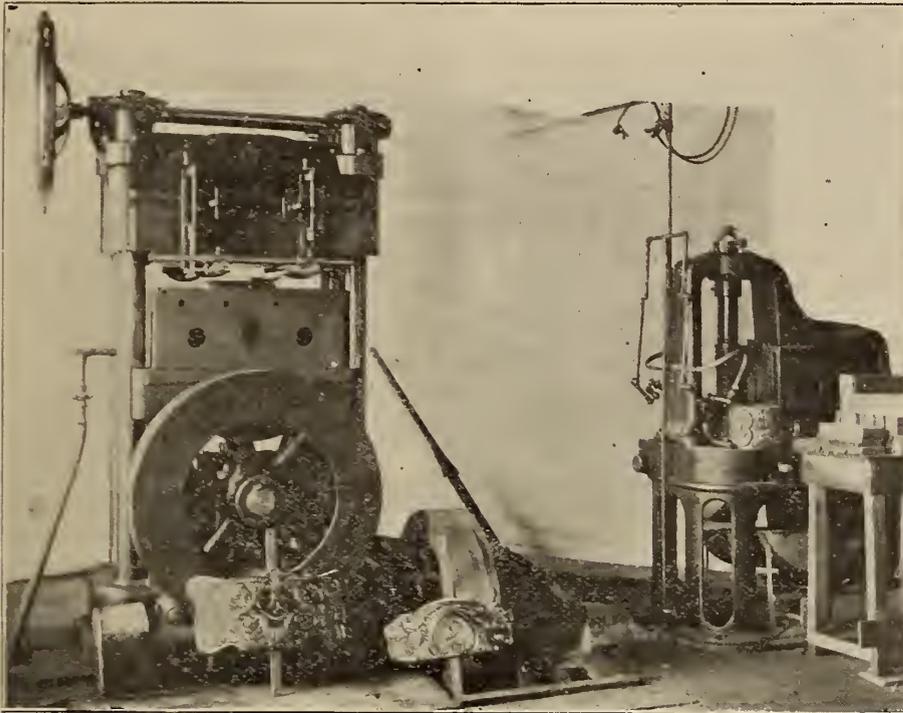
Toronto, and for two parliaments sat behind the leader of the Conservative government. The Hay business was the largest of its kind in the country for many years, employing from four to five hundred hands in its large factory situated on the site of the premises now occupied by the Eckhart Casket Company. Not only did this pioneer firm turn out skilled workmen who were responsible for the establishment of many of the large furniture factories now doing business in Canada, but it contributed largely to the pioneers in the same line of business in the United States. Among others Mr. John Mowat, General Manager of the Grand Rapids Chair Company and a nephew of the present Lieutenant-Governor of Ontario, was a workman in the Hay factory. The Robert Hay & Co.

turned out, and that the entire Canadian supply comes from the United States, shows the dearth of raw material for the better class of goods in a country which for generations has been largely exporting the products of

solid mahogany. Some years ago the prevailing fashion in Canadian and American furniture was walnut or cheaper made woods to imitate walnut. Then birch finished to look like mahogany was introduced and

the lead with weathered oak for those who wish to get away from the everyday style in the furnishing of the hall, library and dining room. Mahogany combined with birch has become a fashionable furnishing in the medium grades of drawing room and bedroom furniture, while in the better lines for this class of furnishing as well as to a very considerable extent in dining room furniture, particularly for reproductions of the old styles solid mahogany and selected mahogany veneers veneered on birch or whitewood are much in use. It may be interesting to note that the old time standby, walnut, which has become practically extinct in Canada and very scarce all over the continent, is being re-grown in Canada. Mr. George Gooderham has planted out a considerable tract of land not far from Toronto with some thousands of walnut trees. At the price which walnut lumber now brings on the market, Mr. Gooderham's investment will no doubt bring in a rich return."

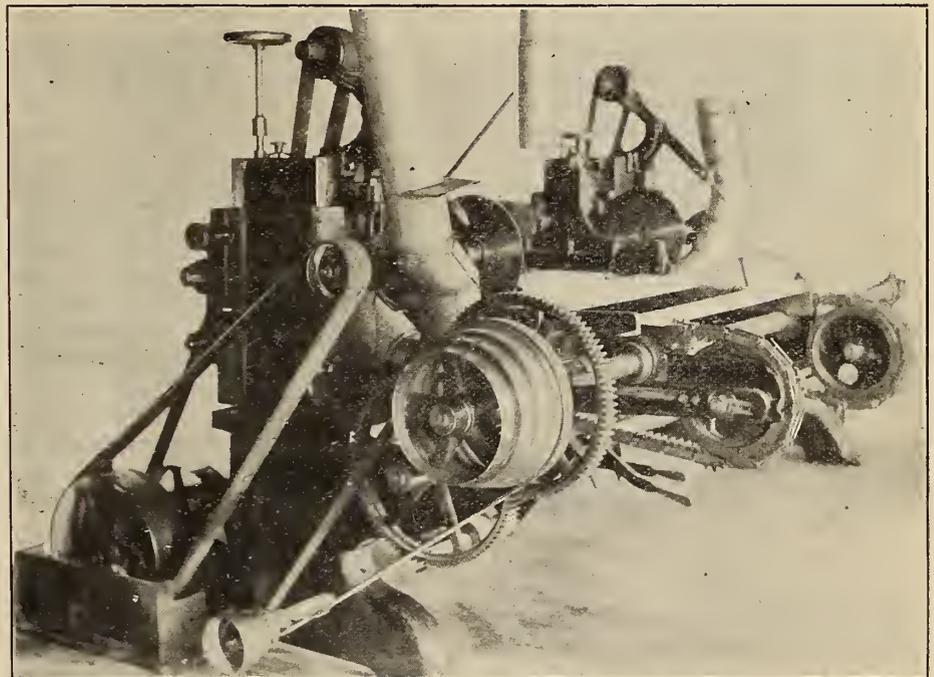
Despite the fact that so large a proportion of the raw material used in the manufacture of the better grades of furniture has to be imported, the furniture industry is one of the strongest as well as one of the most extensive in the Dominion. It is only necessary to travel through the western peninsula of Ontario and see important towns and cities like Woodstock, Berlin, Seaforth, Wingham, Walk-



AUTOMATIC DROP CARVING MACHINE.

its virgin forests to supply the needs of foreign lands.

Nevertheless, it would be a mistake to suppose that most of the wood used in Canadian furniture factories is imported. A leading furniture man said: "In the same piece of furniture there may be several different kinds of wood. While the more expensive woods used in the manufacture of furniture are imported, a great part of the imports are veneers. The oak veneer is only about 1-16 of an inch thick and the mahogany veneer about 1-32 of an inch thick. These veneers are commonly, although not always, attached to Canadian woods, being glued on, so that there is not such a displacement of Canadian labor in getting out the necessary lumber as one might suppose or as would be the case if all the furniture were made of solid wood. As a matter of fact the extra labor required in attaching the imported veneers to the Canadian woods would probably more than make up for the loss of labor in the sawmills. As only the finer logs are cut into veneers the manufacturer is able to give a very handsome appearance to his furniture owing to the better figure in the veneers. In the higher grades of furniture where durability and beauty from selection of woods is aimed at, the process of veneering is sometimes even more costly than the



DOUBLE TENON MACHINE.

still is used to a very large extent in the manufacture of parlor frames, fancy tables and bedroom furniture. Later on oak in the antique finish became the fashion. At the present time the golden finish seems to take

erton, Warton, New Hamburg, London, Stratford, Mount Forest, Owen Sound, Waterloo, Guelph and many others with their enormous furniture factories employing thousands of ski workmen to realize that the

industry is one of enormous value to the country. In the province of Quebec too the industry is in a most flourishing condition. There is now being constructed at St. Hyacinthe a very large furniture factory, which promises big things for the future.

The chief feature which strikes the visitor to any of these large factories is the tremendous progress which has been made in the use of labor-saving machinery. From the first stage in the manufacture, when the rough lumber is cut to dimensions and dressed, to the last stage, where the finished article is hand polished and made ready for the market, the process of manufacture is one long series of machines which seem to have almost human intelligence. In the old days grooves, mortices and tenons were carefully made by hand at a carpenter's bench; to-day they are made with marvellous rapidity and mathematical accuracy by machines which seem to do everything at once. In the old days one or two skilled workmen worked on the component parts of a single article; to-day the component parts of the same kind of an article are turned out in thousands by machines tended by a single operator and have only to be assembled in the joining rooms. Where formerly a workman carefully obtained a surface for polishing by the use of sandpaper and elbow grease to-day rapid working machines do the same work better in a fraction of the time.

One of the most interesting departments in a modern furniture factory is the embossing and wood-carving section, where artistic carving formerly done by hand is turned out in hundreds by dies and hydraulic presses, and by ingenious little machines known as spindle carvers. The rapidity with which the operators of these machines do their work is little short of wonderful. No faster and more astonishing work is done in a furniture factory than in the cheap wooden chair departments. The speed with which the component parts of ordinary wooden chairs are turned out explains the secret of the small cost at which they can be purchased to-day in spite of the increased cost of raw materials and higher wages for labor compared with former days when much of the work had to be done by hand.

In the higher grades of expensive furniture Canadian factories do not have to take second place to any on the continent in quality, price or style. Some of the fine work turned out by the Western Ontario factories would astonish those who imagine that only the cheaper grades are made in the country. Not only are the Canadian furniture factories to-day supplying the home market with grades, qualities and styles to suit the popular taste, but a large and profitable export trade is being worked up with Great Britain, Australia, the

West Indies and South Africa. Some of the larger factories have agents in all these countries studying the demands of the trade there, and by offering a better article for less money made to order to suit the public taste and requirements, are establishing an export trade which is bound to become one of the largest and most important in the Dominion.

A branch of the industry that should not be overlooked is that of rattan and reed furniture. The process of manufacture is very interesting. The rattan is imported from China. The outer bark or shell is of a smooth glossy appearance. This is stripped from the inner part, which is called the reed, by means of a very finely constructed machine, usually in three grades, fine, medium and coarse. The bark is called cane and is the material used for seating the well-known cane seat chair. After the bark is removed the reeds are placed in large vats filled with a chloride solution and bleached. They are then ready for manufacture into chairs, couches and other articles of fancy furniture. Rattan is also extensively used in Canada in making baby carriages.

During the last fifteen years wooden bedsteads have been largely displaced by metallic bedsteads. There are now a number of factories in Ontario turning out high-grade brass and brass and iron bedsteads. The King Edward hotel in Toronto will be furnished with brass bedsteads made in Canada.

The work of upholstering was formerly done almost entirely by the retail furniture dealers. A few years ago every retailer employed upholsterers to make up his stock-goods as well as his ordered work, but now the work is largely done in factories. What wood-working machinery has done to keep down the cost of wood furniture the tufting machine in the upholstering factory has done to lower the cost of many lines of upholstered furniture with the result that the sales of such classes of goods have been largely increased. In the higher grades of upholstered furniture, however, the old style of manufacture by hand still retains precedence.

W. R. S.

### TRANS-CONTINENTAL RAILWAY IN AUSTRALIA

Messrs. W. P. Wicksteed & Co., of Adelaide, South Australia, in correspondence with the Association give the following interesting information with regard to the proposed railway to run across the Australian continent.

"We presume that you have heard something of the proposal by our Government to construct a railway right across the con-

tinental on the land grant system. From what we see and hear we think it is pretty certain that capitalists will take up the scheme. We presume that it would be altogether outside your scope of operation to interfere in a matter of this sort in any way at all except so far as the matter affected one or two of your large steel manufacturers. Of course this is a big affair, and some thousand miles or more of railway are to be made and an immense area of land in alternate blocks on each side of the line to be given to the contractor as a consideration for his business. If you think that it is possible that one or two of your large steel houses might interest themselves in the matter for the sake of the trade it would bring to them and that there is the least chance of their being able to form a strong syndicate to take up the job we shall be exceedingly pleased to forward you all possible information. As a matter of fact we shall probably forward you the information, with details as far as can be had of the scheme, including description of the country, the acts of Parliament affecting it, etc., as soon as the whole of the information is available, and before you can write us in reply. Still if you see anything in the matter at all you might make some preliminary enquiries."

### THE LATEST "SHIPPING WORLD."

Seventeen editions of the "Shipping World" have now been published, and the latest volume has been brought up to a highly comprehensive plane. The additions this year include the new tariffs of Australia, China, Newfoundland, the Transvaal, the Philippines and Venezuela, together with all changes in the tariffs of other countries. In the fore part of the book appears a new and valuable feature, being a retrospective review of shipping questions that arose during 1902. This section includes a discussion of the Atlantic Shipping Trust and the effects of Liquid Fuel and Wireless Telegraphy on navigation. The other regular departments are all maintained.

### BUSINESS OPENING IN DAWSON.

A firm of wholesale importers, Dawson, wish to form a company with \$20,000 to \$50,000 capital to take over present business this spring, and make purchases outside for sale in Dawson and Klondike. Owner's stock is at present low, and a partner is desired. Present assets to be taken as stock at a fair valuation. Object to obviate the paying of 1 per cent to 1½ per cent. per month interest on bank advances. Satisfactory returns anticipated. Nature of business, hay, oats, general produce, liquors, etc.

# FOREIGN TRADE NEWS.

## TRADE ENQUIRIES.

*NOTE.*—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

**Agencies.**—A firm in Dresden, Germany with good business experience, and offering excellent references, wishes to hear from Canadian exporters desiring representation in Germany and Austria.

A merchant in Port of Spain, Trinidad, is starting a general wholesale and commission business, and asks correspondence with shippers of fish and food stuffs, dairy products, candles, paper, matches, boots and shoes, furniture, etc.

We have been advised from the Head Office of a large importing house in Sydney, N.S.W., that one of the members of their firm will be in Canada early in March. While here he desires to procure agencies for everything connected with the coachbuilding trade, such as carriage woodware, rims, hubs, spokes, wheels, axles, springs, gears, etc., etc. Other lines they are doing business in are boots and shoes and wall paper, but are in a position to market almost anything suitable for their colony.

**Belting, Leather.**—A wholesale firm established ten years ago in Glasgow desires to get in touch with a good firm of leather belting manufacturers who can compete with the home market.

**Binder Twine.**—A firm in Leicester asks for samples and prices of the best qualities of binder twine. They desire to represent a good manufacturer.

**Butter.**—A firm in London, England, asks for communication with butter exporters.

**Butter, Cheese, Eggs and Provisions Generally.**—Merchants in Bordeaux, France, sending references, desire to represent Canadian shippers in the above line. At present they are doing a cheese business to the extent of 500,000 francs. Two well-known Chicago brands are already represented but dissatisfaction exists. The trade is done on a two or three months' credit.

**Caviare.**—Enquiry has again been made, this time by a Hants firm, for Canadian producers of caviare or for their English representatives.

**Canned Goods.**—A firm of commission merchants in London, offering good references, is desirous of obtaining the representation for England of Canadian packers of canned goods or other produce.

**Carriage, Wagons, Etc.**—A gentlemen in London, with experience, about to take up residence in South Africa, desires to be placed in communication with Canadian manufacturers of carriages, farm wagons, implements, etc., with a view of securing agencies.

**Denims.**—A firm in Levuka, Fiji Islands, desires to represent Canadian manufacturers of denims, ducks, etc., and asks for samples of the above. This correspondent already does a business with Canada in other lines.

**Doors, Windows, Etc.**—A correspondent in Constantinople, desires to get in touch with a shipper of the above and has at the present time a small order to place.

**Electrical Apparatus.**—An electrical engineer in London states there would be a good sale in Britain for dynamos, motors, transformers, arc lamps, electrical meters, etc., and desires to take up an agency in London for a Canadian shipper.

**Engineering Opportunity.**—A London firm having accommodation in a central position, is willing to let space in its premises for the purpose of showing the goods of any Canadian engineering firm which may require such facilities.

**Flour.**—A Glasgow firm of produce brokers wishes to secure the representation of a first-class Canadian manufacturer of Flour.

The names of leading Canadian flour millers are asked for by a gentlemen in Edinburgh, who is about to join a firm of general merchants at Johannesburg.

**Fruits, Canned, Meats, Etc.**—A London wholesale house is prepared to hear from Canadian packers of canned vegetables, fruits and also of lunch tongues, etc.

**Fruits and Vegetables, Dried and Canned.**—A London firm, established in 1887, carrying on a wholesale business, partly on commission and partly on their own account, sends good references and asks to be put in touch with shippers of the above.

**Furniture, (Balcony.)**—A firm in Brussels with whom we have been in communication for some time desires to procure the above in Canada and asks for catalogues to go into the matter carefully as to whether Canadian goods are suitable or not for that market.

An agent in Glasgow wishes to get into touch with a first-class Canadian house exporting canned fruits, principally gallon apple.

**Handles, Birch Squares and Tables.**—A correspondent in New York writes for the names of manufacturers of handles, for picks, shovels, sledges; birch squares for chair seats and folding tables of hard wood.

**Lard.**—A firm of commission merchants in Curacao, D.W.I., desires to represent a Canadian shipper of Lard.

**Locks.**—A firm in Brussels with whom we have been in communication for some time, desires to procure the above in Canada and asks for catalogues to go into the matter carefully as to whether Canadian goods are suitable or not for that market.

**Lumber.**—A business house in Tunis is making enquiry for Canadian firms prepared to ship lumber, etc., for which it is open to take up the agency.

**Mica and Asbestos.**—A Glasgow firm wishes to open up direct business relations with owners of mica and asbestos mines, who are in a position to offer large quantities for export.

**Produce.**—A Bristol firm with large experience in the provision trade desires to take up the agency for the sale of Canadian produce, and asks to be referred to houses needing such representation.

**Provisions.**—A London firm, established in 1887, carrying on a wholesale business, partly on commission and partly on their own account, sends good references and asks to be put in touch with shippers of the above.

A London firm of produce brokers would be pleased to act for Canadian shippers of butter, eggs, bacon and similar lines. They possess a first-class connection.

**Wood Pulp.**—A firm in Glasgow desires to secure the representation of a wood pulp factory.

**Wood Pulp, Sulphite Pulp Grey Boards.**—A Manchester box manufacturer desires names of Canadian manufacturers of the above.

**Steam Traps.**—An electrical engineer in London states that there would be a good sale in Britain for steam traps and desires to take up an agency in London for a Canadian shipper.

**Sturgeon's Roe.**—Two inquiries have been made by London firms for names of Canadian exporters of sturgeon's roe for caviare.

**Timber.**—A London firm of wholesale and export cabinet-makers are desirous of being placed in direct touch with Canadian exporters of timber suitable for their trade.

### FRENCH TRADE IN JANUARY

A statement of the value of French imports for consumption during the month of January, 1903, has been compiled by M. Anatole Poindron, the Canadian Commercial Agent for France. This statement shows that there has been an aggregate increase in imports of \$5,268,200 over the month of January, 1902. This increase is made up principally in the department of raw materials, where an increase of \$4,714,400 is noted. Food products show an advance of \$612,000 in value, while manufactured goods imported have decreased by \$58,200. The figures given for January, 1903, are: Food products,

\$11,130,800; raw materials, \$49,627,800; manufactures, \$10,361,400.

The table of exports appended places values as follows: Food products, \$8,221,200; Raw materials, \$19,288,200; manufactures, \$34,101,400, and small parcels, \$4,319,200. On all of these there has been an increase with the exception of food products. Here there has been a decrease of \$2,043,400. The total increase in exports, however, aggregates \$6,797,600. This, combined with the increased exports, makes a total gain to French trade of \$12,065,800. The figures supplied here are subject to 3% average discount, owing to the exchange in favor of Canadian money.

### OPENING FOR SLATES.

Mr. Harrison Watson, of London, directs attention to what he believes to be an admirable field for Canadian industrial development. The United States source of supply of slates for roofing purposes has become so curtailed that it has become difficult to procure slates in London, except at high prices. Some time ago an exhibit of slates from Canada was made in London, which attracted favorable attention on the part of those interested. The hint is now given that a development of the slate industry in Canada would be in order. The

slate deposits in Quebec are believed to be of the best quality in the world and their development is looked forward to with interest. Enquiries about Canadian slates have come from London, information regarding which will be supplied on request.

### HORSE HAIR AND BRISTLES.

A large and profitable demand for hogs bristles in the London market is reported by Mr. Harrison Watson. With the development of the hog industry in Canada, Mr. Watson believes there should be an increasing supply of bristles available here for export.

There is also a very considerable market in England for raw horse hair. Mr. Watson has made enquiries on behalf of a Canadian hair dealer and has found this to be the case.

Another step has been made this time by the Transvaal Government to assist in the development of commercial relations between the Transvaal and Canada. Mr. C. A. Harwood, B. C. L., of the legal firm of Messrs. Lighthall, Harwood and Stewart, Montreal, has recently been appointed a commissioner for taking evidence and affidavits in all matters depending in the supreme court of the Transvaal.

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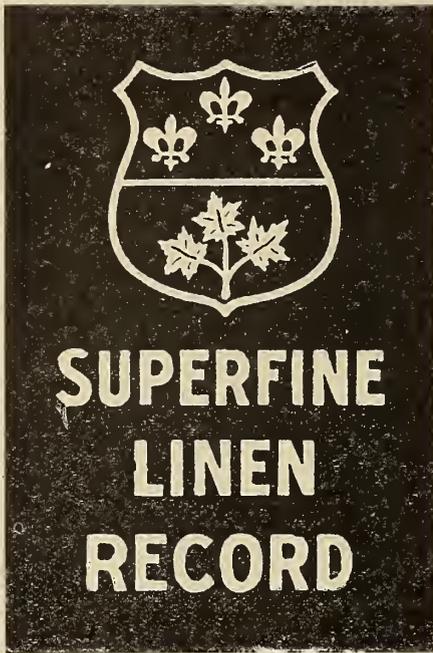
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February 2, 1903

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Milwaukee, Wis.

Dear Sirs,—

As it will no doubt interest you, we beg to enclose copy of letter we have written to B. Bell & Son, of St. George, in reply to an enquiry received from them this morning.

We wish to say that we are so well pleased with the work you did for us that we not only give this cheerfully, but we would consider it a pleasure to put in a word for you anywhere that we can, as, although we have not had the slightest hint from you to that effect, we feel that the work you did for us must have been done with little or no profit to yourselves, and yet it was done as thoroughly and efficiently we believe as any of your best paying contracts, and for this reason we should like to further your interests in any way that we can.

Yours truly,

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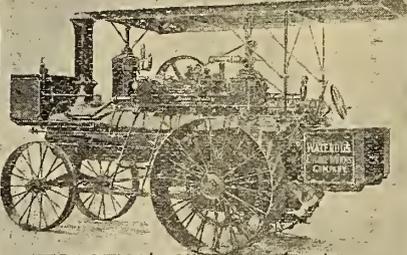
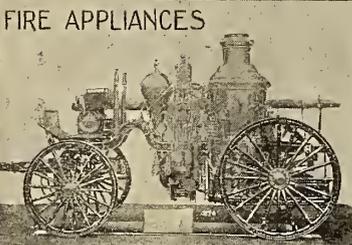
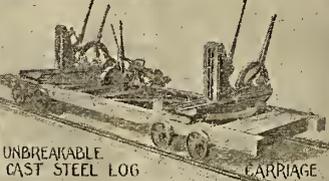
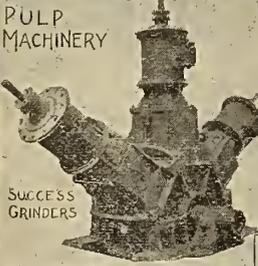
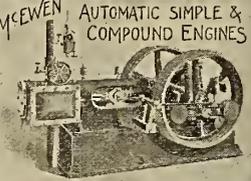
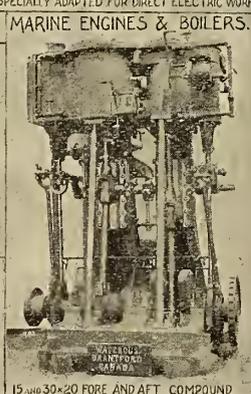
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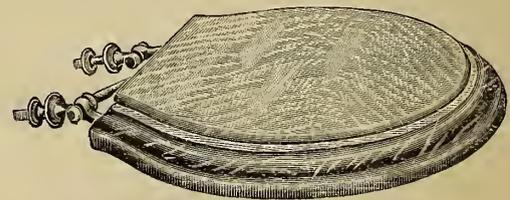
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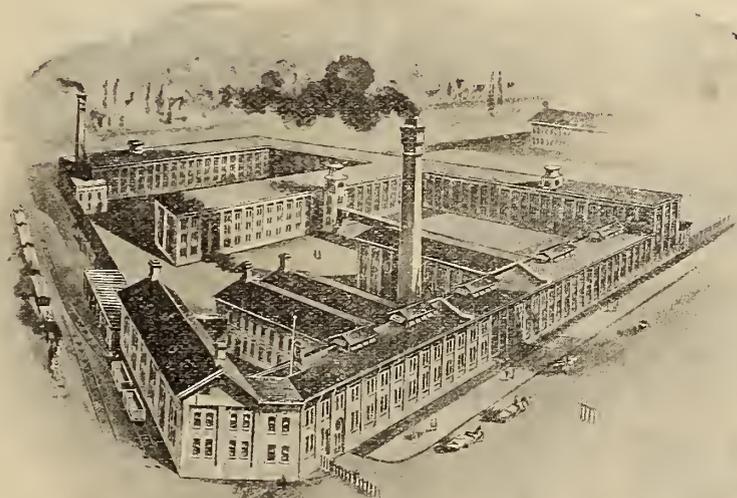
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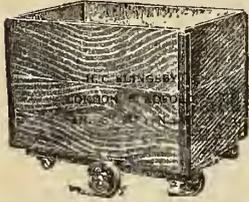


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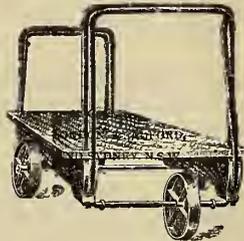
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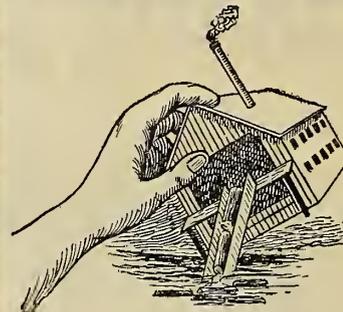
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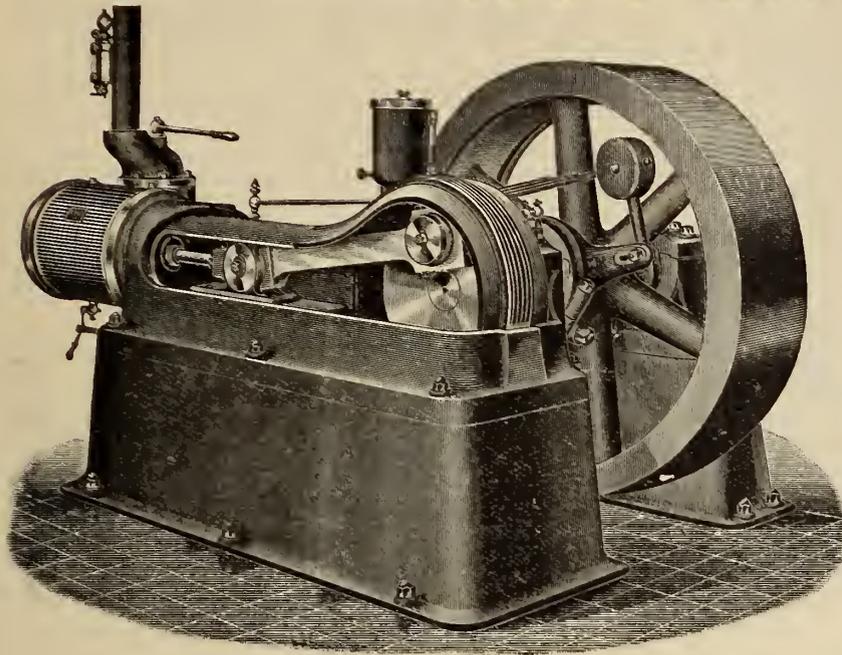
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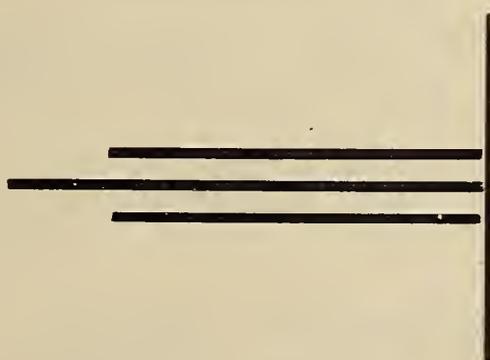
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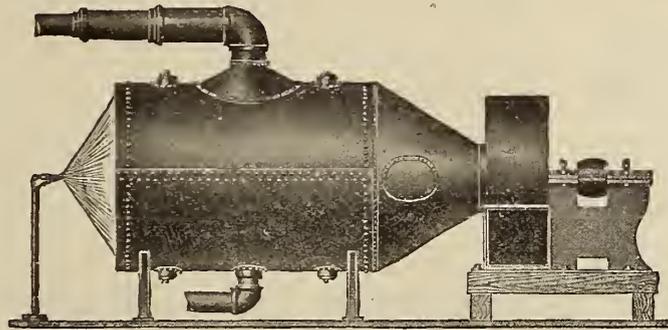


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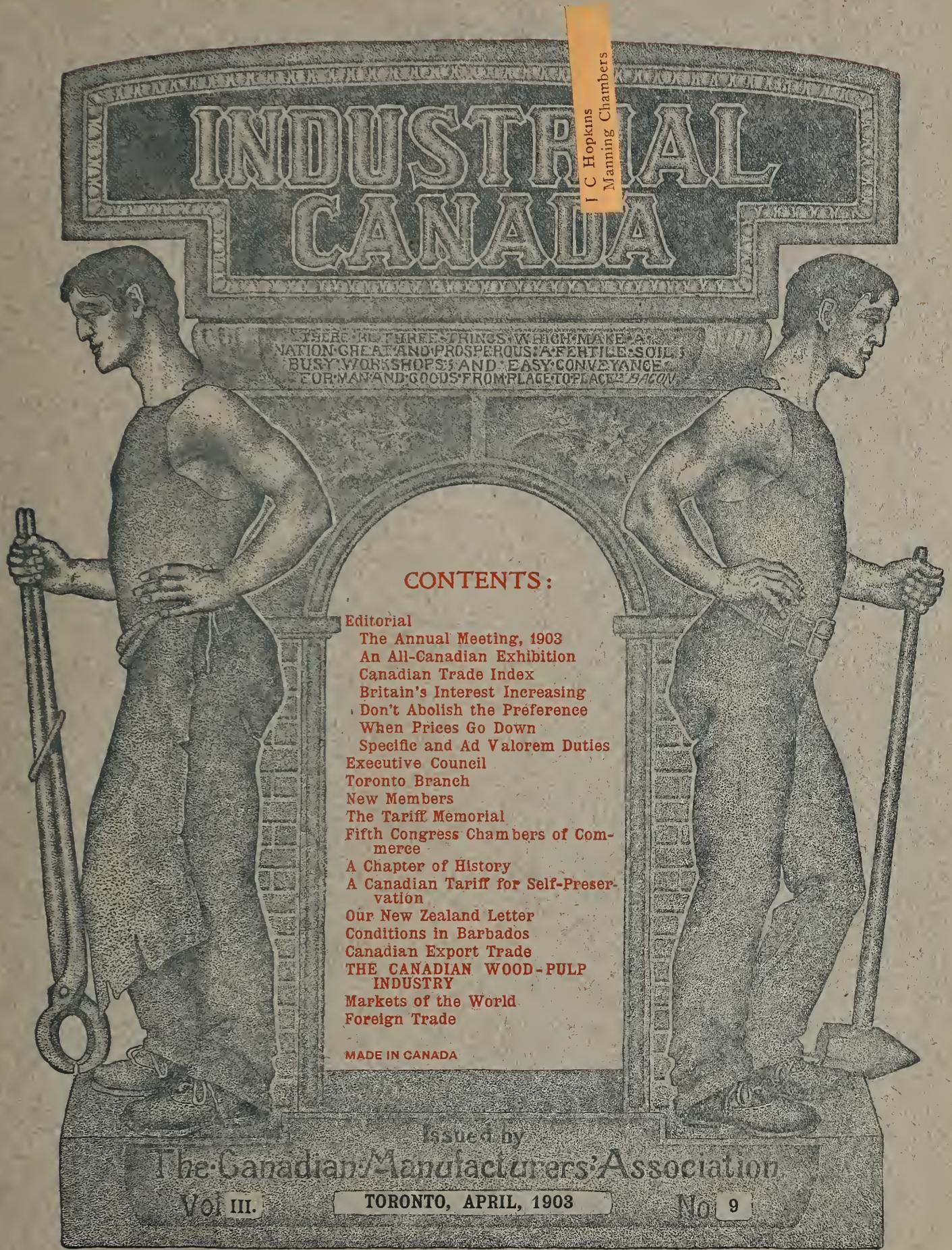
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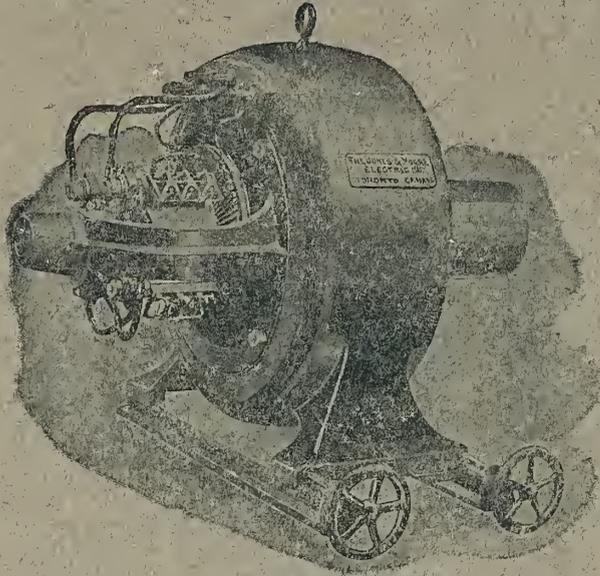
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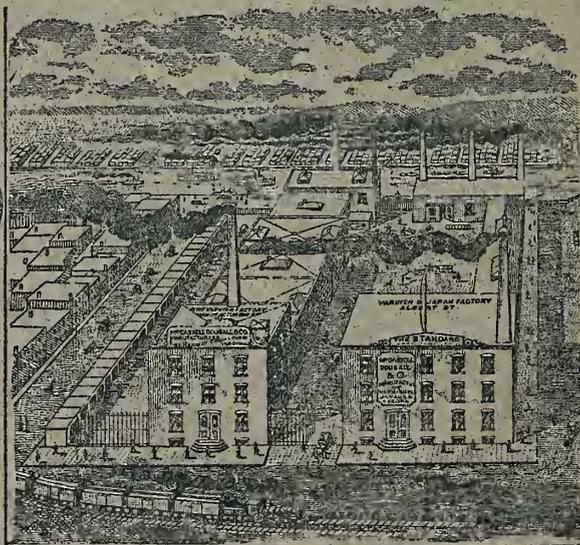
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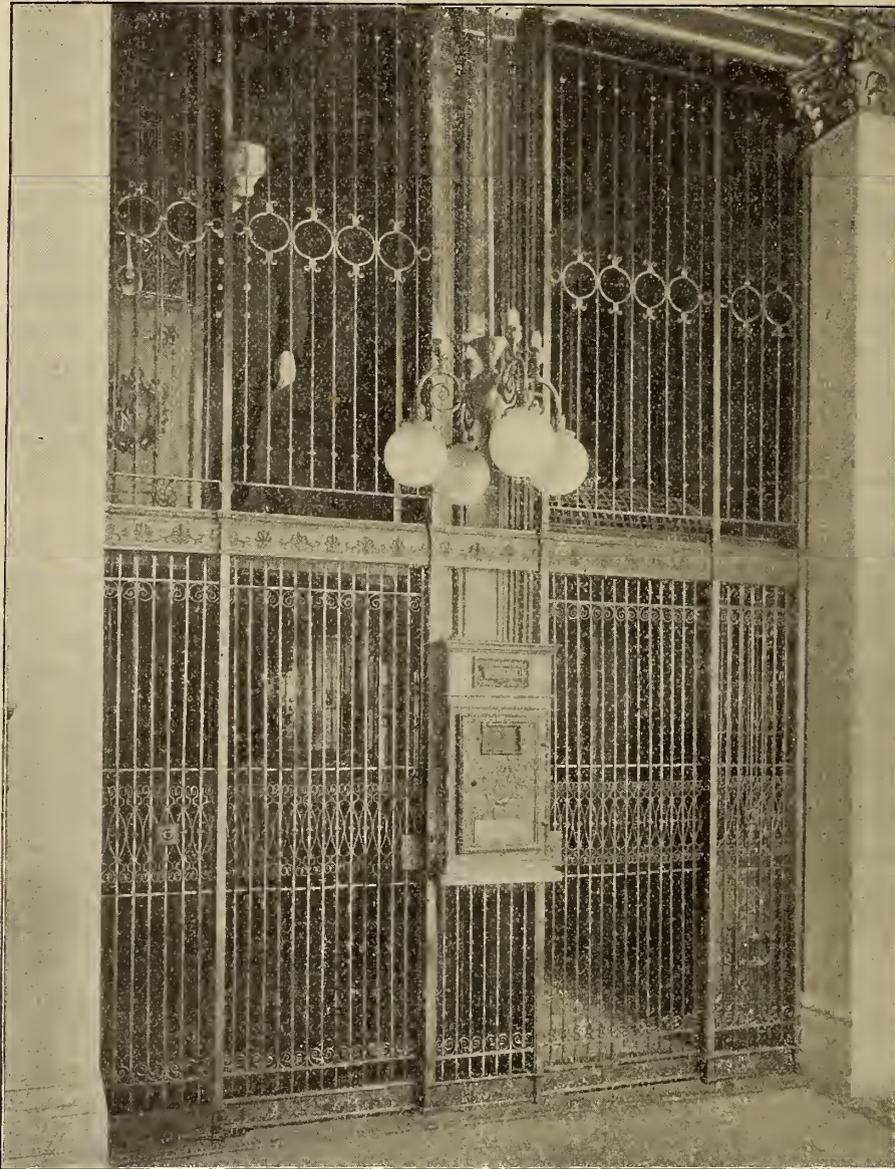
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(INCORPORATED)

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Vol. III.

TORONTO, APRIL, 1903.

No. 9

Industrial Canada.

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

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1. All Members of the Canadian Manufacturers' Association.
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 3. Chambers of Commerce in the United Kingdom.
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Secretary,

Canadian Manufacturers' Association,
(Incorporated)
Head Office, Toronto, Canada.

The annual meeting of the Canadian Manufacturers' Association is one of the greatest annual events in Commercial Canada. The decision to hold the next Convention in Toronto will be heard with widespread interest, and will, we think, be viewed with general satisfaction.

The Association met last in Toronto in 1900, the 1901 meeting being held in Montreal, and last year's gathering in Halifax. Each of these Conventions has been highly successful, and everything points to the coming meeting as the greatest and most important which has yet been held.

Canada at the present time is passing through a stage in her development which is unique. The possibilities for progress are marvellous and much depends upon the united interest of the manufacturers of the country, whose interests are almost entirely bound up with the growth and prosperity of the country. Many important questions are facing us this year as they have never done before, transportation, tariff, labor, export trade and many other problems demand the most serious attention.

The Convention in Toronto next fall will be a rallying point. The date is announced. It is due from the members, in their own interests, and in the interests of the Dominion, to keep the date clear, and to allow nothing to prevent them from being present. Toronto will throw her doors wide open, and nothing will be left undone to make the Convention an enthusiastic and fruitful one.

An all-Canadian Exhibition This Year.

Manufacturers and the Canadian public generally will learn with pleasure that plans are fast taking form for what will surely prove to be the most important exhibition ever held in Canada. The project was conceived some years ago of holding a great Canadian National Exhibition, and the opportunity has been presented in the opening of new and spacious buildings provided by the Industrial Exhibition Association in Toronto this year.

While the time is short, preparations are being made on a magnificent scale, and the prospects are very bright.

Canadian manufacturers should see in this a splendid opportunity to place before the public a large and fully representative exhibit of Canadian goods. If there is any one education which the people of Canada need, and which the manufacturers must supply, it is the knowledge of the variety and excellence of our own productions. Even the manufacturers themselves would be surprised to see the beautiful goods which are being produced here in so many different branches of manufacture, and are too often placed before the public as "the latest importation."

It is earnestly hoped that the members of this Association will interest themselves in this Exhibition. The supervision of the manufactured exhibits has very wisely been placed in charge of our representatives on the Industrial Exhibition Association.

Preference will be given to the displays of Canadian factories, and the management have promised to do all in their power to provide every facility and convenience.

Although not yet definitely settled, it is probable that this Exhibition will open on August 28th and last until September 13th, half a week longer than the usual Toronto Exhibition.

As applications for space are pouring in to the Industrial Exhibition Association very rapidly, our readers who desire to display their manufactures at this great National Exhibition should make their entries as soon as possible, as the chances are that even with the two new buildings for manufacturers, this department of the Fair will be more than full.

Probably no other single effort has done as much to "Canadian Trade Index." capture the export trade of Canada as the "Canadian Trade Index." The Canadian Manufacturers' Association published the last issue in July, 1901. It was a volume of over four hundred pages and fifteen thousand copies were published and distributed.

It contained (1) an interesting account of the manufacturing industries of the Dominion, (2) an alphabetical list of the members of the Association, their addresses and a limited list of articles manufactured by each, (3) a classified alphabetical directory in English, French and Spanish of the various articles manufactured, and (4) display advertisements from members desiring special prominence.

So great has been the success of this book that the annual meeting in Halifax decided by an unanimous vote that another edition should be published during the present Association year. From a national stand-point the book was a splendid advertisement for our Dominion, and gave our manufacturers a direct introduction to importers in every country of the globe. In many cases direct and important business has resulted.

Although it is nearly two years since the last "Index" was published, every foreign mail brings to the Association enquiry forms taken from the Index and filled out, enquiring for various articles made in Canada. The book too, is in general use all over Canada providing accurate information for prospective buyers.

The new edition can only be issued with the prompt and careful assistance of all our members. Circulars have been forwarded to them, requesting particulars for insertion. The Index is issued without cost, unless special prominence is desired through a display advertisement, and the Association has provided for this need by the engage-

NOTICES

Executive Council Canadian Manufacturers' Association—regular monthly meeting, Board of Trade Building, Toronto, Thursday, April 16th, at 2 p.m.

Montreal Branch Executive—Association Rooms, Temple Building, Thursday, April 9th, at 2.15 p.m.

ment of a special advertising manager. No pains will be spared to make this issue "the best yet."

Britain's Interest Increasing.

That Canada, with her wonderful resources, and her progressive people, has at last stirred the conservative interest of the Motherland, there are many evidences. We hear much comment from time to time regarding the impossibility of persuading Great Britain to adopt a preferential tariff, and yet it is interesting to know that during the past month rousing meetings held at a number of Great Britain's industrial centres, including Glasgow and Bristol, carried unanimous resolutions advocating that a preference of no less than 3 shillings per cwt. should be given to Colonial food products. The interesting information is also to hand that a large party of representatives from the British Houses of Parliament will tour Canada next August. Needless to say these marks of attention from the British public and the statesmen of the Old Land will awaken a warm response in Canada, and our people will give every encouragement to the growing sympathy and interest of Great Britain.

Don't Abolish The Preference.

It has been alleged that the Government contemplate the abolition of the preferential tariff in favor of Britain. It has been stated that the attitude of the Canadian representatives at the last Colonial Conference was intended to prepare the way for this. It is hardly credible that the Government intend to do anything of the kind. Whatever may be said about the wisdom or unwisdom of granting the preference in the first place without any compensation, to withdraw it now would create a very unfavorable impression in Britain. It is true that the present tariff hits some of our manufacturers very hard and will injuriously affect many others when hard times come, but the way to remedy the evil is not to abolish the preferential tariff, but to so increase the general tariff that even with a British preference of 33½ per cent. the minimum tariff will be high enough to safeguard Canadian interests. That was the opinion expressed by the Manufacturers' Association at the last annual meeting in Halifax and that is the opinion of manufacturers in general to-day. In most lines our manufacturers have far more reason to fear United States competition than British competition. We need a much higher tariff against the United States than against the United Kingdom. If the general tariff of Canada were as high on the average as the United States tariff we could grant a 33½ per cent. preference to British goods without endangering our manufacturing industries.

While the British manufacturers would not be pleased at an increase of the tariff no matter how it might be brought about, it would cause far less criticism to raise the general tariff than to withdraw the preference.

Very few Canadians would object to a tariff as high as the United States tariff against foreign countries, but it would not be popular to make the tariff against Britain equally high. Consequently Canadian manufacturers cannot get sufficient protection against their rivals in the United States unless the British preference is maintained.

However the preferential clauses of the tariff should be so amended as to guard more carefully against importations of foreign manufactures under the guise of British goods.

When Prices Go Down.

Both political parties have declared that it is their intention to protect Canadian interests in framing the tariff. They should therefore be equally desirous of making the protection effective.

Taking into consideration the conditions that have existed during the past six years, all will agree that with few exceptions Canadian industries have been as fully protected against foreign competition under the Fielding tariff as they were under the Foster tariff which preceded it. Mr. Foster made the great mistake of lowering the tariff in a period of depression when prices were low and foreign competition was keen. Mr. Fielding still further reduced the duties, and if the same conditions had prevailed the result would have been disastrous to Canadian interests. But, fortunately for Canada, the conditions were not the same; the commerce of the world was just reviving from a long period of depression at the time this tariff was adopted, and shortly afterward entered upon the most remarkable period of prosperity and development ever known. The Fielding tariff is largely *ad valorem*. Such a tariff goes up as prices go up, and down as prices go down. It so happened that immediately after the adoption of the present tariff prices went up all over the world, and consequently the protection was increased at the very time that it was least needed. High prices and good times have prevailed ever since, but no one knows how long it will be so. Mr. Fielding himself has said that the pendulum must swing back. When it does swing back, when hard times come, when the manufacturers of other countries begin to slaughter their goods in Canada, prices will decline, and with the prices the *ad valorem* tariff will go down low just at the time when it ought to be high.

It is a well-known fact that throughout the nineteenth century there were alternate

periods of prosperity and depression, affecting all civilized countries and that the good times were as invariably attended by high prices as the bad times were by low prices. Sometimes a period of prosperity would close with a sudden panic. Sometimes the change from high prices and great prosperity to extreme depression would come gradually, the decline in prices extending over a number of years.

There is no reason to believe that the twentieth century will be exempt from similar fluctuations, and it is folly to shut our eyes to this fact and neglect to make preparations for hard times.

According to the Toronto *Globe's* report of the banquet in Halifax on December 12, 1902, Mr. Fielding, referring to the tariff, said:

"If there is an inequality which needs to be remedied we are prepared to consider it and remedy it. If there is a new condition created by the establishment of some new industry; if there are conditions abroad which are interfering with our trade; in short, *if anything has happened*, we do not propose to shut our eyes to established facts, but we do say that where the country has prospered under this tariff there is no reason for getting up an excitement for purposes of having us return to high duties."

Now, if it is right to change the tariff in order to protect Canadian interests after "anything has happened," why would it not be wise to make the change before something happens which everyone ought to be able to foresee? Is it not better to close the door before the horse is stolen than afterward?

Specific and Ad Valorem Duties.

Probably all the readers of INDUSTRIAL CANADA understand the meaning of the terms specific and *ad valorem* duties, but it will do no harm to define them. A specific duty is a definite duty of so much per yard, so much per bushel or so much per article, irrespective of the value, the amount being determined at the time the tariff is adopted by Parliament. Thus, supposing Parliament fixes the duty on barley at 15 cents per bushel, that is a specific duty, and must be collected on all barley imported no matter how the market value fluctuates. Parliament fixes the percentage of the *ad valorem* duty, but the amount to be paid varies with the condition of the markets of the countries from which articles are imported and is always changing. Thus, supposing the price of barley to be 50 cents per bushel and the *ad valorem* duty thirty per cent., it would amount to 15 cents, but if the price of barley increased to 60 cents the duty would be 18 cents. The British customs tariff is exclusively specific. The Canadian tariff

Combines the two systems, but most of the duties are *ad valorem*. It is a curious fact that Canadian advocates of a tariff for revenue only, while pointing to the British system as a model, have always advocated *ad valorem* duties.

The United States Congress has always favored a combination of the two systems, but specific duties are much more generally adopted in the United States tariff than in the Canadian tariff.

It is perhaps wiser not to lay down any cast iron rule in this regard, but there are many strong arguments in favor of specific duties.

Opponents of specific duties have two stock arguments. One of these is that such duties are deceptive; the other is that they discriminate against the poor and favor the rich. But such duties do not deceive anyone who knows the simple rules of arithmetic, for having the price of the article and the specific duty, it is a very simple operation to calculate the percentage, while for those who do not understand the simple rules of arithmetic, it is more confusing to say that the duty is thirty per cent. *ad valorem* than it is to say it is fifteen cents per bushel. As to the other objection that the poor man is discriminated against because under the system of specific duties cheap goods pay a higher rate per cent. than higher priced goods, it may be answered that specific duties, by shutting out cheap, shoddy goods, may save the poor man from being cheated by unscrupulous dealers. Then it should be noted that some lines of goods imported can be classified according to quality, and when goods are so classified, each grade having a specific duty, it is easier for any qualified appraiser in a custom house to decide to which grade such an importation belongs, than it is for him to determine the exact market price of each article in the country from which it is imported, which he is expected to do under the *ad valorem* system.

It is impossible for customs officers throughout the country to always determine exactly the prices of all kinds of goods in the countries from which they come, and consequently under the *ad valorem* system the same classes of goods will often be valued differently at different customs houses no matter how honest both the customs officials and importers may be. Now it is easy to see what a disturbing effect it has upon business when customs officials in Vancouver, Winnipeg, Toronto, Montreal and Halifax, all value the same class of goods differently. Suppose for instance that the customs officials of Toronto and Montreal put a different valuation on a certain line of goods, the importers in one city have an advantage over those of the other. It is so difficult for a customs official to determine the value of goods in the country from which they are imported, that he is often obliged to depend upon the valuation

given in the invoices of the importers, and this opens the way for fraudulent undervaluation on the part of dishonest importers, which has a most demoralizing effect upon trade, because the honest importer and the home manufacturer are unable to compete with the dishonest importer. Moreover, when the valuation depends on the invoice, the large importer has an advantage over the small one, because buying in large quantities he gets his goods at a lower price, whereas, with specific duties, the price paid by the importer not being taken into consideration at all when fixing the duties, the smallest importer gets exactly the same terms from the Government as his wealthy rival. The intention of the framers of our present tariff act was that everyone should pay the same rates, and that the large importer should have no advantage over the small one, but it is evidently impossible to carry out the spirit of the act under the *ad valorem* system.

A tariff with a properly arranged system of specific duties cannot be framed so hurriedly as an *ad valorem* tariff. It requires greater care and better judgment on the part of the Finance Minister and the Minister of Customs, but when it is arranged it can be much more easily administered than an *ad valorem* tariff and is an almost absolute safeguard against fraudulent undervaluation, which is the bane of honest importers as well as of home manufacturers.

The general adoption of specific duties has been advocated in the United States on the ground that such a system would place every importer, large or small, upon the same footing as regards duties, that it would give both importers and manufacturers a more certain basis of calculation for their transactions, would deprive the dishonest importer of an unfair advantage over his honest rival, and would considerably increase the revenues of the Government, because the amounts now pocketed by dishonest importers and by Government detectives and informers would go into the public treasury.

The strongest argument in favor of the specific duty from the protectionist standpoint is that it can be relied upon in a time of depression to protect the home manufacturer against unfair competition, because the duty does not decrease as the price decreases.

Even as a revenue producer the specific tariff is more reliable than the *ad valorem* tariff. It is true that an *ad valorem* tariff will produce more revenue during times of prosperity, but it is liable to lead to deficits when hard times come.

However the experience of the United States seems to show that when the duties are sufficiently high a combination of the two systems with a preference for specific duties proves effective both in protecting home industries and producing revenue.

THE NEXT ANNUAL MEETING.

Report of Reception and Membership Committee.

A well attended meeting of the Reception and Membership Committee was held in the Association offices on Wednesday, March 25th, 1903, the chairman, Mr. S. M. Wickett, presiding.

The chief item of interest before the meeting was the recommendation to the Executive Council of a date for the next annual meeting. The committee has been investigating the matter for almost three months. The urgent invitation of our western members to meet in Winnipeg was carefully considered, but for many reasons it was deemed desirable to hold the next meeting at some central point, and Toronto was selected, with the idea that an excursion to the west should be arranged for the members of the Association, to take place immediately at the close of the convention if possible.

It was very desirable that a date in August should be recommended, owing to the expiry of the regular Association year on the 31st of July. Owing, however, to the unusual number of important events crowding next August and the inconvenience of arranging for an excursion at that time, a date in September was selected, and the following resolution moved by Mr. W. L. George, and seconded by Mr. J. P. Murray, carried unanimously:

That, owing to the meeting of the Fifth Congress of Chambers of Commerce of the Empire in Canada next August and the expected visit of a large party of the British Houses of Parliament during the same month, that this Committee recommends to the Executive Council that the next annual meeting of this Association should be held in the city of Toronto on the 17th and 18th of September next.

And further, that this Committee should be authorized to meet the C.P.R. officials as soon as possible for the purpose of planning arrangements for an excursion to the Pacific Coast for the members of this Association, leaving here about September 19th, next.

Nineteen applications for membership were then recommended. Their names will be found in another column.

The chairman explained that it was necessary for him to be absent from the next few meetings of the committee, and he requested that a vice-chairman should be appointed. Mr. Thos. Roden was unanimously elected, on motion of Mr. Dusseau, seconded by Mr. George.

The report of this committee was adopted at the regular meeting of the Executive Council on March 26th.

The Williams, Greene & Rome Co. of Berlin, Limited, manufacturers of the W. G. & R. brand of shirts, collars and cuffs have published a most tasteful illustrated catalogue of their goods. The cover design is exceedingly artistic and the inside work has been executed over soft tints that show up the illustrations to good advantage.

EXECUTIVE COUNCIL

Distribution of Electric Power in Ontario—Transportation Expert—Thanks to our Brantford Members.

A LARGE and representative meeting of the Executive Council was held in the Council Chamber, Board of Trade Building, Toronto, on Thursday, March 26th, 1903, at 2 p.m.

The following gentlemen were present :— Messrs. Geo. Booth, R. J. Christie, J. F. Ellis, P. W. Ellis, W. K. George, W. P. Gundy, Gerhard Heintzman, J. Hewton, W. K. McNaught, R. Millichamp, J. H. Paterson, F. A. Ritchie, Thos. Roden, F. H. Smallman, Wm. Stone, J. M. Taylor, A. W. Thomas, J. O. Thorn, C. R. H. Warnock, C. H. Waterous, and Brock Willett.

In the absence of the President of the Association and the First Vice-President, Mr. W. K. George, the Ontario Vice-President occupied the chair.

The minutes of the previous meeting were taken as read.

COMMUNICATIONS

Communications were received as follows:

(a) Regrets from various members unable to be present, including the President, a number of Montreal members, Mr. J. P. Murray, Mr. T. A. Russell and Mr. Frederic Nicholls.

(b) From the following members in London, Ont., enquiring the attitude of the Association with regard to the distribution of electric power throughout Ontario and requesting that the interests of members in municipalities outside of Toronto should not be overlooked—McClary Mfg. Co., London Machine Tool Co., A. B. Greer and Wortman & Ward Mfg. Co., Ltd.

Dealing with this subject, it was moved by Mr. R. J. Christie, seconded by Mr. F. H. Smallman:

That the Executive Council approved of the request contained in the various letters from our members in London that all Municipalities in Ontario should be fairly and justly dealt with regarding the securing and distributing of electric power.

And that as the Toronto Branch are at present dealing with this question that the letters be referred to the Branch with instructions to act with the members in the various Municipalities interested.

(c) From G. H. Copley, Yorkshire, Eng., applying for appointment as resident labor agent for the Association in Great Britain. This communication was referred to the Parliamentary Committee.

(d) From the National Association of Manufacturers of the United States, inviting the President and Secretary or other representatives of the Association to attend their Annual Meeting in New Orleans on April 14th, 15th and 16th next.

Moved by Mr. P. W. Ellis, seconded by Mr. J. H. Paterson, that the President and the Secretary be requested to accept this invitation, and to represent this Association on that occasion. Carried.

(e) From the Dominion Board of Trade with reference to the proposed Conference to be held in Ottawa during the month of April, inviting the co-operation of the Association. The communication was received.

(f) A number of letters from members of the Association with regard to the removal of the duties on soft coal. These were referred to the Tariff Committee.

(g) From Mr. Edward Still with reference to insolvency legislation. This was referred to the Parliamentary Committee.

The reports of the various officers and Committees were then presented as follows:

A message was read from the President, expressing his extreme regret at being unavoidably detained from the meeting.

SECRETARY

The Secretary reported with special reference to the issue of the new Trade Index, stating that the work had already been begun and would be hurried forward with care and haste. The prospects were very bright for an excellent issue.

TREASURER

The Treasurer, Mr. Geo. Booth, presented a statement of the finances of the Association up to the beginning of the month, which was very satisfactory. It was adopted on his motion, seconded by Mr. J. M. Taylor.

FINANCE COMMITTEE

The report of the Finance Committee was presented by Mr. P. W. Ellis and was adopted upon his motion, seconded by Mr. J. O. Thorn. It provided for the regular running expenses of the Association during the past month. It also recommended that a certain sum be set aside by the Association for the engagement of a transportation expert who should carefully look into all the freight grievances brought before us by our members, with a view to having the same remedied. It also recommended that a slight acknowledgment be forwarded to Miss Pauline Johnson, who had composed such an admirable poem for the recent Banquet at Brantford.

RECEPTION AND MEMBERSHIP

The report of the Reception and Membership Committee was read by the Vice-Chairman, Mr. Thos. Roden, and was adopted upon his motion, seconded by Mr. C. H. R. Warnock. It appears in detail in another column.

PARLIAMENTARY COMMITTEE

The report of the Parliamentary Committee was presented by the Chairman, Mr. P. W. Ellis. It dealt briefly with the present Exemption Law in Ontario, and outlined the steps which had been taken by the Committee towards the securing of information with regard to the scarcity of labor in a number of the various industries in Canada at the present time. The circular issued to the members of the Association with regard to this matter had received a general response which had placed the Committee in possession of valuable information. This would prove very important in defending the manufacturers of Canada and the general welfare of our industries in connection with any legislation which might be proposed during the present session of Parliament.

The report was adopted on motion of Mr. P. W. Ellis, seconded by Mr. Roden.

In concluding, Mr. Ellis stated that he was obliged to be absent from Canada for a period of about two months, and moved that Mr. A. W. Thomas be appointed Vice-Chairman, and undertake the leadership of the Committee during his absence. This motion was seconded by Mr. W. P. Gundy, and carried.

RAILWAY AND TRANSPORTATION

The report of the Railway and Transportation Committee was presented by the Chairman, Mr. J. O. Thorn. It dealt with various minor matters which had come before the Committee during the month. In addition to these it made special reference to certain unsatisfactory conditions which exist in connection with the Canadian-South African Steamship service. Steps were being taken to have this matter dealt with so that these conditions might be improved. The report expressed its approval of the proposed action of the Dominion Government in appointing a special Commission to consider and report upon the requirements of the country in the matter of transportation facilities. The Committee intimated that they were hopeful of appointing a special transportation expert within the near future.

The report was adopted on motion of the Chairman, seconded by Mr. Wm. Stone.

COMMERCIAL INTELLIGENCE

In the absence of the Chairman, the report of this Committee was read by the Secretary. It reported the details of the general meeting held with the Executive Council on the 2nd inst., for the purpose of arranging for the representation of the Association by delegation and resolutions at the Fifth Congress of the Chambers of Commerce of

the Empire, which will be held in Montreal in August next. The report of this meeting appears in another column.

The report also dealt briefly with a number of other matters which were engaging their attention, including University Training, Postal Grievances and Export difficulties.

It recommended also that a visitors' register should be provided at the Head Office.

The report was adopted on motion of Mr. P. W. Ellis, seconded by Mr. J. M. Taylor.

TARIFF COMMITTEE

The report of the Tariff Committee was presented by the Chairman, Mr. W. K. McNaught. It reported the action taken at the general meeting of the members of the Association held on the 12th inst, and following that, the presentation of the Memorial to the Dominion Government supported by representatives from eighteen industries on the 19th inst. It is stated very clearly the position taken by the Association and gave the assurance that the Committee was doing everything in its power to remove the Tariff Question from the arena of politics.

The report was adopted on motion of the Chairman, seconded by Mr. J. F. Ellis

EXHIBITION COMMITTEE

Mr. McNaught also reported verbally for the Exhibition Committee, stating that a very satisfactory interview at Ottawa showed the Government to be favorable to granting \$50,000 towards the project of a Dominion Exhibition. At this Exhibition a preference would be given to Canadian goods. Exhibits were also to be received from the West Indies and from Newfoundland.

TORONTO BRANCH

The report of the Toronto Branch was presented by the Chairman, Mr. W. P. Gundy, and upon his motion, seconded by Mr. J. M. Taylor, was received. The report appears in another column. Its recommendation with regard to representation of our Ontario members at the coming congress in Montreal was adopted upon motion of Mr. Taylor, seconded by Mr. Stone.

NEW BUSINESS

Under the head of new business the following matters were dealt with:

VOTE OF THANKS TO THE BRANTFORD MEMBERS

The following resolution was moved by Mr. W. K. McNaught, seconded by Mr. P. W. Ellis and unanimously carried.

That this Executive Council desires to express its most hearty thanks to the manufacturers and citizens of Brantford who entertained the members of this Association in such royal style on the evening of the 19th of February last.

AID TO PREFERENCE LEAGUE

Mr. J. H. Paterson suggested that the Educational Campaign Committee should

be urged to assist the Canadian Preference League in the important work which was being accomplished by that organization. The Executive Council was not at liberty to deal with the matter, but the Chairman assured the meeting that it would be carefully considered by the Educational Campaign Committee.

TORONTO BRANCH

Smoke Consumers' By-law and Collection of Garbage Discussed

THE Executive of the Toronto Branch have held three well attended meetings since the last report was presented; two of these were special meetings called to take action re the By-law that was before the City Council to compel manufacturers and others creating smoke to use smoke consumers. This was the third time that the same By-law has been considered. It was first opposed by a joint deputation of the Toronto Board of Trade and the Toronto Branch in 1900, and again by a deputation of the Branch last fall. The suggestions made on both occasions were considered of sufficient importance to stop the passing of the By-law. Notwithstanding this, the By-law, without a word changed, came before the Legislation Committee of the Council last month, and the Aldermen were bent on having the same passed by the Council. The Branch took active steps to prevent its passing and appeared before the Legislative Committee, when it was referred to a special Sub-committee. This Committee met with the Executive of the Branch, at which meeting it was decided that a deputation should wait on the City Council and point out the defects in the By-law as submitted. For this purpose Mr. D. E. Thomson, K.C., was retained and a deputation of about 50 members of the Toronto Branch waited on the City Council on the 23rd instant. The whole question is as yet in the hands of the Legislation Committee of the Council.

RE COLLECTION OF GARBAGE

A joint deputation from the Branch and the Retail Merchants' Association waited on the Works Committee of the City Council and supported a resolution to the effect that the manufacturers should not be singled out for special taxes for any public service as was proposed. This question is still in the hands of the Works Committee.

CONGRESS OF CHAMBERS OF COMMERCE OF THE EMPIRE

The branch recommended to the Executive that the Association representatives for Ontario at the Congress of Chambers of Commerce to be held in Montreal in August next be selected from the following, the members to be invited in the order named—Messrs. Cyrus A. Birge, Hamilton; P. W.

Mr. P. W. Ellis suggested that the delegates to the annual meeting of the United States Association of Manufacturers should be requested to convey the fraternal greetings of this organization. This suggestion was unanimously adopted.

The meeting then adjourned.

Ellis, Toronto; B. Rosamond, Almonte; H. Cockshutt, Brantford; Thos. Martin, Mount Forest.

NEW MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION.

Applications Passed March 26, 1903

The Brantford Starch Works Limited, Brantford, starch.

Canada Copper Co., Copper Cliff, copper and nickel.

W. C. Crawford, Tilbury, handles and turned goods.

G. A. Crosby & Co., Limited, Sarnia, machinery for metal workers.

Empire Machine & Metal Stamping Co., Toronto, all kinds of metal stamping.

The Gould Mfg. Co., Limited, Smith's Falls, stoves and ranges.

Imperial Starch Co., Limited, Prescott, starch, glucose; corn syrups, gluten meal and oil cake.

Knox Mfg. Co., Toronto, headwear, etc.

The L. McBrine Co., Limited, Berlin, trunks and valises.

The McElroy Manufacturing Co., Limited, Toronto, ladies' blouses.

Metal Shingle and Siding Co., Limited, Preston, metallic shingle siding, roofing, ceilings, etc.

Nicholson & Brock, Toronto, bird seed, mincemeat, and grocers' specialties.

Preston Furniture Co., Limited, Preston, office desks.

Sigmund Samuel (3rd member from Metallic Roofing Co., Limited) Toronto.

Sanderson-Harold Co., Limited, Paris, refrigerators, screen doors and windows, spring mattresses, etc.

I. E. Shantz & Co., Berlin, furnaces, pipe cuttings, machinery, tanning machinery, etc.

The Sherlock-Manning Organ Co., London, organs.

J. H. Thompson, Toronto, incandescent gas mantles.

Wilson, Lytle, Badgerow Co., Limited, Toronto, vinegar.

TARIFF MEMORIAL

Laid before the Dominion Government by the Canadian Manufacturers' Association on March 19th, 1903.

To the Right Honorable Sir Wilfrid Laurier, K.C.M.G., and to his Colleagues in the Dominion Cabinet:

SIRS,—In pursuance of the interview granted on the 10th inst. to a special Committee appointed by the Canadian Manufacturers' Association when they had the honor to consult with you regarding the General Revision of the Canadian Tariff, we beg to place before you a brief review of the situation from the standpoint of our Association.

Permit us to preface these remarks with a word regarding our organization and its attitude towards the question at issue.

THE ASSOCIATION

With a membership of 1,218, representing as many factories, with an invested capital of more than \$400,000,000 and employing many thousands of mechanics, we are entrusted with laying before you the interests of the manufacturing industries of Canada which have now become so important a part of our Dominion. In presenting these, we have in view one object—namely the advancement of the welfare of our country, by the arrangement of a fiscal policy which will prove beneficial alike to the Canadian manufacturer, farmer and workingman, and to the general welfare of the whole Dominion.

ABSOLUTELY NON-POLITICAL

We are a national, non-political, business organization. Your Government has had opportunity during recent years for observing the important work which has been carried on through our offices, affecting almost every important trade question of the day, and how the thought and experience of our members have been brought to bear upon these important questions in the earnest desire that we might assist the governing bodies of our Dominion towards keeping pace with the needs of our country.

For some time past we have urged that in the interests of Canada, her tariff question should be removed entirely from politics, and be viewed as a national business problem. As time passes, and the tariff wars of nations multiply, we are more than ever convinced that in this we are correct; and we believe it to be the duty of the Government of the day, irrespective of any party watchword or tradition, to immediately adopt that policy which will best defend the interests of our citizens, and not only secure for Canada the development of her vast resources, but preserve and foster within our borders those great industries which provide industrial opportunities for her people.

In recommending an immediate and general revision of the tariff this is our sole purpose and we believe we need no other.

GENERAL REVISION NECESSARY

Six years have now elapsed since a general revision was made. During that time Canada and her resources have come to be better known, and the rapid development of a young country such as ours, demands a periodical revision in order to meet the changes in our industrial conditions, which are becoming more marked with each succeeding year. And further, while we appreciate the importance of tariff stability, we are certain that you will agree that our own invested capital, the interests of our employees, and our desire for the general prosperity of our country, will forbid any recommendations on our part which might prove detrimental to the welfare of all concerned.

Permit us then briefly to call to your attention, in addition to what we have already pointed out, a few general conditions which are affecting us seriously at the present time and which afford unanswerable arguments for general tariff revision.

UNITED STATES DOMINATION

Our most natural market, geographically—the United States, is meeting us in every branch of industry and at every opportunity with a closed door. Even the products of the soil where we might expect to produce for their consuming millions, they purchased from us last year only \$8,000,000 worth, while our scattered and less protected population of 1/15 their number patronized their farmers to the extent of \$25,000,000. Nor does the difference in our tariffs affect us in this respect alone. The Canadian tariff in many items is so low and the methods of competition and undervaluation of our United States competitors are so successful that they are able to supply a large portion of the goods which we consume, and which, in order to benefit all classes of Canadians, should be manufactured in our own factories. In other cases where the Canadian tariff would appear to be reasonably adequate they can use us to their advantage, and to our own destruction by making our market the dumping ground for their surplus products.

We have stood by and watched their successful campaign. We have seen our imports from the United States grow during consecutive years from \$28,000,000 in 1866 to \$53,000,000 in 1896, until last year they reached the enormous sum of \$120,000,000. Surely it is a significant fact for all Canadian producers that while we pride ourselves upon advancements made during

the last six years, yet that during that time, with all our splendid resources, and our almost unlimited capacity for production, our imports from the United States increased nearly three times as much as they did during the preceding *thirty* years. Of the \$120,000,000 worth we bought from them last year, \$65,000,000 was made up of manufactured goods alone, or more than the value of the wheat grown last year in our whole North-West. True we may congratulate ourselves upon the expansion of our great North-West, but what does it profit Canada if we give the whole of our North-West crop in the encouragement of United States industries opposed to our own, and enhance for the United States farmer the value of his market which excludes at every point the farmers of Canada.

BRITISH COMPETITION.

Turning to the more distant but friendly markets of Great Britain, we find that the Motherland purchased from us last year only \$117,000,000 as compared with \$631,000,000 which she purchased the previous year from the producers of the United States. We purchased from Great Britain in turn only \$49,000,000 or about 1/3 of the amount supplied to us from the United States. And this in spite of the fact that we have given a preference of 1/3 of the entire duty to the products of the Mother Country.

THE PREFERENTIAL TARIFF

Your honorable Government will bear witness to the fact that our Association has consented and supported rather than objected to, the preferential tariff; and yet you must be aware that many of our industries are suffering to-day from the competition of the British manufacturer with his tremendous output, and his cheaper capital and labor.

This grievance is aggravated by the fact that the preferential provisions are taken advantage of by manufacturers of Germany and other countries, who have their goods practically transhipped from Britain and thus obtain a preference in our markets which they are not entitled to—a preference which is nothing short of an injustice to the manufacturers of this country.

We are desirous that Great Britain and our sister colonies should still be given a preference in this market, but who will defend the Canadian Government in continuing that preference to the detriment of Canadian capital and workingmen, especially when the Canadian producer receives no compensating preference in the markets of Great Britain?

OUR POSITION TO-DAY

From this brief outline, the whole situation in Canadian industrial development is apparent. Many of our industries have been comparatively prosperous during recent years. This has been due largely to the abnormal prosperity which the world at large has enjoyed, the partial protection afforded by the present tariff, the growing excellence of the products of Canadian factories, and specially to the fact that the demands of the United States market, where industries are encouraged have taxed the output of the United States manufacturers to its fullest capacity. This home demand has been so great that recognizing the importance of their own market they have sacrificed their export trade, and speaking generally, have confined their attention largely to their own country. But even in spite of this, it is quite clear that any ground gained by the manufacturers of Canada has been only by persistent struggle, and in face of the keenest competition from the United States, Great Britain, Germany and other countries. In such has been our experience during a period of prosperity, what may we expect when depression comes and our manufacturers are forced to compete against those gigantic aggregations of capital which control the specialized industries of the United States, and which, as our imports prove, have already changed the trend of business in many lines of manufacture. It is quite true that some of our most important industries are suffering to-day: but even those which are enjoying a measure of prosperity, look into the future with grave apprehension, knowing by experience the ruin which will certainly sweep over us when the wave of prosperity begins to subside, and the first signs of a depression are felt in the great Republic to the South. That this change is not far distant has already been pointed out by some of the highest commercial authorities and some of the keenest minds in the United States.

In view of all these facts, we believe it our duty to sound the note of warning in Canada and we believe that only a careful revision of the tariff can protect in any degree, the industrial interests of our country, if such conditions arise.

While the reasons already cited refer more specifically to the needs of the manufacturing industries of our land, it is the earnest desire of our Association that those tariff items affecting the products of our farms, our mines and our fisheries, should also be revised from the same national business standpoint and such changes made as will ensure to Canadian producers the adequate defence of their industries in the home market.

We then humbly pray that your honorable Government will give us your worthy assurance that this most important question will receive your valued attention during

the coming session of Parliament and that you will take immediate steps towards bringing about the changes which are so necessary.

FIFTH CONGRESS.**Chambers of Commerce of the Empire—Suggestions from this Association.**

One of the most important events which will take place in Canada during the present year will be the Fifth Congress of the Chambers of Commerce of the Empire, which will convene in Montreal next August. It is a significant fact that on this first occasion that the Congress has been held outside of Great Britain the representatives of the Empire should come together in a Canadian city.

In preparing for the Congress the Canadian Manufacturers' Association was requested to arrange for representation and also to forward suggestions for discussion. To arrange these details a joint meeting of the Commercial Intelligence Committee and the Executive Council was held in the Association offices on Monday, March 2nd. The following members were present:

C. N. Candee, R. J. Christie, J. S. N. Dougall, W. K. George, Gerhard Heintzman, E. F. Hutchings, J. S. King, J. B. Mclean, J. P. Murray, F. A. Richie, Thos. Roden, T. A. Russell, Wm. Stone, J. O. Thorn, S. M. Wickett.

In the absence of the President Mr. J. P. Murray, chairman of the Commercial Intelligence committee, occupied the chair.

It was agreed that the Association should be represented by ten official delegates, three each from the provinces of Ontario and Quebec, and one each from Nova Scotia, New Brunswick, Manitoba and British Columbia.

The following resolutions were unanimously adopted, and were immediately forwarded to Mr. Kenric B. Murray, secretary of the Congress, London, England:

RESOLUTIONS

(1) That in the interests of the British Empire and particularly in the interests of the Motherland, measures should be adopted which would direct British capital and emigration to the Colonies rather than to foreign countries.

(2) That the various Colonies should undertake to contribute to the expenses of Imperial defence.

(3) That a reciprocal preferential tariff be established within the Empire, whereby at all British ports British goods will be admitted at a lower rate of duty than foreign goods, and particularly that the British Government be memorialized to grant a preference to the Empire when instituting a tariff in South Africa.

(4) That all treaties between Great Britain and foreign countries should leave Great Britain free to enter into such relations with her

Colonies and Dependencies as might be deemed expedient.

(5) The establishment of a fast steamship service between the various ports of the Empire and the encouraging in every possible way of shipment by British vessels.

(6) The adoption of decimal currency and of the metric system of weights and measures, together with a universal gauge for defining the thickness of metals.

(7) That while the present consular service of the Empire is to be commended, an effort be made to have it supplemented by the establishment of Intercolonial Commercial Consuls, and that the standing of these should be recognized by the British Consuls through the Empire.

(8) The establishment of an Imperial postage system throughout the Empire, not only on letters, but on printed matter and parcels.

(9) That in all contracts for Imperial public works, the preference should be given, as far as possible, to British subjects.

(10) That an Imperial Commission, consisting of representatives from Great Britain and self-governing colonies, be appointed to visit all parts of the Empire, and prepare a report pointing out the resources of the various portions of the Empire and how they may best serve the interests of the whole.

(11) That facilities should be arranged whereby news to and from the different parts of the Empire should be transmitted entirely through British channels, and not subject as at present to the censorship and influence of foreigners.

(12) That if the large tracts of land, such as Baffin Land, Prince Albert Land, etc. situated to the north of Canada, are not at the present time part of this Dominion, or of the Empire, and held with a clear title, steps should be at once taken to have the possession established.

CANADIAN GOODS IN IRELAND.

INDUSTRIAL CANADA has an interesting communication from Dublin regarding the sale of Canadian goods in Ireland. The correspondent, after an interview with Mr. R. C. Evelyn, the Canadian Government Commissioner, has decided, if possible, to establish a Canadian agency, for the purpose of reaching the wholesale trade in Ireland. At the present time, he states that Canadian goods are not well known, and the different lines that do reach there are sent to agents in London, Liverpool or Glasgow and reshipped. The freight rates from these different cities to Dublin are practically as heavy as from Canada to Ireland, the saving of which would of itself be quite a consideration. The correspondent has had 11 years' experience in Chicago, and is quite familiar with the trade on this side of the Atlantic. For reference he refers to the Canadian Government Agent, and also to different parties in Dublin. The Association will be glad to furnish his address to any of its members desiring same.

A CHAPTER OF HISTORY.

AN old chapter in the tariff history of the United States may be of interest to Canadians just now.

From 1816 to 1824, under a low tariff, the United States suffered from extreme depression. In 1824, after a hot campaign in favor of protection, the Whig party, having secured control of the United States Congress, passed an act which gave protection to all American industries and immediately restored prosperity to the country. This act, with slight modifications, remained in force until 1832, and brought about a most remarkable development of manufacturing industries. In 1832, owing to a bitter free trade agitation in the Southern States, supported by the Democrats in the Northern States, it was feared that the Protectionist party might lose control of Congress. The commercial depression abroad had somewhat affected business in the United States, and although there was no extreme depression the times were not as prosperous as they had been for some years after protection was adopted. Some of the Protectionist party said if the tariff must be lowered it would be better to have it done by friends than by enemies of protection. Even Henry Clay, the great exponent of protection, yielded to the demand for tariff reform in the hope of pacifying the South, and considerably reduced the tariff, just as Hon. George E. Foster "lopped off the mouldering branches" of the Canadian tariff in 1894. In 1833 the Free Trade party secured control of Congress and greatly lowered the tariff. A commercial depression followed, which culminated in the panic of 1837. Clay, who had long before repented his "moment of weakness," became again a high protectionist, and remained so for the remainder of his life. The Whigs, the party of protection, again obtained control of Congress, protection was re-established by the tariff act of 1842, and prosperity returned to the country. In the next election the Democrats did not carry on any campaign against protection, except in the purely agricultural States of the South. In the manufacturing districts they even advocated protection or assured the manufacturers that they would carefully safeguard all established interests. The result was a Democratic victory. A great many people supposed that the new government would immediately destroy the protective tariff and the Whigs predicted all kinds of calamities as a result of Democratic free trade. But instead of abolishing protection root and branch, as some of their friends as well as some of their enemies expected them to do, they only slightly reduced the duties by the tariff act of 1846, and they

were even charged with stealing the clothes of their opponents. Very soon after the passage of this act, a period of extraordinary prosperity in England and other countries greatly benefited the United States.

There was a great demand for American farm products, and the home demand for British goods was so satisfactory that there was no temptation to slaughter British goods in the United States. The discoveries of gold in Australia and California wonderfully stimulated trade. Under such conditions the tariff act of 1846 gave sufficient protection to most of the home industries, and the country was so prosperous that even many pronounced protectionists began to believe that low protection was better than high protection. The two parties had come very close together on the tariff question. The Democrats entirely ceased all talk against protection, except in the purely agricultural districts, and on the other hand, the Whigs contented themselves with charging that the Democrats had stolen their policy. To the manufacturers it seemed that there was little difference in the policies of the two parties, and it did not much matter which was in power. Large enterprises were undertaken, speculation was prevalent and the settlement of the West was rapid. The Whigs attributed the prosperity to the discoveries of gold and the world-wide prosperity existing at the time. The Democrats said it was due to the tariff of 1846. They were now at the parting of the ways. They had so completely abandoned their old attitude in favor of free trade that they might easily have become as thorough protectionists as the Whigs. There was still a free trade element in the party, but it seemed for a time to be in a minority, and there was evidently a strong desire on the part of the leaders to please the manufacturers. In the next election they were returned to power and their control of national affairs became firmly established. The famine in Ireland, revolutions in Europe, and the Crimean war, following one on the heels of the other, helped to create a demand for American farm products at high prices, while at the same time preventing outside competition with American manufacturers. The manufacturers, who had formerly been bitterly hostile to the Democrats, were now quite reconciled to Democratic rule, and in the election of 1856 the party was again victorious. But signs of trouble began to appear. Times were not so good in England, and British manufacturers, finding the home demand for their goods rather slack, commenced to slaughter them in the United States. The low tariff which had

furnished sufficient protection during a period of world-wide prosperity, became altogether inadequate. The manufacturers began to ask for higher protection as soon as the storm clouds appeared, but the free trade element argued that the lowering of the tariff in 1846 had had such satisfactory results that another reduction in duties would be the most effective means of warding off calamities. This opinion prevailed and in 1857 the tariff was again reduced. The result was most disastrous, a commercial panic immediately following, which prostrated almost every industry in the country, bringing ruin and distress to thousands of homes.

From this experience of the United States both political parties in Canada at the present time may learn a lesson.

The commercial conditions in Canada during the last six years have been remarkably like those that prevailed in the United States between 1846 and 1852. Whether the sequel will be the same or not will depend upon the action of the men in power at Ottawa.

With adequate protection, Canada should suffer less during the next period of depression than any other country. The cheap farm lands of the United States are now all taken up, and a great rush of farmers from the United States to our Northwest has already begun. This movement of population is attracting the attention of Europe and will do more to advertise the Dominion and remove false impressions regarding our climate and natural resources than anything else.

The building of branch lines by the Canadian Pacific, the extension of the Mackenzie and Mann system of railways and the construction of the Grand Trunk Pacific will not only open up the country for settlement but will put large sums of money into circulation, provided that the rails and other materials required in construction work are made in Canada. When hard times come in other countries emigration to Canada will be stimulated if conditions are favorable here. But if we allow the country to be flooded with foreign goods, causing our own factories to close down, very unfavorable reports will go forth to the outside world, Canadian securities will depreciate, the big railway companies will find it impossible to secure capital abroad for the completion of their undertakings, and general stagnation will ensue.

A third edition of the Dodge Manufacturing Company's B6 catalogue has been received. In it are illustrated and described the lines of power transmission machinery and grain handling specialties, which are manufactured by this firm in Toronto. The catalogue is an extensive one and has evidently been compiled with great care.

A Canadian Tariff for Self-preservation

IN replying to the toast of "Canadian Industries," at the banquet of the Montreal Branch of the Canadian Manufacturers' Association, on March 26, Mr. Geo. E. Drummond spoke as follows:

On Thursday last a deputation from this Association waited upon the members of the Federal Government at Ottawa and presented a memorial setting forth in plain terms the somewhat grave situation confronting the people of Canada in competing for the trade of their own country under the customs tariff as it now exists, and more particularly pointing out the still graver dangers to which, as an industrial people, we will be exposed in times of depression. The facts presented in the memorial can be readily verified by Canadians, Government and people alike, by reference to the Blue Books. No thinking man in this country, be he statesman, banker, manufacturer, merchant or farmer, can examine the trade returns of the Dominion without appreciating the fact that under our present tariff the United States is rapidly and surely absorbing our wealth and gaining such a foothold here that when the inevitable swing of the pendulum brings a time of depression it will curtail and hamper the further development of our native establishments, if indeed it does not put many of them out of business.

\$53,000,000 of American products delivered into Canada in 1896, and \$120,000,000 last year, of which \$65,000,000, or more than the value of the wheat grown last year in the North-West, was for manufactured goods alone, and this in the face of the fact that Canada's population has increased but very little during the six years referred to. Hampered and restricted in our market, shut out of the American market by a practically prohibitive tariff, shut out of Germany for the same reason, and treated in a similar manner by all industrial countries, save Britain, where we enjoy no privilege over foreign products, despite our own offering in that direction, the position is unsatisfactory to any Canadian with a spark of patriotic feeling, and the outcome is obvious.

CONDITIONS ARE DIFFERENT

The conditions existing to-day are widely different from those existing in 1896 and 1897, when the last revision of the Canadian tariff took place. All our industrial interests are differently affected now from what obtained in 1896, that is, in relation to their competition with similar enterprises outside of this country carried on now, in many instances, by heavily capitalized trust corporations, as in the United States, Germany and elsewhere. These changed conditions affect Canadian workers and

capitalists in woollens, cotton, iron and steel, agricultural implements, stoves, boots and shoes, pulp and paper, furniture, carriages, hats and caps, twines and cordage, the wire industry chemicals, and many other lines. The interest of those employed in these industrial pursuits, the capitalists and bankers who are deeply interested in the financial welfare of the enterprises, the agriculturalists who produce the food stuffs necessary to supply the people employed, the employees, the railways that carry the products of the works, and indeed the interests of all Canadians demand that these industrial enterprises of the country should be kept safe and strongly established and a full development ensured.



GEO. E. DRUMMOND,

1st Vice-President Canadian Manufacturers' Association

Five years of rebuff at Washington is surely ample justification for our Government giving up the hopeless attempt for fair trade with our chief commercial rival, the United States, and warrants Canadians expecting that their representatives at Ottawa shall now and henceforth devote their energies to fostering and developing native enterprises. A comparison of our present tariff with that of the United States will show what an unjust and unreasonable position governs trade between the two countries, and will at once explain to any unbiased mind the reason of the present trend of trade, which means eventually the commercial absorption of the business of this country by our chief rivals.

INJUSTICE OF POSITION

A close examination of our relative tariffs

will prove the inequality and injustice of the position, and that it strikes all Canadian producers alike, whether they be farmers or manufacturers.

We require a tariff for self-preservation. A tariff that falls short of being effective in preserving at all times (either in times of depression or in times of prosperity) Canadian trade to Canadian labor and capital, is not a tariff that, situated as we are, geographically speaking, we can safely continue to work under. We require a tariff that will give our people at least an equal chance with our rivals, and one that in its immediate working will enable our Government, from presently increased revenue, to carry out a comprehensive scheme for the development and perfecting of our transportation routes, so that our farmers may be able to market their products abroad at the minimum of cost, while at the same time enjoying a reliable and rapidly increasing home market.

In adopting in principle what I may call the "American plan" for efficient protection, it is certain that no retaliatory measures of any kind can be taken by the United States, since to adopt the American policy against all countries will not, in a diplomatic sense, at least, mean special discrimination against the United States as in adopting a tariff approximating to their own we simply adopt a policy that for forty years has been singularly successful in the United States and will be equally as successful in Canada. As a practical fact, however, a revised tariff on lines indicated will work effectually against the United States, since more than three-fourths of all the manufactures imported into Canada come from that country.

INCREASED INDIRECT TAX

It may be claimed that the immediate effect might be an increase in the indirect tax on the people collected through our customs houses, although experience teaches that the foreign producer will have to absorb in competition a good deal of this temporary increase. The augmented revenue would, at the worst, result in relieving the Canadian Treasury of financial burdens caused by its various subsidy acts and the expense necessarily incurred in the development of the country, and would further provide ample funds for the establishment of fast Atlantic lines and for the necessarily large outlay to improve our channels of transportation, including the St. Lawrence route. The next effect would be to stimulate the establishment of manufacturing plants all over the Dominion, to replace the product of American labor, especially at such points where raw materials

exist for transformation into finished products formerly imported from the United States, Germany, etc.

Another material result would be to turn any orders we have to send abroad to our own customer, Great Britain stimulating the importation of British manufactured products for any surplus we may need for our own requirements, because a preference to British goods will be much more effective under a general tariff somewhat approximating to that of the United States than under our present tariff.

Montreal, Halifax, and other Canadian ports would receive a large increase in return cargoes, increasing in proportion the Maritime commerce of the Canadian ports and the enterprise and profits resulting from the handling of cargoes.

A CANADIAN ADVANTAGE

The Canadian railways would have the advantage of long west-bound hauls of traffic imported by way of Halifax, St. John and Montreal, as against the shorter hauls from American centres. The outlay of capital in the construction of factories would be felt all the way from Nova Scotia to British Columbia, and the employment of labor in constructing the factories, as well as operating them, would have a stimulating effect upon Canadian wages. Canadian farmers would find, as they have done at many points in Canada during the past few years, that the experience of the American farmer is right, viz., that the home market is the best and most profitable of all markets for their farm products, and moreover our manufacturing industries would afford the sons of farmers a wide field for profitable employment at home and an opportunity to enter upon successful careers as Canadian manufacturers.

American manufacturers finding their Canadian market cut off would gladly come over to Canada in increasing numbers and invest their capital so that they might participate in the profits to be obtained in the Canadian market. An efficient tariff at Ottawa will have exactly the same effect in regard to the influx of American capital for manufacturing enterprises as the enactment of the timber law in Ontario had in respect to the American lumbermen who are now largely interested in the Canadian sawmills of the Georgian Bay.

For several years to come, while new factories were under construction and coming into operation, the Dominion would be assured of a period of prosperity and its manufacturing enterprises would have acquired such a momentum as to require a long period of depression to retard its forward movement, since emigration will certainly follow a profitable market for labor, whether in the factory or on the farm. The effect of such a policy would be that in due time statesmen at Washington would begin to make advances to Ottawa, only to find

that they would have to discuss matters with a Government convinced that the interests of Canadian manufacturers are the interests of every Canadian. Doubtless negotiations for a reciprocity treaty would follow, but by the time these negotiations were carried into effect Canadian manufacturers would have reached a much more impregnable position with regard to the home market than they hold to-day.

DEVELOP HER MINES

Among other enterprises her mines will have developed and industries will have been established in Canada at the sources of raw material, and in such position as not only to be able to hold the Canadian trade, but possibly also to compete for the supply of finished products to the American market on the basis of a fair exchange of commodities.

A Canadian tariff for self-preservation will be in the interest of the whole people, for the agriculturalist, quite as much as for the manufacturer. The farmer cannot undertake to carry the burden of national life any more than can the manufacturer, the one being absolutely necessary to the other. This fact is well understood by the farmers of the United States because they have learned it by experience during the forty years of consistent protection to national industries and interests afforded by the American Government. As an evidence of this I may be permitted to quote a resolution which was passed at a meeting of the Farmers' Institute held at Danville, Ind., in 1896, at a time when, as we all know, commercial depression existed in the United States, the resolution reading:

At a meeting of the Farmers' Institute, held at Danville, Ind., the following resolution was passed:

"We favor domestic competition to the fullest degree. We favor the home market first, last, and all the time, and especially do we favor our lake shore and seaboard markets as home markets for the farmers of the United States, and particularly those of the Mississippi Valley. As farmers, we oppose the additional competition of our own products with the products and labor of other countries. We favor such protection by our tariff laws to our interest and the people at large as will not leave our people at a disadvantage either in trade, labor, or competition. We believe that the theory of cheap labor as a means of constant employment is a delusion, and cannot be borne out by actual practice. To exalt and dignify labor is to reward it well, and it cannot be well rewarded unless the products of capital and labor can have a constant and paying market, and we cannot have that market without the levying of duties amply sufficient to cover the difference in the price of labor and transportation in other countries entering into the competition with our own products. We believe that the history and experience of tariff legislation in our own country

are safer guides than theories of political economy and should dictate the wisdom of legislation or absence of legislation necessary to restore public confidence and relieve the present financial and business depression."

POLICY WAS MAINTAINED

The policy endorsed by this resolution was maintained in the United States. The period of depression passed away and a period of great prosperity was ensured to that country. Situated as we are a similar policy is doubly necessary in Canada and should have the endorsement of manufacturer and farmer alike.

So far as the manufacturers are concerned, I am sure that there is not a member of this Association who is not in a position to prove in a greater or less degree by actual figures, actual disbursements evidenced by his own books, that in the carrying on of his business his prosperity means the prosperity of the people of the district in which he is located and therefore adds to the prosperity of the whole country.

Artisans, clerks, laborers, storekeepers, bankers, transportation companies, all sharing in the profits of the business, and the farmer everywhere doing a more profitable business because of the opportunity to supply the food stuffs necessary for the sustenance of the men so employed and benefited. These are simple facts that we know and can prove from actual daily transactions, but it is the simple facts of life that are often overlooked by the public press and by the public.

We want every Canadian to know just what successful manufacturing industries mean to Canada and to appreciate to the fullest extent the fact that the interest of the manufacturer and farmer are identical.

The Canadian Government should now, at its present session of Parliament, hear and examine carefully the complaints reaching it from the individuals engaged in the different sections of industry, and if they require further information from this Association (as a body) that will tend to harmonize differing views, as an Association we are perfectly ready to afford that information, but the responsibility of the framing of an effective tariff must naturally rest upon the Government itself, and that tariff should be based upon the absolute conditions of the case as presented and proven by the experience of Canadians actually engaged in the different sections of the industrial, agricultural and commercial life of this country.

The Canadian Government and people should go steadily forward and by every energy and sympathy build up great national enterprises and interests, neither doubting themselves nor their resources, but rather cultivating in every department of trade and commerce, and in the hearts of the people, that national pride in national products, so characteristic of Englishmen and Americans. Following such a course Canada must soon develop in every department of national life.

OUR NEW ZEALAND LETTER

The Correspondent Member of the Canadian Manufacturers' Association for New Zealand, Mr. Theo. De Schryver, sends the following interesting letter, under date January 16th, 1903.

READERS of INDUSTRIAL CANADA will by and by christen me the "eternal growler," as most of my letters are of a more or less growling nature. But if one desires to see improvements one is bound to growl. If everyone is satisfied with the state of affairs no growls are necessary, but I fear no progress would be made, and from sheer ennui people would die off and be glad to leave this planet for ever.

This would be very undesirable, and therefore I have decided to continue my growling, not that I ever expect to improve matters very much, but only in the hope that this will keep at the least the Canadian manufacturer alive and prevent him dying from self-satisfaction.

There are many reasons for growling, and in this letter I will try to explain a few of them.

HAPPY-GO-LUCKY

In the first place I wish to point out that the average Canadian manufacturer is the most "happy-go-lucky" sort of fellow one could wish to meet. You approach him on the matter of export, and he is at once ablaze; he promises to send samples out by first steamer, his prices will astonish you and he will do everything to assist his representative to conquer the world. As a rule he does not know what he is entering upon, the magnitude of his contract does not strike him at all, he goes into this compact as easily as if it was a question of sending a drummer from (for argument's sake) Toronto to Hamilton. If that drummer goes to Hamilton, and is not well informed about the matter in hand, he can rectify matters by a 25 cent telegram, and if urgent, his employer can come over himself and settle the difficulty.

A little bit different is the position of an oversea representative, and particularly of a representative so far away as unfortunately, or perhaps fortunately, the writer is.

I arranged with a number of manufacturers to send out their samples at a certain time and by certain route, to reach me at a certain date. Everything was made as clear as possible, but everything went wrong. Samples did not leave in time, went mostly the wrong way, and *never* reached me on date. Samples promised to be shipped in July, A.D. 1902, are not yet here, and probably will never reach me.

Meanwhile I have been trumpeting round that in a very short time I will be able to show So and So's samples in such and such a line, and that all Australasia will be convinced that Canadians are far and away ahead of any other manufacturing country. I receive most sympathetic letters from my

customers, mostly friends, and all imbued with the Imperial spirit, and they write to me as follows:

"Dear old fellow:

I read with pleasure that you expect So and So's samples, and I am anxious to have a look at them. Needless to say if prices, etc., are equal, that you will have the preference. Not necessary to be *cheaper*, only *equal* and the orders are yours."

I feel proud and elated, and patiently wait for the samples, but they don't turn up, and if they do turn up, in most cases they are disappointing. On comparing prices one becomes convinced that the sender has not the slightest idea of an open market where he has to compete against the whole world. He has not even ascertained if he is in a position to do so.

INSTRUCTIONS

With regard to instructing his representative he is, as a rule, as close as if he were disclosing State secrets, and feared to be hanged for it. Instead of explaining the position fully, he sends his representative on a fool's errand.

In one case I have a full sample set in my possession for over six months of goods subject to fashion. Up to now the manufacturer has not honored me with a single line. Last mail brought me an addition to the collection, but not a word. How under such circumstances I can do anything for this firm is more than I can explain.

Remarkable is the stinginess of the average Canadian manufacturer with regard to price lists and other printed matter. More than once I have received comprehensive sample sets in certain lines accompanied with *one*, say *one* solitary price list. Not even a duplicate is sent by next mail. The first thing a customer asks is—"Have you got a price list for me to compare etc.?" I have to explain that only *one* list has been sent and that I have to shoot anybody who tries to take it from me.

Such a unicum makes one nervous. Just imagine it might be taken away, or get lost at a moment when a big order could be secured.

You Canadians have taken so many lessons from your cousins over the border; take another one, that is, don't be stingy with your printed matter, and if you issue a price list, illustrated or not, make it as complete as possible, don't leave anything to the imagination of your representative over the sea, be explicit in every detail. Don't forget that it takes three months before he can get information on any point that is not quite clear to him. Not being fully informed may lead to the loss of good orders, a serious matter to you as well as to him.

'METHODS OF SHIPMENT'

Wonderfully light and airy is the manner in which goods are often shipped. A customer on this side receives an invoice, but no mention is made how the goods have been shipped, by which route, how sender has drawn, and if the goods are insured and with which company. Customer has to guess all this, and what is the consequence?

Customer has to watch every steamer calling at his port, because he does not know if goods have been shipped via New York, Liverpool, Vancouver, Capetown, or for all that via Timbuctoo. Often goods are lying on the wharf for weeks and months before they are discovered, entailing big expense in wharfage, and perhaps loss, in consequence of deterioration in quality.

Another point which may lead to great difficulties and loss is best illustrated by the following experience I had a few weeks ago. I don't want to mention names and therefore I resort to the usual method of naming parties alphabetically.

I arranged with A. to send me a fresh assortment of samples, then I ordered some samples, value about \$50.00, from B. to be enclosed in A.'s shipment. The same arrangement was made with C., and D. hearing that such a shipment was going forward, sent his parcel for enclosure. A. did not send the samples as arranged, but as he had to send a shipment to Auckland to some other party, he enclosed the parcels from B., C. & D. in the same, never advising me, nor the firm the shipment went to, of these enclosures.

Consignee, against his will and without his knowledge, became a smuggler. Fortunately for him the Customs Officers did not examine his shipment and there was no trouble. He called on me and gave me a very solid, though undeserved, talking to. I explained matters to him as far as I could, and I don't wish to repeat here what he said about that particular manufacturer, but a certain animal belonging to Balaam in times long ago was mentioned. Consignee was kind enough to go to the Collector of Customs, explained matters and paid the duty, which I naturally refunded to him with profound apologies.

Moral.—Don't forget that though we are tied together with the Imperial red, white and blue, there are Custom House barriers between the various parts of the Empire which are just as high, perhaps higher, than F.I. between Canada and Germany or the United States. It is a pity, but as long as they are there they have to be respected.

In continuation I wish to say that Canada is forging ahead in this Colony, and a good

number of firms I have the honor and pleasure to represent can certify this. If some of my friends are as yet not satisfied with the result, let them bear in mind that Rome was not built in a day, and that it takes time to educate customer as well as manufacturer so as to make them understand one another. Manufacturers will never have a chance to conquer this market if they don't adapt themselves to the special wants of their customers. It will take some time, and it will cause some trouble and perhaps expense, but in the end they will succeed, and as this Colony is going ahead hard and fast, it is worth while to humor customers. The manufacturer who meets them in the proper way will reap the benefit at no distant time.

DIRECT LINE NECESSARY

Concluding I must again refer to the necessity of a direct line from the East Coast. The following letter was received by me a few days ago, and the opinion of the greater number of New Zealand firms is very well expressed in it. I give it here in extenso:—

Dear Sir,

"In answer to your letter of 23rd. inst.—We think upon further consideration that we shall pass the order for the.....through Messrs.....New York; if the goods have to come to New York for shipment, then our own man may as well do the business for us and so keep the payments in the one channel. As far as we can see, there will be no advantage in dealing with Canada until a direct service is established, and meanwhile all our arrangements are in U.S.A."

Yours truly,

This letter shows clearly how the wind blows, and I think it would be a disgrace for the Government of Canada to countenance a continuance of the existing state of affairs. Canada to-day is in a position to supply New Zealand with at least 90 per cent. of the manufactured goods this Colony buys from the United States, and as the United States exports to New Zealand amounted to something like 8 million dollars, it is not only worth while, but the duty of the Government to extend her direct relations with her sister Colony, and to do away with the undesirable, unnecessary, and humiliating interference of a foreign country.

Auckland, 6th March, 1903.

CONDITIONS IN BARBADOS

A valuable letter from the Canadian Manufacturers' Association's Correspondent Member in Barbados, Mr. C. D. Davies.

I FIND the error is frequently committed in referring to this island as "The Barbados," implying thereby a group; the island itself is comparatively small, being twenty-one (21) miles long by fourteen (14) in breadth, giving an area of about one hundred and sixty-six (166) square miles. The estimated population is over 190,000 souls, being one of the most densely populated parts of the globe.

Sugar is the staple product of the island, there being no less than about 100,000 acres under cane cultivation.

CUSTOMS RETURNS.

The amount received as custom duties for the quarter ending Dec. 31st, 1902, was £25,569. 1s. 9d., made up as follows:—

| | |
|---------------------------------------|---------|
| Specific duties | £16,865 |
| Ad Valorem duties | 5,149 |
| Twenty per cent. additional duty | 2,390 |
| Sundries from various departments .. | 1,165 |

£25,569

Consequent on the small-pox epidemic which has been protracted for a year, and the rigid quarantine that has been unnecessarily instituted by the other Colonies against Barbados—through "trade jealousy" more than on account of the disease, which has been of a very light nature—involving the Government in large outlays in order to meet emergencies, there was a shrinkage in the treasury to a large extent; for that reason it was thought necessary to increase the duty rates in the hope that by the additional tax there would be ample funds to meet all the current expenses; despite, however, the duties having been increased by 20 per cent. the quarter's receipt referred to is one thousand pounds (£1,000) less than in the corresponding quarter of the previous year, and some six thousand pounds (£6,000) less than in the same quarter of 1900. I merely give these figures to show how things have been running for 1902. I

shall however, have something special to say in connection with the quarantine matter. It may, or may not be of use to the Association to have these figures for reference. Following up the question therefore, I would point out that the total receipts of custom duties for the year 1902 was ninety-five thousand nine hundred and two pounds (£95,902) against one hundred and eight thousand six hundred and thirty-eight (£108,638) in 1901, and one hundred and fourteen thousand, two hundred and fifty-five (£114,255) in 1900. These figures speak for themselves where the trade is concerned, and I would further point out as a matter of comparison that the customs' returns for the year under review (1902) included the 20 per cent. advanced duty.

IMPORTS AND EXPORTS

The total imports and exports for 1901 and 1900 are as follows:

| | | |
|---------------|----------------|----------------|
| | 1901. | 1900. |
| Imports | \$4,904,062 80 | \$5,017,209 42 |
| Exports | 4,560,841 78 | 4,411,253 22 |

The total imports and exports from and to the United States are as follows:

| | | |
|---------------|----------------|----------------|
| | 1901. | 1900. |
| Imports | \$1,800,380 18 | \$1,715,963 26 |
| Exports | 2,663,157 78 | 2,405,592 30 |

In 1901, 5,706 puncheons of molasses valued at eighty-five thousand five hundred and ninety dollars (\$85,590) and 60,991 hogsheads of sugar valued at two millions five hundred and forty-one thousand eight hundred and twenty-five dollars (\$2,541,825.00) were exported to the United States. These figures are significant, showing as they do, that while 4,000 puncheons of molasses and 13,196 hogsheads of sugar more were exported to the United States in 1901 than in 1900, the prices obtained in 1901 were much less than in 1900.

The imports from Canada for 1901 amounted to \$386,085.50.

The imports from Canada for 1900 amounted to \$373,647.44, an increase of \$12,438.06.

The exports to Canada in 1901 amounted to \$651,673 84.

The exports to Canada in 1900 amounted to \$704,107.56, a decrease of \$52,433.72.

United States, Great Britain and Canada are the principal countries from which importations are made, and all things being equal, the merchants here, who are very conservative, would rather deal with their own British relations than with anyone else.

The following comparative table of principal articles imported from the above countries with their values for the year 1901, will be instructive:

| Articles. | United States Value. | Great Britain Value. | Canada Value. |
|---|----------------------|----------------------|---------------|
| Bacon and Hams .. | \$12,363.30 | \$4,614.80 | \$111.00 |
| Books, maps and charts | 1,196.42 | 23,433.00 | 440.72 |
| Bran and pollard.. | 32,818.36 | .... | 54.84 |
| Bread, pilot and navy crackers .. | 119,881.47 | 761.16 | .... |
| Butter | 13,667.28 | 52,078.56 | 6,141.08 |
| Carriages and carts | 7,337.14 | 1,084.80 | 34.80 |
| Cheese | 3,959.70 | 1,749.14 | 3,595.20 |
| Clocks and watches | 898.08 | 3,743.84 | .... |
| Cocoa, prepared, and chocolate .. | 2,637.42 | 5,045.62 | .... |
| Confectionery | 762.20 | 3,953.38 | .... |
| Cordage, except twine | 3,797.82 | 3,853.22 | 1,164.00 |
| Cycles and parts thereof | 6,126.31 | 10,77.90 | 48.44 |
| Fish, dried, salted or smoked | 68,632.08 | 6.84 | 176,265.00 |
| Fish, pickled, trout or salmon | 2,336.40 | .... | 4,062.96 |
| Fish, pickled, other than trout or salmon | 2,511.80 | 88.50 | 6,305.40 |
| Fish, cured, tinned or canned | 8,914.82 | 3,631.04 | .... |
| Flour, wheat or rye .. | 276,066.14 | 31.52 | 18,559.30 |
| Fruits & vegetables fresh | 1,443.46 | 3,756.12 | 19,447.18 |
| Fruits & vegetables preserved or dried | 9,073.86 | 25,026.54 | 125.62 |
| Grain, unenumerated | 56,950.28 | 108.00 | .... |
| Hardware & cutlery | 48,520.40 | 78,142.54 | 707.76 |
| Hay | 1,400.42 | 18.82 | 16,034.48 |
| Iron, hoops, bars and rods | 384.62 | 13,082.42 | .... |
| Iron, nails, spikes, rivets, clinches .. | 12,670.26 | 8,604.54 | 27.70 |

| Articles. | United States. Value. | Great Britain. Value. | Canada. Value. |
|--|-----------------------|-----------------------|----------------|
| Lard and its compounds | 22,776.10 | .... | .... |
| Lead, pipes and sheets | 2.26 | 571.40 | .... |
| Leather, dressed and undressed | 3,196.34 | 23,628.04 | .... |
| Leather, boots and shoes | 7,441.10 | 37,773.42 | 327.76 |
| Machinery for railways | 1,210.70 | 1,864.80 | .... |
| Matches | 12.00 | 6,804.72 | .... |
| Meat, preserved | 5,638.36 | 1,788.10 | 506.74 |
| Milk, condensed | 2,125.36 | 10,147.36 | 66.24 |
| Oats | 77,395.76 | 2,486.00 | 12,072.46 |
| Paints & varnishes | 2,363.34 | 13,491.84 | 3,891.76 |
| Paper, printing, writing & wrapping | 14,562.32 | 10,479.72 | 566.60 |
| Pork, salted or pickled | 80,223.82 | 1,169.00 | 5,404.98 |
| Tobacco, cigars, cheroots, cigarettes | 2,486.82 | 5,651.10 | 984.84 |
| Wood, hemlock, birch, beech, white pine and spruce | 4,162.44 | .... | 81,128.38 |
| Wood—shingles | 3,510.72 | .... | 19,550.74 |
| “ — spars, sweeps & oars | 850.64 | .... | 2,169.54 |

I will repeat what I have already stated in a previous report for the benefit of those manufacturers who are over-satisfied with their home trade, and in consequence are shortsighted, inasmuch as they pay no attention to the demands of the market ; that, for any (export) trade to be successfully built up, whether in the West Indies or other countries ; it would be well for them to consider carefully the following—

NEEDS OF THE EXPORT TRADE

Particular attention, in scrupulously executing to the letter all foreign orders, bearing always in mind, that what may only be a slight matter in not coming up to the required thing, may be of vast importance to him to whom they are shipping. Absolute care and attention to packing, as thereon largely depends the question of cost in some instances. Goods to be firmly and intelligently packed, but above all to do so as instructed by the buyer, as he undoubtedly has his reasons for specifying. Use strong cases and iron-strap them so that they cannot be tampered with while in transportation, as the S. S. Co's. will not hold themselves liable for any shortage. Of late considerable trouble of this kind has been experienced, and there is a growing tendency in the way of theft on the steamers; it is certainly aggravating in the extreme, and it does not seem fair that the importers should always have to bear the brunt ; the shippers, therefore, can help in a large measure to prevent packages being broken into, by devising some plan whereby the offender will have difficulty in making away with goods without being caught or detected.

CREDITS

Let the manufacturers look carefully into the financial standing of the parties with whom business is to be inaugurated, and having satisfied themselves that those parties are reliable, let them bend every effort in trying to sell their goods to those parties.

Very often the question of long credit arises, and in this connection it will depend entirely whether or not the parties seeking it are worthy of the concession. The merchants are used to long credits from English and continental houses, as against the short time held out by the United States and Canada, and I have no hesitation in stating that the policy pursued by the European firms in this respect, and its abusive use in the trade does not commend itself to me to advise the manufacturers to depart from their system. All these things are of vast importance and I am confident if carried out will in a great measure tend to increase and improve trade, not only in the West Indies, but wherever it is sought after. I am afraid on the whole the manufacturers both in Canada and the United States have mistaken notions of the character of the West Indian trade. The conditions prevailing in these parts differ materially from those in other places, where a prosperous and large trade is being conducted. As a matter of fact, the West Indian Colonies are not by any means in a flourishing condition. This may be, largely, if not entirely attributed to over taxation. What is required at the moment is complete retrenchment. Whether or not the large salaries paid to the Government officials are out of proportion to the service rendered or not, or whether it is against the policy of the Imperial Government to reduce such salaries or not, in view of the impoverished condition of the people of these Colonies, and the low price of their staples, and the high price paid by the poor for food and raiment, it will readily occur to any reflecting mind, that the burdened payment of such salaries should be lifted from the suffering people and borne by the Imperial Treasury.

QUARANTINE MATTERS

We come now to the question of the smallpox epidemic, which notwithstanding the protracted period of one year, still exists. The unjust and unreasonable attitude of the sister Colonies towards Barbados during the visitation of this disease not only beggars description, but forms an amusing episode in its history. In no other civilized part of the globe could such oppressive measures as have been instituted be tolerated ; but were these oppressive measures, for certainly they have been so in the extreme, consistently carried out, they might have been condoned. To write with perfect frankness the whole system of the quarantine has been most absurd ; in as much as commercial intercourse has been entirely cut off, for fear of the disease being transmitted, in other respects there has been absolute freedom, by technically evading the laws, in pursuing a round-about course. Despite the well known fact that small-pox rages at all seasons at Halifax, New York and Liverpool, the Colonies have not thought it wise or prudent to enforce

quarantine against these ports. To sum the whole matter up, the petty spirit that has characterized the actions of the Colonies—especially Trinidad and St. Lucia, the ports of Barbados—has been one of trade jealousy. It is now known that smallpox exists in Jamaica, and Trinidad—it is rumored—has the same sickness now existing in Barbados, which is spreading daily, but the authorities, including many lights in the medical profession, are in search of an appropriate name to apply to their unwelcomed visitor. The list of names is too imposing to enumerate.

Coupled with the various fatalities which attended the West Indies last year, it is not to be wondered that the trade generally has been materially hampered, and that Barbados especially has had hers so dreadfully dislocated. The sooner a West Indies' conference takes place, with the view of framing rational and civilized quarantine laws, the better for all the Colonies. Barbados as the entrepôt of the West Indies is favored regularly with tourists, at the same time being chief port for the different liners. Consequent on the epidemic the port has been practically closed for over a year, resulting in an immense loss of revenue to the Colony, and a very heavy loss also to all branches of trade.

Credit and praise, therefore, are due to the people for the way they have borne the distressing times ; nevertheless, had the epidemic been fought energetically in the start, and also had drastic measures been brought to bear, the small-pox might have been stamped out months ago. But, in being passive, they have sacrificed the well-being of the Colony and the majority for the minority. At last, however, steps have been taken to fight the disease, in its declining period, and it is sincerely hoped that shortly the island will be restored to its usual health, and that an era of prosperity will attend this poor unfortunate, yet loyal little Colony.

BANKING

In a previous report I treated of this subject. I am still of the opinion that there is room for another bank in Barbados, notwithstanding the depressing times that have attended business the last year or so. Should the sugar industry improve, and I have no doubt it will, as better prices are predicted, business generally will be on a sounder basis, money will be freer, and there will be more favorable opportunities for another bank entering the field. I would therefore recommend the Association to approach either the Nova Scotia Bank or the Union Bank of Halifax, with the view of either of them establishing an Agency in conjunction with either of those in Jamaica and Trinidad respectively ; it is always better for business generally to have competing banks ; monopolies are bad in this respect, and oftentimes lead to a state of panic financially.

CANADIAN EXPORT TRADE

Some of its Difficulties.

SLOWLY, but surely, a Canadian export trade is being built up. Though confronted by many obstacles, the men who are establishing a demand for Canadian goods in foreign markets are gradually making headway against the competition of the world. Steamship lines are being acquired by Canadians. Other lines are being subsidized by the Dominion Government. Agents are prospecting in distant lands, and manufacturers at home are directing their attention towards foreign conquests.

Nevertheless, these advances are being made in the face of grave difficulties. All has not been plain sailing, and few men, as yet, have acquired a sufficiently practical knowledge of the conditions surrounding the export trade to know how to grapple with the situation successfully. Export houses in the United States have had years of experience compared with similar businesses in Canada, and consequently they have made the ground their own. Canadians have still to learn by experience.

In searching for the causes which are adversely affecting the advancement of Canada's export trade, it is surprising to find how much of all the trouble may be directly attributed to causes existing at home. The transportation problems which a few years ago seemed insurmountable are gradually being solved. Political complications with other countries have, to a great extent, disappeared. In fact, apart from a comparatively low tariff on many lines of manufacture and serious transportation disadvantages, Canada is placed on a fairly even footing to compete with other nations for the world's trade. Accordingly, the great bulk of hampering causes must necessarily come directly under the cognizance of the Canadian manufacturer himself.

INDIFFERENCE

First among these must be named the present lack of aggressiveness that characterizes the Canadian manufacturer in attempting to secure export trade. Indifference and timidity are perhaps the words that best describe this condition. There are many factories in Canada to-day whose products will compare favorably with those of any competitor, but there has been no attempt made to place them upon foreign markets, because of the difficulties which must be encountered and the uncertainty of results. What seems to be required is more self-reliance and more confidence in the ability of Canadians to successfully capture foreign trade, followed by the expenditure of the necessary energy and funds for accomplishing this end.

Many of our firms to-day are *self-satisfied*. Recent years have been so prosperous that

the majority of our manufacturers have been kept busy with Canadian orders, but it will not always be so. A "slump" has already been predicted in the great Republic to the South, and when the pendulum swings again, Canadian producers may be very glad to secure orders from other fields which, at the present time, they may view with comparative ignorance and indifference.

We believe that a number of Canadian firms do not even take the trouble to answer enquiries from the foreign field. One instance which has recently come under our notice is that of a large firm in Birmingham whose representative was about to visit Canada, and previous to his departure addressed an enquiry to more than thirty Canadian firms asking them to address him at Toronto, advising him whether they were prepared to undertake export trade and to what extent. To these thirty enquiries only eight answers were received, the firms favored with the opportunity not having shown even the courtesy of a reply. Such an attitude injures the whole prospect of Canadian trade and our firms would do well, even if they cannot undertake the execution of orders at the present time, to look ahead and retain always the confidence of foreign buyers.

CARELESSNESS

If lack of aggressiveness acts in one direction to prevent manufacturers from entering the export field, laxity in filling orders acts in another direction, to the equal detriment of Canada's foreign trade. We are constantly in receipt of letters from foreign representatives of our Association, complaining bitterly of the slipshod methods and the unjustifiable carelessness shown by a great many firms whom they represent. In securing local trade, Canadian manufacturers know that they must compete with the keenest opposition, but one is forced to the natural conclusion that they scarcely appreciate the fact that their opposition in foreign fields is in many lines even keener than it is at home. Admirable energy has been shown by many Canadian houses in making their products to meet foreign competition in the home market. It is a great mistake to enter the foreign field unless with the same determination to meet foreign competition abroad, and once upon the field to give no opportunity for the displacement of Canadian goods by inferior articles. If any distinction should be instituted between home and foreign business, as regards attention to details, the foreign order should undoubtedly have the preference.

DETAILS

Orders should be acknowledged promptly and carefully. No attempt should be made

to substitute even in the smallest and most trivial lines. Shipments should be hurried through with all reasonable haste and if a delay is necessary the agent should be advised at once. The greatest attention should be given to packing so as to avoid all breakages, and still keep the measurements as low as possible. Instructions with regard to shipping should be carried out to the letter and the customer advised of every detail. The careful attention given to all these little points will inspire foreign customers with confidence in Canadian firms, whereas their neglect will have the effect of turning the trade into other channels. If the order cannot be filled exactly as the sample should require, it were better to cancel it at once than to use inferior material and have the whole export trade of Canada condemned because of the inferiority of one article, and the carelessness or deception practised by one firm.

TARDY SHIPMENTS

Perhaps the most outstanding grievance is that of delay in shipping. The unsatisfactory results which have obtained in the past are not always due to the carelessness of the manufacturer; bearing a share of the responsibility we have the transportation companies. Some manufacturers imagine that because it may take months for the consignment to reach its destination, therefore they can afford to be lax in starting it on its way. This is a gross mistake. All the more need for quick shipment.

The utmost dispatch and care having been exercised at the factory, one can do no more than depend upon the railway and Steamship facilities, which, up to the present, in this country have not been any too satisfactory. Carelessness is very often apparent; delays are numerous, and worse than these, discriminations frequently occur.

Canada is passing through a critical and a most important stage in her development. With her thin line of population scattered over so wide a territory and with insufficient steamship facilities at both east and west, many difficulties must be faced. At the present time Canadian shippers are dependent to too great an extent upon facilities provided by foreign countries. The facilities which are provided within our own boundaries are necessarily expensive because of the long distances. The fact that we are dependent in any degree upon the resources of other nations explains in a measure the discriminations which exist.

AT FOREIGN PORTS

Any person at all familiar with the methods of procedure at such a port as New York will understand the discrimination that is

practised. Canadian goods are almost invariably set aside whenever it appears that there will not be sufficient room for all the United States' goods that are to be shipped. This, in itself, would not be so objectionable were it not that the process is repeated time and again, till, in some cases, months elapse before the goods are loaded on the ship. No one can blame the United States houses for desiring to have their goods take precedence, but there is a limit to the period in which they can with fairness detain foreign goods at their ports.

Still further aggravation is often caused by the refusal of the agents of the shipping companies to accept the figures of Canadian shippers. Everything has to be remeasured before the bills of lading can be made out and frequently there are changes made, which cause confusion and annoyance.

Much of this evil might be obviated were the Government to demand that such United States lines as solicit business in Canada should furnish bonds or guarantees that goods will be delivered on shipboard within a reasonable time. Without such a guarantee no foreign line should be permitted to enter Canada and ask for Canadian business. It is a most reasonable request to make and could be easily enforced.

One of the most serious charges which has ever been made is that of disloyalty on the part of steamship lines sailing from Canadian ports. Because United States houses hold the field in many of the localities to which these lines sail, therefore, out of a spirit of pure self-interest, companies have been known to carry United States goods in preference to Canadian goods. Lower rates are quoted the United States shippers in many instances, all of which acts to the great detriment of Canadian shippers.

CONCLUSIONS

From these few facts it will be apparent that a successful export trade means the mastery of a great number of details. In a brief paper such as this, these can not all be enumerated, but enough has been said to show that the responsibility for success rests largely upon the manufacturer himself. Where patience and care and energy are exercised, success is almost sure to result. An order faithfully and conscientiously executed is the best advertisement which Canadian goods or Canadian manufacturers can have. On the other hand, the neglect of the slightest detail may involve a great deal of trouble and expense as well as prevent the growth and extension of Canada's trade in any important market. Many of the difficulties which exist to-day as national problems, will, with the growth and development of the Dominion, be partly, if not entirely, removed.

In the meantime, as our manufacturers look into the future that is sure to bring at some time or other a period of depression,

they cannot over-estimate the value of a sound export trade, established, probably, with some trouble and expense, yet bringing in due time a most satisfactory reward.

PROSPEROUS DEMERARA.

TRADE RETURNS

The trade returns for the Colony of British Guiana for the year just ended compare very favorably with the year previous. The principal items of export are as follows—for the twelve months ending December 31—

| | 1901. | 1902. |
|-----------------------------|-----------|-----------|
| Sugar (tons) | 95,016 | 121,233 |
| Rum (gals.) | 2,691,917 | 3,208,213 |
| Balata (lbs.) | 336,244 | 556,311 |
| Gold (oz.) | 101,014 | 108,552 |
| Cocoa (lbs.) | 95,308 | 102,243 |
| Diamonds (carats) | 4,406 | 12,565 |

THE MANUFACTURERS' VISIT

The *Demerara Argosy*, January 3, 1903, in giving a retrospect of 1902, commented as follows on the visit of representatives of the Manufacturers' Association:—"The question of the possibility of extending the trade relations of this colony with Canada was discussed at a special meeting of the Chamber of Commerce on March 3, Mr. Robert Munro, President of the Canadian Manufacturers' Association, and Mr. J. F. M. Stewart, Secretary of the same Association, expressing their views thereupon. Mr. Munro stated that experience had proved that Canada had neglected the West Indian Trade, as out of \$400,000,000 of imports and exports the share of the West Indies was only a little over \$3,000,000. The object of their visit was to seek trade, and in return they promised the co-operation of the Manufacturers' Association in any influence which could be brought to bear on the Canadian Government in connection with the purchase by Canadian Manufacturers of West Indian products."

THE SUGAR INDUSTRY

The sugar planters are showing that they have confidence in the future of their industry and are spending large sums in improvements to cheapen the cost of production. The sugar cane is now gathered at the factories in punts, which are drawn through all parts of the estates by a system of canals. Plantation Diamond, one of the most progressive of the estates, has just installed at a cost of \$10,000 a machine for unloading the punts, and with it 7 or 8 men can do the work of about fifty. Great improvements are also being made in the crushing machinery, and now instead of being satisfied with 80% of the juice in the cane 93% is being extracted.

A correspondent in Demerara in a letter just received speaks of the sugar question as follows. "Beet cannot compete against cane unless assisted by bounties and subsidies and I am sorry to see Canada bolstering it up."

OUR EXCHANGES

This list comprises interesting articles noted since the last issue of INDUSTRIAL CANADA. The different papers are on file in the Association's Rooms and are at the disposal of the members.

Commerce—*Report of Mr. J. S. Larke, Canadian Commercial Agent for Australia.*—*Report of the Department of Trade and Commerce, December, 1902.*

Report of Mr. C. E. Sontum, Canadian Commercial Agent for Norway, Sweden and Denmark.—*Report of the Department of Trade and Commerce, December, 1902.*

United States Trade with France.—*United States Consular Reports, March, 1903.*

South Africa after the War, Railway Communication, "Commercial Intelligence," February 19.

Commercial Crises.—*By Prof. Nicholson.*—"Commerce, Accounts and Finance," March, 1903.

Commercial Terms.—*Various Conditions of Delivery of Goods in Contracts and Quotations.*—*F. A. S ; F. O. B ; C. I. F.*—"Mercantile Guardian," Feb. 21, 1903.

Fuel.—*Oil Fuel on Ships.*—"American Manufacturer," March 5, 1903.

Industries.—*The Steel Trades Future.*—*By William Garratt.*—"American Manufacturer," March 5 1903.

The Manufacture of Face Brick.—"Brick," March, 1903

Does it pay to Manufacture Ground Wood Pulp in Canada?—"Paper Mill," February 28.

Labor Problems.—*The Cost of Organized Labor.*—"Iron Age," March 5, 1903.

New Zealand Labor Law.—"U. S. Consular Reports, March, 1903.

Picketing Unlawful; Cases When and Why.—"American Industries," March 2, 1903.

Organization Necessary to Combat Strike Violence.—"American Industries," March 2, 1903

The Legal Aspect of Trade Unionism.—"Monetary Times," March 20.

Why Organizations of Employers are Absolutely Necessary.—"American Industries," March 16.

Legal—*The Law of Shipping Combinations*—"Mercantile Canadian," Feb. 21.

Metric System.—*Metric Weights and Measures in Germany.*—"U. S. Consular Reports," March, 1903.

Considerations touching the Metric System.—"American Industries," March 2, 1903.

Topographical.—*From Winnipeg to Lake Superior. Description of the Country.*—"The Commercial," March 14.

THE CANADIAN WOOD-PULP INDUSTRY

In his invaluable little booklet on "The Wood Pulp of Canada," Dr. George Johnson, the Dominion Statistician, estimates that there are 4,500,000,000 tons of wood pulp in sight in Canada. This means that at the present rate of consumption in Great Britain and the United States, it would take 5,000 years to use up Canada's visible supply of pulp.

In making this estimate, however, no account is taken of the various measures that have been adopted to preserve the forest wealth of the country. Including them in the discussion, it becomes apparent that with reasonable attention to the needs of the case, the wood pulp of Canada is practically inexhaustible in supply.

In developing the pulp industry, Canada has been particularly favored by Providence. No other country on the face of the globe has been blessed with so many advantages for the production of wood pulp. Her forests are filled with the particular species of trees that make the best pulp. Water-power, which is almost an absolute necessity for the successful operation of pulp mills, has been lavishly bestowed at the requisite points, and her geographical position, midway between Europe and Asia and next door to the United States, gives her a powerful advantage in the markets of the world.

Thirty years ago not a single pulp mill was to be found throughout the length and breadth of the country. In fact, the industry is entirely modern in every respect. Referring to the census of 1881, it is found that five mills were in existence at that date, employing some sixty-eight men and producing pulp to the value of \$63,000. By 1891, the number of mills had increased to twenty-four, 1,025 men were employed and the output aggregated a value of \$1,057,810. To-day there are thirty-five mills in operation, producing pulp valued at \$4,383,182 per annum, while several new mills are under construction.

During 1902 Canada exported about fifty-seven per cent of her total production of pulp or in value \$2,511,664. Of this quantity the United States took the major portion, viz., \$1,598,139, while the United Kingdom imported \$976,192. As the latter was only sufficient to supply 8½ per cent. of the needs of Great Britain it is apparent that a splendid market awaits the Canadian manufacturer of pulp in the Old Land. Furthermore, the United States at present imports annually one million cords of wood to keep her pulp mills in operation. Were such legislation to be passed as would keep the manufacture of this wood into pulp in Canada, the industry would receive an enormous impetus.

In a paper read before the Insurance Institute of Montreal on Feb. 26th, Mr. Fred W. Evans gave an excellent description of the industry in Canada, bestowing particular attention on its development in the Province of Quebec. Believing that no better statement of the case could be given, INDUSTRIAL CANADA takes pleasure in reproducing this paper in full.

THE subject of my address is "The Pulp Industry and its Development in the Province of Quebec," and in dealing with it I will treat it under two heads, taking first the industry itself with a brief description of the process of manufacture, and second I will endeavor to show how rapidly the pulp business has developed in Quebec, and how important it is.

THE EARLY INDUSTRY

Commencing then with the industry itself let us see why it exists, and what is the necessity for it; to do so intelligently we should briefly consider the history of the manufacture of paper, of which wood pulp now constitutes so large a proportion. Paper is of very great antiquity, it has been traced back to the second century B.C., when the Chinese reduced the cotton plant to pulp for making paper; although probably the earliest manuscript in existence is Arabic, dating from A.D. 866. Thereafter its use rapidly increased till by the latter part of the fourteenth century it was general throughout Europe. Paper has always been made from the pulp of vegetable fibres of some kind and results from their deposition on wire or other mesh while suspended in water. The Chinese two centuries B.C. as I have already said reduced cotton plants to pulp, and we to-day cut down our forests and convert them into the same material. Many different

substances have been used in the interval, the principal ones being rags, esparto grass, old rope, jute, straw, etc., but we may safely say that the bulk of the writing and printing paper is made now from wood pulp and rags, the fine grades of the former containing the largest proportion of rags, while newspapers are manufactured entirely from wood pulp in the proportion of from 75% to 85% mechanical to 15% to 25% chemical. Paper was originally made entirely by hand, the first machine was invented in 1798 in France; and used in a mill near Paris, it was introduced into England in 1804 by the Messrs. Fourdrinier, from whom the present paper machine takes its name. Paper mills had however existed in England since the 16th century, when the first known to have been established was built by one Tate in Hertfordshire. On this continent, the first paper machine was started in the United States by Messrs. Gilpin in 1820, and at present the bulk of the paper used is machine made, though hand-made paper is manufactured for special purposes. It is not however, my purpose to discuss in detail the manufacture of paper, and I have only touched upon it to show whence the pulp business derives its chief importance.

THE WOOD PULP PROCESS

I will therefore now endeavor to give those of my hearers who have not had the

opportunity of seeing a pulp mill in operation some idea of the process, and I shall speak chiefly of mechanical mills, where the pulp is made by being ground on stones. And here let me say that the product of a mechanical pulp mill is quite different from that of a chemical mill, and is not used for the same purpose; mechanical pulp is much coarser than chemical, and is used chiefly for news and wrapping papers, chemical is used either alone or in combination with mechanical for fine writing paper, book and engraving paper—it has a much softer and longer fibre, and when bleached is a purer white than the other.

VARIETIES OF WOOD

Spruce is the great factor in the successful production of pulp, I do not mean that it is the only wood that can be used for the purpose, but it possesses qualities that no other wood has, and it seems to come to very great perfection in the Province of Quebec. There are three varieties, white, red and black, the first makes the whitest pulp and the last has the strongest and toughest fibre. Balsam makes a more mealy short fibred pulp, but it is usual to mix about 25 per cent. to 33½ per cent. of balsam with spruce, which gives a very satisfactory pulp. Poplar and aspen are also used and make a very white and smooth but not strong pulp, the wood however is very subject to black heart, which if not removed before it

is put on the grinders, fills the pulp with specks and destroys it. Hemlock is used to a very slight degree, it is hard to grind, splinters, and makes rather poor pulp. It appears that the slower the growth the tougher and more suitable is the wood, and this would account for the superior excellence of the spruce in Canada, which like Norway and Sweden (up to the present time the great centre of the pulp industry) is in northern latitudes, and consequently the trees mature more slowly than in countries to the south.

WATER POWER

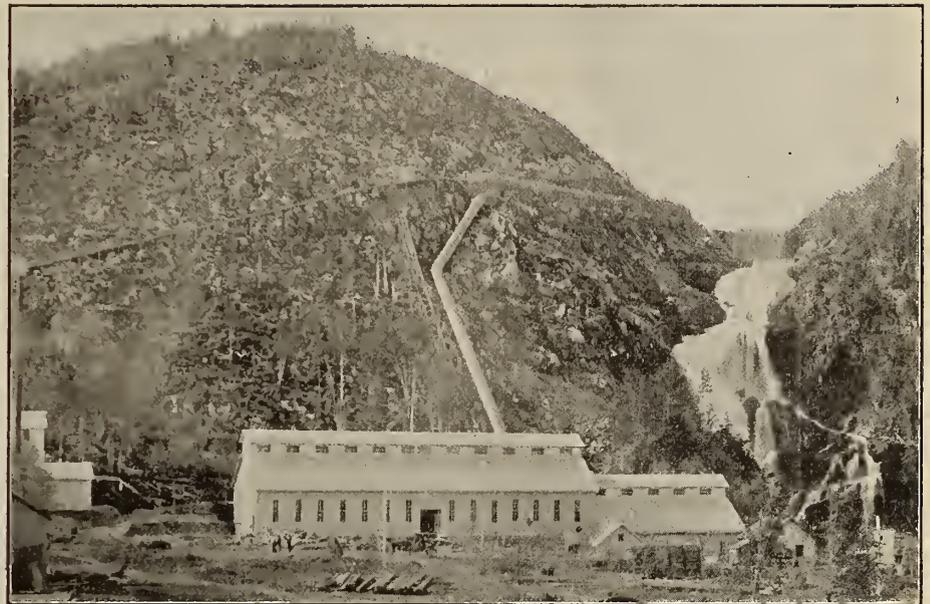
Having thus briefly spoken of the wood of which the pulp is made, let us follow the log from its arrival by water in the boom or by rail in the mill yard. Pulp mills cannot be satisfactorily run by any other power than water, and its quality and volume is of the greatest importance in the economy of the pulp mill; every process in the manufacture is a wet one, and to ensure success the water should be clean and particularly be free from iron, which if not removed passes into the pulp and fills it with small black specks. A pulp mill requires a great deal of power, about 75 h.p. being necessary for every ton of pulp made for the grinding process alone, so that an ordinary mill grinding 25 tons dry would take about 1,900 h.p. and about 5 h.p. per ton for driving the other machinery, equal in all to over 2,000 h.p. The grinders are preferably connected directly to the wheels, not by belts or gearing, as in other kinds of manufacturing, so that the wheel may always run at the proper speed for grinding, about 200 revolutions per minute.

TREATMENT OF A LOG

But to return to our log, which we will suppose is in the log pond contiguous to the mill; the first process is to get it into the sawing and barking room, this is generally done by means of a conveyor or endless chain with hooks on which the log is placed, and which carries it up and lands it on the carriage of the saw. This carriage or cradle is so arranged that the operator draws it against the saw, and the wood is cut into lengths of about 24 inches. The wood as it is cut falls on another conveyor which carries it to the barkers. As I have before stated, wood for pulp must be clean and free from bark and dead wood. The barker is a revolving disk about 52 inches in diameter, carrying four knives set in its face; as the disk revolves the wood is brought into contact with it and gradually turned round so that the knives remove every particle of bark; the pieces as they are cut off fall inside the iron frame which surrounds the disk and are blown out by a fan through a pipe which is connected with the frame and generally leads to the boiler house. The log having now been sawn to the right length and cleaned from all bark and other substances which would show in the pulp, is ready for the grinders. These are, as I have said,

connected with the wheel generally in sets of two or three, but, where great power is available five or six, the shaft from the wheel is run horizontally and operates directly to each grinder. The grinder is a very heavily built machine, in which a grindstone about 54 inches in diameter and from 18 inches to 26 inches face revolves at about 200 R.P.M. Three pockets made of iron are placed at equal distances from each other in the frame, these pockets are square, having in the side a door through which the wood is placed in them, and at the end a piston rod operated by hydraulic pressure and having a square face the size of the box which maintains a steady pressure on the wood at about 15 lbs. per square inch, keeping it constantly in close contact with the revolving stone. The capacity of a grinder will generally be from three to five tons per twenty-four hours.

been a success, though it is claimed that a screen of this type lately introduced has solved the difficulties hitherto met with. From the screens the pulp passes to the wet machines, here it is received in a vat in which revolves the cylinder mould. The outlet to the vat is so arranged that the water in which the pulp is suspended passes through the wire of which the mould is made, leaving the pulp spread in a thin layer on the surface, it then comes in contact with the running felt, fastens itself thereto and leaves the wire. The felt carries it along between the pressure rolls, which being acted on by powerful springs take out a great deal of the water, it is then deposited on the top roll of the machine, and after this acquires a sufficient thickness it is cut off. This is done either by running a sharp stick across the face of the roll, or by having a knife, known as the doctor, set at right angles to it, operated by



A TYPICAL CANADIAN PULP MILL IN THE LAKE ST. JOHN DISTRICT

AFTER THE GRINDING.

When the pulp and water leaves the grinder it passes along in troughs and through perforated plates which prevent large splinters and chips from going through. From thence it is pumped to the screens. These are boxes containing plates cut in fine slits varying from .012 to .014 inch and upwards so arranged that air and water are forced upwards through the openings or slits and on drawing back again the pulp is sucked through and what is too coarse to pass is left on top of the plates and removed. From this action the screen is known as the suction screen; the other types of screens are the knocker screen, operated by vibration, but so noisy that its use is now practically discontinued, and the rotary screen, consisting of fans driven at high speed inside of perforated cylinder and operating on the principle of the centrifugal dryer; so far this latter has not

a lever, which brings it against the roll and severs the sheet of pulp; in either case this falls on the table in front of the machine. Here it is taken in hand by the machine tender, folded, and if intended for use in Canada, is generally shipped in this condition, containing from 35 to 45 per cent. of pulp and the balance water.

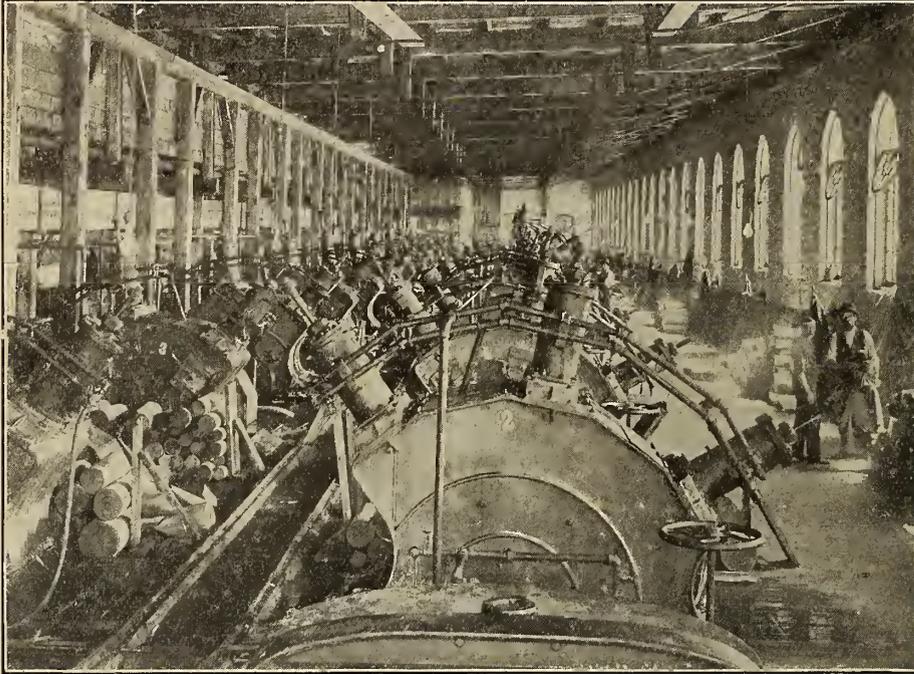
FINISHING TOUCHES

The bulk of the pulp manufactured is however intended for shipment either to England, Europe, or the United States, and after leaving the wet press is placed in the hydraulic press, where it is subjected to a pressure which reduces the quantity of water to from 45 per cent. to 50 per cent. In mills where paper is also made the pulp does not go through the wet machines at all, but after coming from the screens passes direct to the beaters of the paper mill to be mixed with whatever other stock

is being used for the particular class of paper which is to be manufactured. In some mills, especially the Sault Ste. Marie and Belgo-Canadian, the pulp goes over the hot rolls, which extract all the water, and it comes off as thin sheets, which in the case of that which is intended for shipment to

pulp, let us consider for a moment its development in the Province of Quebec. For the economical production of pulp, three things are virtually necessary, an abundant supply of spruce, never failing water powers, and good shipping facilities. The Province of Quebec possesses them all:

of Quebec has enormous areas which are practically untouched. The failure of the wood supply in the United States constitutes however a danger to this country. American paper mill owners, realizing the possibility of a curtailment and even a stoppage of their supply of raw materials, have been looking across the border for relief, and, in addition to purchasing wood from jobbers, have been buying up immense areas of timber limits, building mills for sawing and peeling the wood, and are shipping it by rail or boat to their mills across the line. To the casual observer this appears a desirable business—to sell our wood and at the same time clear our lands, and prepare them for the plough, but for such a conclusion is very superficial. Pulpwood exported as such represents a value of about \$4.00 per cord to the Canadian, the same cord of wood if manufactured here into a ton of mechanical pulp is worth about \$12, a large part of which is for labor. A ton of chemical pulp requires two cords of wood, and is worth about \$30.00. If therefore the pulpwood exported last year to the United States had been manufactured into mechanical pulp, the Province would have been over \$3,000,000 richer, and the gain would have been still greater if made into chemical pulp. Nor is the loss sustained by the country in exporting raw material instead of more or less finished goods the only one. Canada is endeavoring to sell pulp and paper to Great Britain particularly,



THE GRINDERS IN A PULP MILL

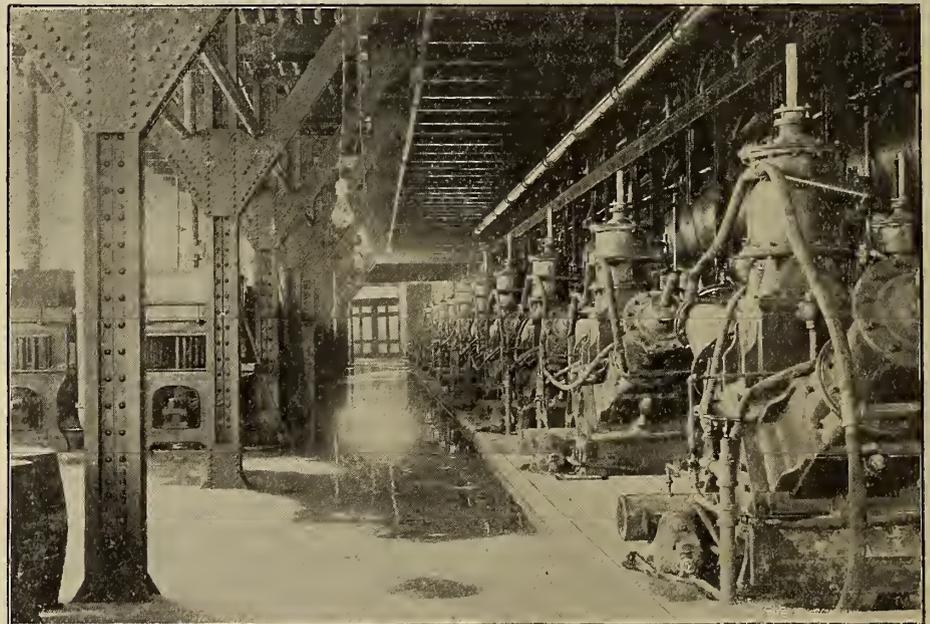
France, and some other parts of Europe are perforated in passing over the rolls, this is done to comply with the customs requirements of those countries which insist that the sheet of pulp must be perforated so that it cannot possibly be used as paper, so particular are they that even the way in which the holes are to be distributed over the sheets is laid down.

CHEMICAL PULP

Having given this description of the process of making mechanical pulp, I will add a few words of explanation regarding chemical pulp. There are two principal processes, soda and sulphite, the latter is the one chiefly employed; the wood is prepared the same as for mechanical pulp, but after being barked the knots are bored out and it is put into a chipping machine which reduces it to small fragments which are screened to remove all knots or other objectionable matter. The acid having been carefully prepared is drawn from large tanks into the digester, which has been already filled with the wood chips; steam is turned on and kept on for some twelve hours, when the wood is digested and blown into tanks. It is then well washed to remove acid, screened, passed through the machine and comes out as chemical pulp.

THE QUEBEC INDUSTRY

Having thus endeavored briefly to give a short description of the process of making



ANOTHER SERIES OF GRINDERS

our black and white spruce forests are larger than those of any other country in the world, in fact the only two which can be compared with it are the United States and Scandinavia, and both these, more particularly the United States, are rapidly depleting their wood supply, while the Province

and in a less degree to Germany and France, the Americans are trying to do the same, and are therefore competitors in the same market—we are to-day supplying them with the raw material to produce the pulp and paper to compete with us. But even this is not all, this industry in the United States is practically

a huge combine and their policy is to limit the amount of paper and pulp placed on the home market to a specified quantity and slaughter the balance in foreign countries; so that the Canadian manufacturer often has the mortification of seeing American-made paper and pulp for which the raw material has been furnished by Canada, going to Europe, perhaps in the very same steamer as his own, to undersell him in that market.

EXPORT DUTY REQUIRED

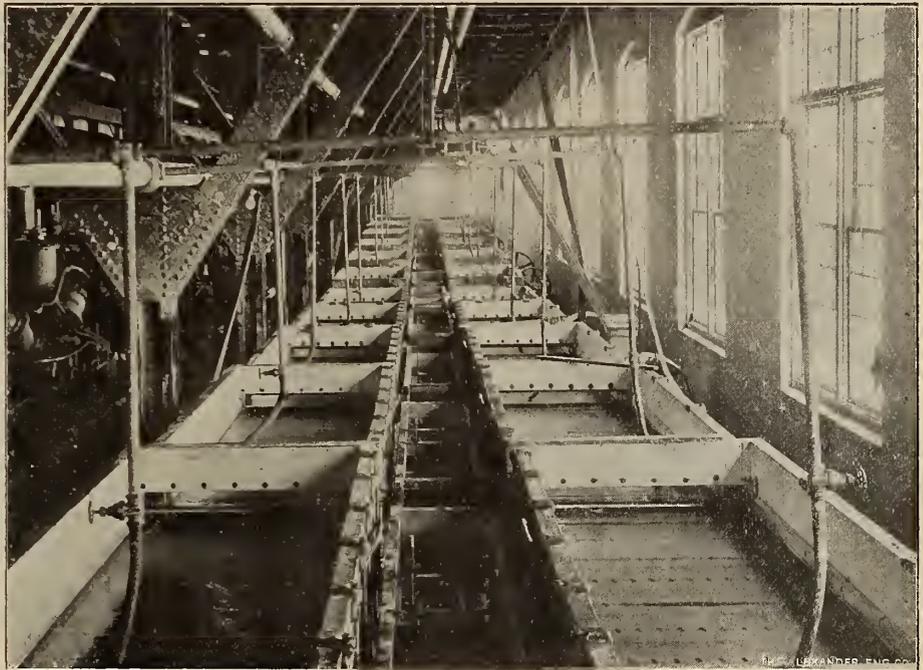
Now the remedy for this state of affairs is very simple, and the Americans themselves say that they cannot understand why Canada does not adopt it. It is not perhaps necessary to enact the drastic measure which the Government of Ontario has taken with regard to their timber lands, viz: that purchasers must manufacture it in Canada, though the enforcement of this Act has transferred the saw mill industry from the South to the North shore of Lake Huron, and built up a thriving business on Georgian Bay. The more moderate expedient of imposing an export duty on logs and pulpwood would have the effect of increasing the cost of raw material to such mill owners in the United States as were unable to change the location of their plants, and thus reducing their chances of successfully competing with Canadian mills while paying a respectable sum into the Dominion Treasury. It would also bring into Canada a large number of other manufacturers who would purchase our waterpowers and erect new mills. There are in the United States at present 255 pulp mills, mechanical and chemical, producing daily some 8,450 tons or over two and a half million tons per annum. This means a consumption of about 13,000 cords of wood daily, or nearly four million cords per annum. Of this it is computed that the Province of Quebec furnished last year about 400,000 cords, and from the preparations made this winter it is believed this quantity will be nearly doubled in 1903. It is however, most difficult to get accurate figures of the quantity and value of pulpwood exported annually, as the Government returns are useless, much of the wood going out as cord wood. (Some idea of the rapidity with which the wood lands are being denuded of timber may be gained when we consider that the consumption of wood in the United States last year for the production of pulp would have taken the timber from an area of over 1,100 miles, or say equal to the distance between Montreal and Toronto for a width of over three miles, and this consumption is rapidly increasing.) It is said that one New York newspaper is now asking for tenders for two hundred tons of paper per day, which will take the produce of 9,000 acres per annum to fill the order.

GROWTH OF THE INDUSTRY

In spite of the lack of assistance in this direction from successive Governments,

whether Conservative or Liberal, the pulp industry has grown very rapidly in the Province of Quebec. In 1880 there were a few scattered mills whose combined output did not exceed 9,000 tons per annum, and of which the only ones of any importance were those of the Canada Paper Company, and W. & F. P. Currie, now the Dominion Paper Company. To-day there are in the Province 27 mills, the estimated output of which is about 280,000 tons per annum. Of these the principal are the Chicoutimi at that place, the Laurentide at Grand Mere, the Belgo-Canadian at Shawinigan Falls, James McLaren & Company at Buckingham, the Royal at East Angus, the Canada at Windsor Mills, the Riviere du Loup and Fraserville at Fraserville, the Eddy Company at Hull, the Lachute Mills and small mills scattered over the Province. In addi-

us 51,000 tons valued at \$1,635,000, and we appear to have furnished about 79 per cent. of their total import of wood pulp. Our exports to other countries were inconsiderable, totalling only about \$65,000. It would therefore appear that we have in Great Britain an unlimited market for wood pulp, for if the whole output of the mills now operating and under construction in the Province of Quebec were shipped there, we should only be furnishing about 60 per cent. of her imports, and as I have already shown that Canada, and more particularly this Province, has all the requirements for the production of the best pulp at the lowest possible price, we should take every means to conserve our raw material and not allow it to be sent out of the country to aid our rivals to successfully compete with us.



THE SCREENS

tion to these, large mills are under construction at Brompton Falls and at Seven Islands, and others are projected at the Greys and some other points on the St. Maurice.

ABOUT MARKETS

Here then is an industry which in twenty-three years has increased from an output of 9,000 tons to over 280,000 tons, which when the Mills now projected or under construction are completed will reach over 330,000, and yet is only really in its infancy when its future possibilities are considered. In 1901 Great Britain imported one half million tons of pulp valued at eleven and three quarter million dollars, of which Canada furnished 13 per cent., or just exactly double the proportion we had exported there two years previously. The United States in the same year took from

THE FIRE HAZARD

While the title of my subject does not refer to the fire hazard of the pulp business, still it might be considered that in an essay before an Insurance Institute some reference at least should be made to it. There is no disputing the fact that for some reason there has been a considerable mortality among pulp mills, both chemical and mechanical, in both the United States and Canada, so much so indeed that many companies have put them on the prohibited list. It is of course impossible for me to get statistics regarding the number of mills destroyed or the causes of fires in the United States, and in Canada the information is rather incomplete. The principal losses in recent years have been the Laurentide at Grand Mere in 1899 in the chemical plant with a loss of \$50,000, the same plant in 1900, fire originat-

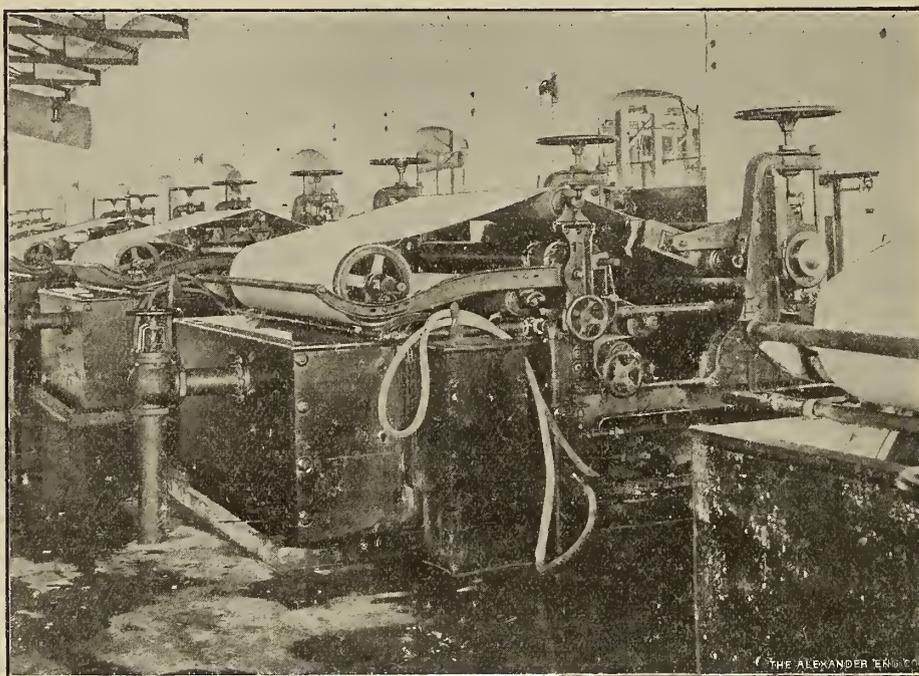
ing from an overheated bearing in the wood preparing room alongside the mechanical mill with a loss of \$128,500, the Fraserville mill in 1901, with a loss of \$22,000, fire originating probably from electrical causes, the Canada Paper Mill Company's Pulp and Paper mill at Windsor in 1901, with a loss of \$128,500, fire originating in or about shafting under floor of paper mill. One naturally wonders why a process which is largely wet, in fact which is mostly conducted under running water, should prove hazardous. It is probably due to the employment of great power in the various processes, and the resultant friction on bearings running in out of the way places, the preparation of the wood also when done in the mill is an element of considerable hazard. Pulp mills being generally

exports have reached a point that would not have been credited a few years ago, and as large and important a market relatively is open to us in the pulp and paper business. It is time that we should cease to be "hewers of wood," in the most literal interpretation of the term, for our friends to the South; we are willing to sell them all the wood they want, but let it be by the ton as pulp at \$12 and upwards, or better still as paper at \$50 per ton, and not by the cord at \$4, then will the Province of Quebec have a fair chance of becoming the great pulp and paper producing country of the world—what nature intended it to be when she equipped it so lavishly with splendid water powers, great spruce forests, and easy access to the markets of two continents.

the St. John Sulphite Fibre Co. and the Chising Sulphite Fibre Co.

Northern Ontario is only beginning to be known as a pulp-producing area. The mills at Sault Ste. Marie and at Sturgeon Falls were the pioneers, and they are being followed by others. In old Ontario, there is the Toronto Paper Mill at Cornwall, where the first sulphite fibre was made in Canada, and among others may be noted the Riordan Mills, the Georgetown Paper Mills, the Frankfort and the Gore Mills and the Thorold Mill.

In British Columbia the industry is yet in its infancy, though the country is well-suited to the production of wood pulp. The only mill in operation there up to a short time ago was the British Columbia Mill at Alberni.—*Editor INDUSTRIAL CANADA*]



WET PRESSES

located at some distance from cities and towns having efficient fire apparatus are in consequence dependent on their own pumps for protection, and as little attention has hitherto been paid to these and the mills have not been sprinkled, fires once started have generally resulted in a total loss.

THE FUTURE

In conclusion, let me say I trust that the growing feeling of "Canada for Canadians" may extend to the wood pulp industry, and that our Government may realize that the best interests of the Dominion, and more particularly of the Province of Quebec, demand that we shall cease to allow the forest wealth of this country to be squandered by being shipped in its raw state. A wise and far-seeing policy has increased our butter and cheese industry till our

[NOTE.—As Mr. Evans was addressing the Insurance Institute in Montreal he paid particular attention to the pulp industry in the Province of Quebec. In order to round off this article and make it more national in tone, a passing reference should be made to the industry as it exists elsewhere in the Dominion.

Nova Scotia and New Brunswick possess magnificent forest assets and pulp mills have been in operation in these Provinces for some time. In the former the principal mills up to a recent date were those of the St. Croix Paper Company, The Nova Scotia Wood Pulp Co., The Acadia Pulp Mill Co., The Sheet Harbor Mills and the Sissiboo Falls Paper Co. In New Brunswick there are the mills of the Dominion Pulp Co., the Maritime Sulphite Fibre Co.,

VISITOR OF NOTE.

Hon. R. H. McCarthy, Controller of Customs, Port of Spain, Trinidad, expects to visit Canada this fall when Toronto Fair is in progress. Mr. McCarthy is a warm friend of Canada and for years has done everything in his power to foster trade between the two Colonies. In his customs reports he has taken great pains to give Canada credit for imports arriving in Trinidad via New York and has prepared a separate table containing careful estimates of these different amounts.

While Mr. Robt. Munro and Asst.-Secy. Stewart of the Association were in Trinidad last year Mr. McCarthy was most obliging and much of the valuable information and advice obtained was due to his efforts. His visit is very important and the reports of Canada that Mr. McCarthy takes home with him will carry the greatest weight both in Government and commercial matters.

CANADA-FRANCE SERVICE.

Commencing with April, the Finska Lloyd Navigation Company of La Rochelle will inaugurate a monthly steamship service between France and Canada. Messrs. L. Canaud & Nordlindh, general agents of the company, issued a circular to this effect on February 12th. The service is to be opened by the steamers "Hektos" and "Hesperus," which will sail to Quebec and Montreal. These are new boats with a speed of from ten to twelve knots. Further information regarding the exact days of sailing and the ports to be selected for the winter service were promised later, and the hope was expressed that Canada would stand by the project.

IN THE MARKETS OF THE WORLD

Useful Information for the Benefit of Exporters.

ARGENTINA

One of the difficulties that stands in the way of the extension of trade in the Argentine Republic is the very keen competition that exists there owing to the fact that the whole commerce of the country is centred in Buenos Ayres. Practically the entire export and import trade of the Republic passes through that city. As a result Buenos Ayres is well supplied with houses of the first rank, possessing vast capital and resources. As the Dutch Consul-General remarks, "For an article in demand to be ordered from abroad is an exception, the shops often being overstocked. Importers of manufactured goods at times hold auctions of articles that are not selling well, and they not infrequently realize less than cost price." Another point to be remembered is that goods entering the Republic are subject to heavy duties. A merchant must be prepared to lose at the outset but, if his goods are in demand, he will presently succeed. The people of Argentina pay a great deal of attention to trade marks, and the prospective trader should not neglect to have his trade mark registered.

BRAZIL

Both the imports and exports of Brazil are on the increase, notwithstanding the unfortunate condition of the coffee industry. For the first half of 1902, the imports amounted to £10,877,000 or about £1,000,000 increase over the preceding six months. Exports stood at £17,308,000, an increase of £280,000. A British consular report explains that Brazilian trade is mainly dependent on coffee values, the emission of paper, and exchange, and that naturally, while the coffee market suffers from overproduction and currency is depreciated, imports are adversely affected. Of the imports, cotton goods have shown a considerable increase. The present crop of coffee is calculated at 11,000,000 bags, a figure considerably below the crop of 1901-02. This will probably tend to improve trade conditions still more.

DENMARK

Though somewhat belated in their appearance, the Danish trade returns for 1901 contain several matters of interest. The exports in 1901 rose to £22,699,000 from £21,865,000 in 1900, and the imports fell from £29,267,000 to £28,486,000. The excess of imports over exports has been accounted for by the large earnings of the Danish carrying trade. The official estimate places freight earnings at something like £3,500,000 per annum, of which probably one-half is profit. Danish imports are principally German goods, though both Britain and the United States supply a con-

siderable portion of the total. Great Britain however takes more than half her exports.

NORTHERN FRANCE.

From the report of Mr. Consul General Hertslet of Havre for the year 1902 a few interesting facts may be gleaned. It would seem that most of the foreign wheat imported in the north of France comes from the Pacific coast of the United States. "It was formerly brought to France in sailing ships, but of late years much of it has been sent by railway to the Gulf of Mexico and Atlantic coast ports, and thence shipped by steamer to Havre." The carrying trade is principally under the British flag. Agricultural implements are coming into demand and to-day they are classified at the custom-house among the principal imports of the port of Havre. Most implements are imported from the United States. The Consul adds "There is a co-operative society at Amiens for purchasing from the makers furnishing to agriculturists all kinds of labor-saving appliances." Those interested might communicate either with His Majesty's Consul at Calais or with the British Vice-Consul at Amiens.

GERMANY

It is estimated that the new German tariff will come into operation some time between January and July, 1904. Under its provisions agricultural products will pay increased duties, raw materials will remain duty free and there will be very few reductions established. Such reductions as are provided for affect chiefly manufactured articles, including spades, shovels, hoes and ploughshares, hay and manure forks, scythes, sickles and straw-cutters. These sections are worthy of note in this connection as illustrations of the scrupulous care with which the new Tariff Act, from first to last, favors and supports the interests of the agricultural as against the industrial and mercantile classes. Necessarily Germany will first have to negotiate a new set of commercial treaties based on the revised tariff.

INDIA

Thirty-six per cent. of the imports into India consist of cotton goods; twelve per cent. are manufactures of iron and steel; five per cent. are mineral oils. Prominent among the articles forming the remainder of India's imports are provisions, clothing, copper, paper, instruments and apparatus, chemicals, salts and spirits. Of this trade Britain holds the lion's share. Strange to say the United States business shows a falling off. Though the latter import goods in increasing quantities from India and though India demands goods, manufactured in large quantities by the United

States, yet there has been no growth in United States exports to India during the past few years.

MANCHURIA

Russia is making a novel effort to develop trade in Manchuria and in Eastern Asia. An exhibition of considerable importance will be held at Kirin in Manchuria. Hitherto nations have frequently sent exhibits to countries whose trade they desired to secure, but it is doubtful whether an entire exhibition was ever before planned and sent to another country. Russian Ministry of Finance has circularized all important native centres of industry concerning the proposed exhibition, and the anticipation of the Ministry is that Russia is going to secure the lion's share of Eastern trade as a direct result of the project.

PERSIA

Persia's new customs tariff has been framed, it is alleged, to benefit Russian trade as opposed to the trade of Great Britain and India. At present British goods are taxed in Persia at 5 per cent. ad valorem. Under the new tariff, which is based on the weight of the goods, the duties on many British commodities will be largely increased. The Russian manufacturer will be directly benefited because he will be enabled to compete on more even terms with the British manufacturer, who on account of superior methods of production has hitherto held the advantage. However, the British Government is arranging for a more influential voice in regard to alterations in the tariff affecting British trade.

RUSSIA

Owing to the lapsing of the various commercial treaties existing between Russia and several neighboring countries, a new tariff has been drafted which will come into effect about January 29th, 1904. The tariff generally shows an increase of about 50 per cent. on that of 1891. Many articles will have to pay twice as much duty as before. Such goods as machinery, electric fittings, apparatus and accessories of all descriptions, metals, cutlery, etc., are most affected by the new duties. But it is doubtful whether the tariff will be enforced as it stands. It is much more probable that it has been published to frighten Germany into making concessions in her duties.

THE SOUDAN

American-made cotton goods have the preference in Egypt over British-made goods. So writes Lord Cromer to Lord Lansdowne. The natives complain of the quality of the English article, which, it appears, contains a great deal of what is called "dressing." In the Soudan itself

British cottons still have the upper hand, but Lord Cromer has no doubt that American goods will soon become more popular. Abyssinia is now entirely supplied with cottons from America. "The Soudan does not at present offer a very extensive market for goods of any description. But the trade is growing in various directions, and is unquestionably capable of further extension."

TRINIDAD

Trinidad is now reported to be in a most flourishing condition. The Mercantile Guardian says: "What with the pitch-pine lake discovered by Sir Walter Raleigh, the departure in the cultivation of cocoa, and the importation of coolie labor from the East Indies, the island is now overflowing with surplus revenue. In 1895 the export value of cocoa was £620,634, in 1900 it was £978,632. During the same period exports have increased from £1,791,867 to £2,511,899, an advance of fifty per cent. This island at least of all in the Carribean Sea is a safe field for the export of machinery. Anticipation as to benefits from the abolition of sugar bounties are discounted."

CANADA-JAMAICA DIRECT SERVICE.

Jamaica has inaugurated a movement which it is to be hoped will culminate in the establishment of a direct fast steamship service between Kingston, the capital of the Island, and St. John and Halifax.

At the session of the Legislative Council in Kingston on Feb. 17th last, one of the members, the Honorable Dr. Pringle, moved: "That in the opinion of this Council the sum of £2,500 be placed at the disposal of the Government in order that steps be taken to encourage improved steam communication between this country and the Dominion of Canada." Dr. Pringle considered that this was a favorable time for granting a subsidy to encourage trade between Canada and Jamaica. He believed that as the United States now possesses tropical colonies of its own it would be in the best interests of Jamaica if trade with Canada, a country which has no tropical area, could be promoted. He proposed that if the Council passed a resolution, the Colonial Secretary, Honorable Mr. Olivier, who was going to England via Canada this summer, should take the matter up with the Canadian Government.

The director of Public Works, the Hon. V. G. Bell, rather deprecated the scheme. He believed that there was very little ground for hope that trade relations between Canada and Jamaica could be improved.

The Colonial Secretary stated that he would be pleased to do anything he could in the matter, though he rather shared the views of Mr. Bell.

Ultimately the motion was carried, and Mr. Olivier will discuss the question of a direct service once more at Ottawa and at London during the coming summer.

CLASS OF GOODS REQUIRED IN TRINIDAD

The following memorandum of Canadian goods imported into Trinidad has been forwarded to this office by a merchant of that island who is desirous of making Canadian connections. He is introduced to the Association by a well known Toronto business man and his address may be obtained by writing INDUSTRIAL CANADA.

Wool.—Of various grades from high class to cheap superfine in bbls. of 196 lbs. net, neatly paper labelled.

Dried Fish.—Cod in tierces and drums of 450 lbs. each. Smaller packages are also imported, but the bulk of the trade is in the larger packages. Haddock, in tierces of 450 lbs., and also other scale fish such as hake and pollock.

Pickled Fish.—Salmon, mackerel, herrings, alewives, etc., in bbls. of 200 lbs. and ½ bbls. of 100 lbs.

Smoked Herrings.—In the usual small box of about 10 lbs. each, put up in boxes of 10 to the bundle.

Oats.—Heavy Canadian *White* in bags of 4 bushels, 160 lbs. each. Small cargoes from Prince Edward Island do very well, but large quantities are imported by the regular steamers via New York.

Lumber.—1st quality—*White Pine boards.* I think small handy sized cargoes sell readily but the bulk come from New York by steamer.

2nd quality White Pine Boards.—Small cargoes from Nova Scotia with almost 20 per cent. spruce boards are very salable.

Potatoes.—Good quality in bbls of 160, 180 lbs.

Pork.—Clear pork, pork heads, ribs, feet, hocks and other small parts of the hog all in bbls of 200 lbs. net.

Peas.—Split peas in bbls. 210 lbs. net.

Candles.—In boxes of 25 lbs. each, various sizes.

Cheese.—In boxes of 30, 32 lbs. net.

Butter.—In kegs of 25-30 lbs. Also in tins of 1 lb. each, 100 tins to the case.

Soap.—Blue mottled and brown in boxes of 56 lbs. (½ cwt.).

Live Stock.—Horses, sheep, turkeys, geese.

The above, while by no means a complete list, gives a fair idea of the principal imports.

LIEGE EXHIBITION, 1905.

Advance notices of an important International Exhibition to be held in 1905 at Liege, Belgium, have lately come to hand. The exhibition will open in the month of April of that year and will last for at least six months. It will include artistic, scientific, industrial and commercial sections, and preparations are being made on a large scale to have it most comprehensive in every detail.

FRENCH TRADE.

French trade continues to show important gains as is evidenced in our monthly report from M. Poindron of Paris, the Canadian Commercial Agent for France. The increase of imports for the months of January and February of this year over the same months of 1902 aggregates \$132,358 and exports have increased \$85,532 giving a total increase of \$217,890. The exportation of food products alone exhibits a diminution.

SOUTH AFRICAN NOTES.

In a letter dated February 10, J.C. Jardine, the Trade Commissioner to South Africa, announces the arrival of the steamships "Melville" and "Oriana" of the Canadian South Africa service. The perishable portion of their cargoes, he states, turned out in excellent condition. Mr. Jardine further wrote that he was leaving Cape Town at the end of February for a prolonged trip to the Transvaal and other northern points, extending his journey into Rhodesia. He expected to interview all the prominent importers in these colonies and announced that it would give him pleasure to hear from any members of the Manufacturers' Association.

TRADE NOTES

When Messrs. Munro and Stewart returned from their West Indian mission, their good work, instead of being completed, had only been begun. To-day results are being felt. For instance, the George B. Meadows, Toronto, Wire, Iron and Brass Works Co., Limited, made an important shipment on March 6th to Port of Spain, Trinidad, which Mr. Meadows, the president of the company, believes was directly the result of the visit to that island of the representatives of the Manufacturers' Association. The shipment comprised handsome fittings for the Union Bank of Halifax, at Port of Spain. As regards design and workmanship, the fittings were of a high degree of excellence, and should reflect credit on Canadian industry. This was the first shipment of the company to Trinidad.

"Our Canadian firms *must* wake up if they wish to do anything in South Africa." So writes a prominent importer of Johannesburg. He instances a case in which his firm wrote to a number of Canadian timber firms, asking them to cable quotations on certain specifications for lumber sent them. Up to the date of writing no replies had been received. He regretted seeing the order lost to Canada.

SEEKING EMPLOYMENT.

INDUSTRIAL CANADA is in receipt of a communication from a locomotive engineer in Bromley, England, who desires to emigrate to Canada, if he can secure a suitable position. He has also worked as draftsman for an engineering firm and has of late been engaged in road-making and sewerage near Birmingham. He desires either to get in touch with some contractor engaged in public works or with some engineering firm.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies.—(1) **Hull, England.**—A correspondent in Hull, England, offers his services to members of the Association to represent them in that city.

(2) **London, England.**—A correspondent with considerable experience as a commercial traveller desires to represent Canadian manufacturers in London.

Asbestos Property.—Particulars are desired of any first-class asbestos properties at least partly developed for which a purchaser is sought.

Boards for Paper Makers.—Enquiry is made by a **London** house for the names of wood-pulp makers in Canada turning out large quantities of boards for paper makers and for use in the shoe trade.

Chairs.—A correspondent in **Adelaide, South Australia**, favorably known to the Association, desires to procure an agency for the above line in Canada.

Charcoal.—An important **London** house asks to be placed in touch with Canadian producers of charcoal who are in a position to undertake export trade upon a considerable scale.

Doors, Skirtings, Mouldings, and General Joinery.—A timber merchant in **Hull** asks for the addresses of Canadian manufacturers who can supply the above.

Ducks, Sheetings and Drills.—A correspondent in **Adelaide, South Australia**, favorably known to the Association, desires to procure an agency for the above lines in Canada.

Flour.—(1) A **Liverpool** flour importer wishes to establish a connection with some first-class exporters of Canadian flour.

(2) A **Liverpool** firm asks for addresses of Canadian shippers of flour.

(3) An important **London** house is also looking out for Canadian flour millers prepared to do an export business.

(4) A correspondent in **Wiborg, Finland**, desires to represent a Canadian shipper of flour. He states that at the present time large quantities are imported from the United States. Quotations are made in English currency per 100 kilos, c. i. f. Finnish Port, and delivery is made in cotton bags of 80 kilos. The flour desired is coarse ground or granular, the finer flours being in less demand. There is no import duty. For **Wiborg** commission asked is 1 per cent. and for the rest of Finland 2 per cent. Good references are given both in the United States and Hamburg.

Lard Oil.—A **Bristol** firm enquire for names of Canadian shippers of lard oil.

Laundry Machinery and Supplies.—A **London** firm invites particulars and quotations from Canadian manufacturers of laundry machinery and supplies, such as maize, starch powder, alkali, etc.

Musical Instruments.—A correspondent in **Madras**, who has been carrying on the business of a wholesale importer since 1865, desires to purchase the above. Terms as stated are $\frac{1}{4}$ of value of order in advance, balance cash against document.

Peas, Seeds.—A firm in **Angers, France**, wishes to be placed in communication with Canadian shippers of pea and other seeds, particularly those who have resident agents in France.

Peat.—A correspondent in **Stirling, Scotland**, seeks information about the development of the Canadian Peat Industry and wishes to hear from producers.

Picture Moulding.—A correspondent in **Adelaide, South Australia**, favorably known to the Association for some time, desires to procure an agency for the above line in Canada.

Produce.—A **Manchester** produce broker wishes to get into communication with Canadian shippers of produce, flour, etc.

Produce and Provisions.—A firm of provision and produce importers at **Newcastle-on-Tyne** invites correspondence from Canadian produce shippers wishing to develop trade in that district.

Pulp.—A firm in **Manchester** desires to get in communication with a Canadian firm in a position to ship bleached poplar wood pulp.

Spokes and Hubs.—A firm of timber merchants in **Cardiff, Wales**, established recently, are open to buy large or small quantities of American ready dressed oak spokes, English pattern, XX quality, 28 inches long, and rock elm hubs. They send the name of their bankers as reference, and state that terms of payment are to be agreed upon, but cash at all times if preferred by sellers.

Tools, Jewelry and Watch Makers.—A correspondent in **Madras**, who has been carrying on the business of a wholesale importer since 1895, desires to purchase the above. Terms, as stated, are $\frac{1}{4}$ of value of order in advance, balance cash against document.

Turned Wood and Boxes.—A firm in **Brimscombe, England**, carrying on a wholesale business and established 80 years ago

desires to procure turned wood boxes for all purposes and other small turnery lines such as made by **Estes & Sons** of **New York**. They ask for quotations and samples; freight, etc., paid to **London** or **Bristol**. Quantities of these goods are used in their own business and they also market the same. They desire to procure the sole agency and are prepared to buy on terms or cash on delivery. Good references are sent in **New York** and in **England**.

Watches, Clocks, Watch Cases.—A correspondent in **Madras**, who has been carrying on the business of a wholesale importer since 1895 desires to purchase the above. Terms as stated are $\frac{1}{4}$ of value of order in advance, balance cash against documents.

Waterproof Garments.—A **Glasgow** house desires to correspond with Canadian manufacturers of india-rubber waterproof garments in a position to cater for the **British** market.

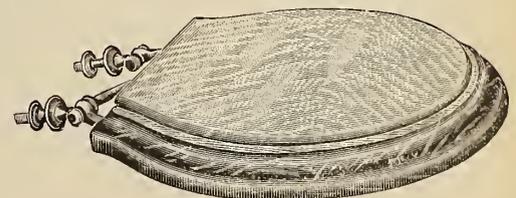
Windmills.—A correspondent, well known to the Association, in **Sydney, Australia**, desires to communicate with a Canadian manufacturer of windmills, and asks for prices delivered at **Sydney** and the discount that could be allowed him, personally, off such prices.

Wood Chimney Pieces.—A **London** importer wishes to get in touch with a Canadian shipper of wood chimney-pieces, etc.

For Home and Export Trade.

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MUSIC CABINETS
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B.—Reed & Rattan Furniture

C.—Invalid Chairs.

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F.—Children's Sleighs, etc.



Etc.,

Etc.



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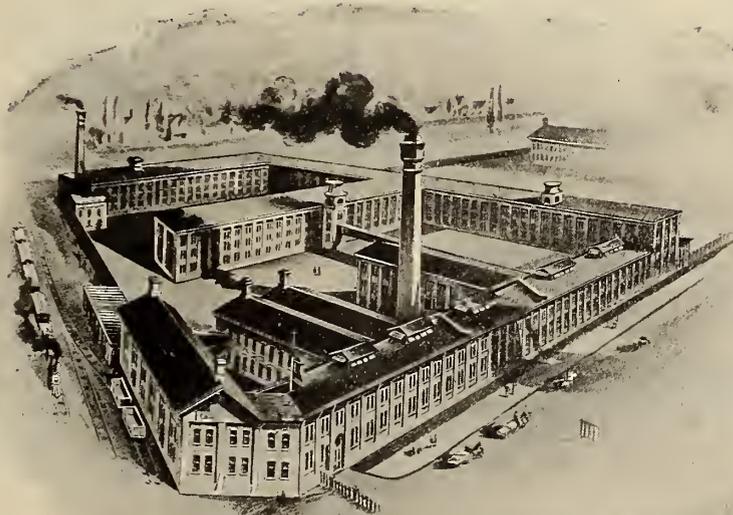
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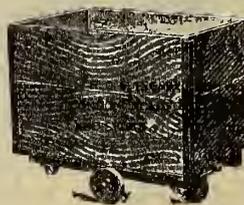
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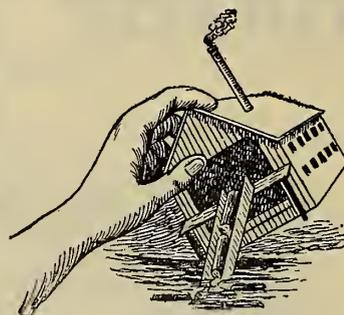
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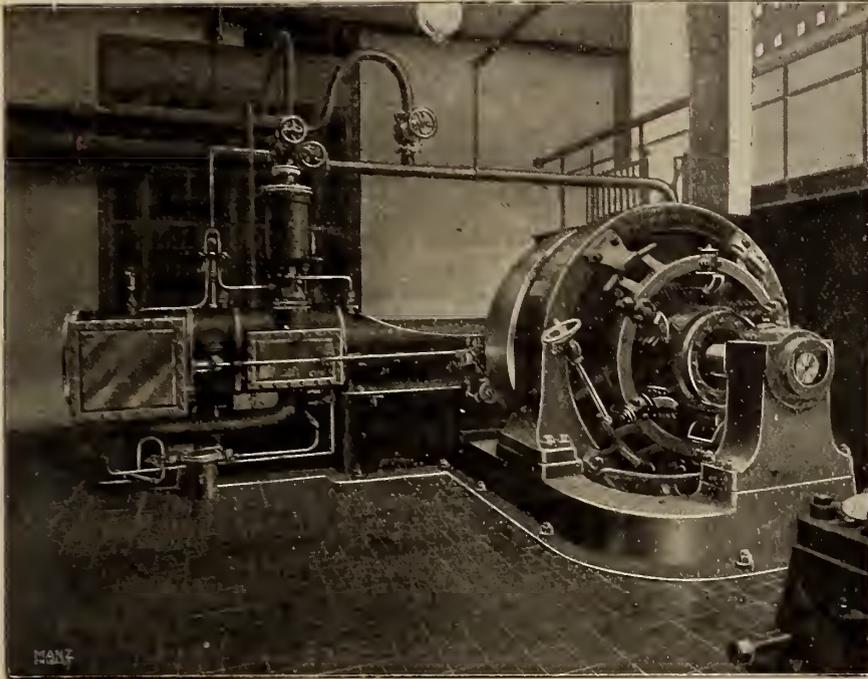
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**Is Your Fire Hose in Good Order?**

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It was ordered on the recommendation of Dr. J. T. Nicholson, Professor of Engineering, who was formerly of the Institute of Science, McGill University, Montreal.

The purchasers state this engine is to be placed with other engines supplied by the leading British makers as an example of the best English and Foreign practice in engineering.

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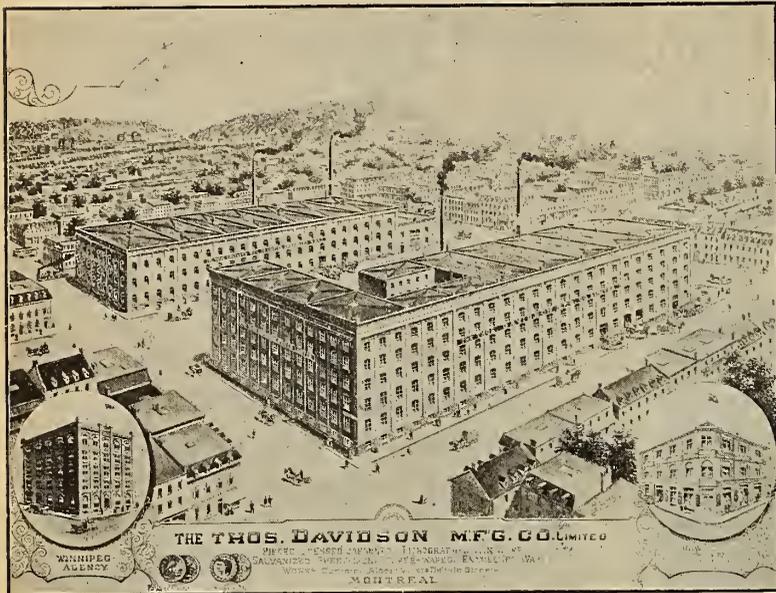
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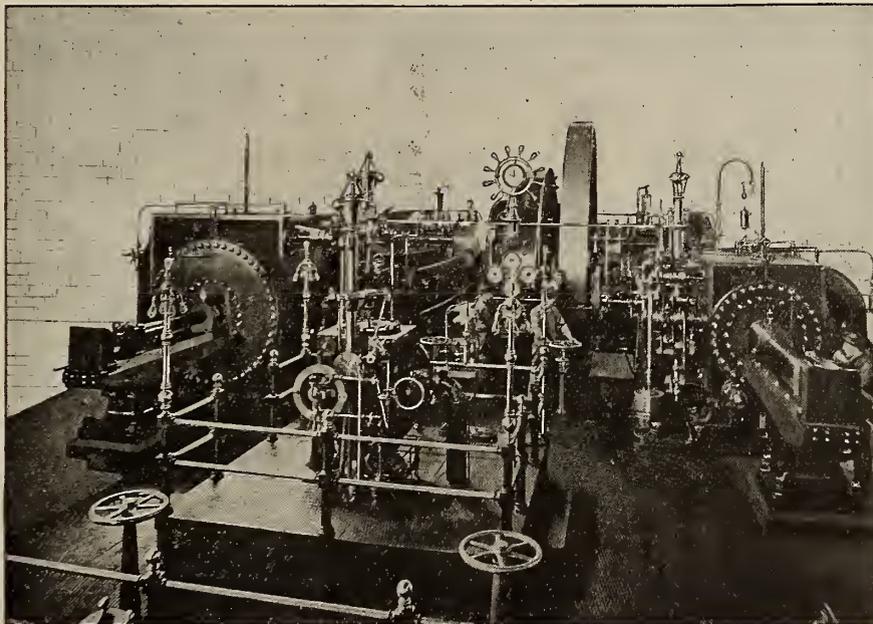
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Vol. III.

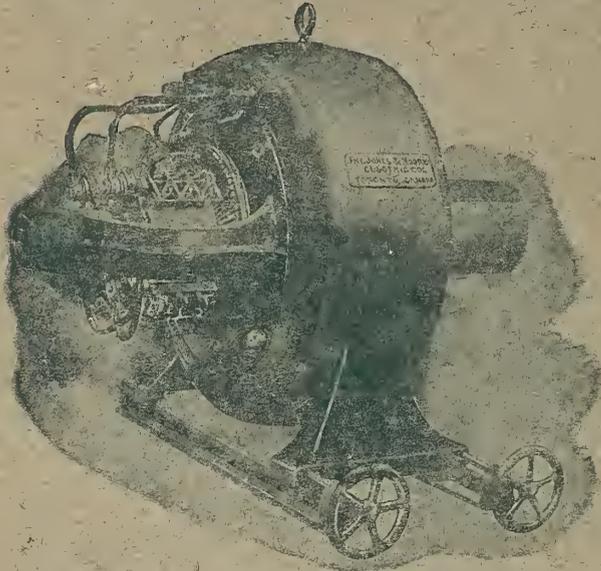
TORONTO, MAY, 1903

No. 10

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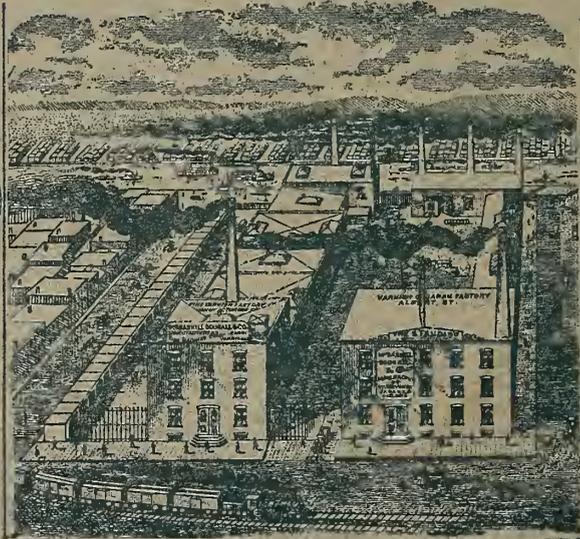
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(INCORPORATED)

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Vol. III.

TORONTO, MAY, 1903.

No. 10

## Industrial Canada.

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

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2. The British Consuls, the world over.
3. Chambers of Commerce in the United Kingdom.
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Secretary,

Canadian Manufacturers' Association,  
(Incorporated)

Head Office, Toronto, Canada.

### ENCOURAGEMENT TO GO FURTHER

THE almost universal approval of Mr. Fielding's decision to place a surtax on German imports shows how few old fashioned free traders there are in Canada to-day. A few years ago we would have been told that such a tax would have to be paid entirely by Canadians and would make no difference to Germany. This is a distinctly protectionist measure and yet it is heartily approved by Liberals and Conservatives alike. The whole Canadian people are becoming protectionists. The favor with which this protectionist measure has been received should encourage Mr. Fielding to go a good deal further in the direction of protecting Canadian interests. Looking at the question purely from a Canadian standpoint without considering the effect on outside nations there is no doubt that Canada needs protection against the United States far more than against Germany. The balance against Canada in the trade with Germany last year was between nine and ten million dollars. The balance against Canada in the trade with the United States was about \$68,000,000. If the duties on United States imports were as high as those on German imports are under the new Fielding tariff it would make a considerable difference in the trade figures.

Canadian farmers heartily approve of a high tax on imported German goods because

Germany puts a high tax on Canadian farm products. Yet nearly all our imports from Germany are manufactured articles. What would our farmers say if the Germans were sending to this country annually many million dollars' worth of farm products. Last year Canadian farmers sent to the United States about seven million dollars' worth of farm products and the Canadian people bought from the United States over sixteen million dollars' worth of similar farm products simply because the Canadian tariff was low and the United States tariff high.

Cannot Mr. Fielding see that a high tariff on the products of United States farms and factories imported into Canada would be received with even greater acclaim by the Canadian people than the surtax on German goods?

### CANADIAN TRADE INDEX

MUCH of the information required from our members for the publication of the Canadian Trade Index has now been received. There are however some two or three hundred who have not forwarded the same. We would ask these to do so at once, in order to give every facility to have the 1903 Index published without delay.

Our advertising solicitor is meeting with gratifying success. He has about covered Toronto and the returns are very satisfactory. Western Ontario and Montreal will be visited this month. An advertisement in the Index is a paying investment as many of our members will testify and not a few have written us to that effect. From one we have the following which shows the satisfactory way in which the Index is circulated. "It is with much pleasure that we again take a full page of your Index for a display advertisement, being confident that it is a splendid medium, and can trace very many enquiries for our goods from abroad directly through having advertised in the last issue of your Index."

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NO class of the community would receive more benefit from the adoption of a policy of adequate protection for Canadian industries than stockholders of the great

railways. Every industry established in Canada makes traffic for the railways. When the people of Canada buy their manufactured goods from the United States the railways of that country get most of the profits of transportation. The Canadian railways usually get only a short haul and often low rates. When the goods are made in Canada the Canadian railways secure the whole profit of transporting them. Moreover they have to carry the raw materials to the factories as well as the finished products to the consumers. A good example of the way a new industry benefits a railway is to be found in the remarkable increase of both freight and passenger traffic on the Intercolonial Railway as a result of the establishment of the Dominion Iron and Steel Works at Sydney, Cape Breton. Half a dozen such industries in the Maritime Provinces would make the Intercolonial a profitable enterprise instead of a burden on the people of Canada as it always has been.

We are likely to have within a short time three great trans-continental railways, all of which must lose money on that section of their lines running through Northern Ontario, unless the mineral wealth of that region is developed and manufacturing centres established.

The traffic on the railways running through the older parts of Ontario and Quebec would be enormously increased if the factories in the United States which are now selling millions of dollars' worth of goods to Canadians every year should establish branches in Canada, as they would be forced to do if the Canadian tariff were raised to about the same level as the United States tariff.

On the other hand if we fail to raise our tariff, when hard times come and prices go down United States manufacturers will begin to slaughter goods in this market and

### NOTICES

Executive Council Canadian Manufacturers' Association—regular monthly meeting, Board of Trade Building, Toronto, Thursday, May 21st, at 2 p.m.

Montreal Branch Executive—Association Rooms, Temple Building, Thursday, May 14th, at 2.15 p.m.

many Canadian factories will be forced to close, throwing thousands of men out of employment and greatly reducing both the freight and passenger traffic on Canadian railways.

During the great depression which followed the reduction of the United States tariff during the Cleveland administration the railways of the United States were so affected by the hard times that many of them went into the hands of receivers.

#### WHEN WILL THE DUTY BE IMPOSED?

THE Winnipeg Free Press, the chief Liberal newspaper of the Canadian Northwest, does not believe that the duty on steel rails will be imposed at any near date. The Free Press says:

"Mr. Fielding announced no tariff changes of any consequence beyond intimating that at some future time, probably remote, when the Canadian rolling mills can supply the Canadian market, a duty is to be placed on steel rails: But meanwhile matters stay as they are."

It is unfortunate that Mr. Fielding's announcement is thus interpreted by a Liberal newspaper so influential in the West. However, Mr. Fielding was very explicit in his promise, and we believe he will keep his word.

We think the Free Press will probably have to announce the imposition of the duty much sooner than it expects. Certainly the conditions required are likely to be fulfilled within a few months.

Does the *Free Press* suppose that a duty on steel rails will be unpopular in the west? Why should it be? Not one mile less of railways will be built in the North-west because of this duty, and it will have the effect of building up in New Ontario, within a short distance of Manitoba, a great industrial centre, which will create a profitable home market for Manitoba farmers. If the workmen engaged in making steel rails for railways in the Canadian North-west live in Germany or the United States Manitoba farmers can sell them almost nothing on account of the high tariffs of those countries, but if they are living in Northwestern Ontario, almost everything they eat will be produced by Canadian farmers. When Abraham Lincoln was defending the policy of building up a steel rail industry in the United States by means of high protection, he said: "When we buy rails in foreign countries we get the rails and the foreigners get the money. When we buy the rails in our own country, we have both the rails and the money." This will prove as true for Canada as it was for the United States. A great part of the money paid out in wages to workmen at Sault Ste. Marie and in the

iron mining districts of North-western Ontario will find its way to Manitoba, and go into the pockets of Northwest farmers and of the merchants of Winnipeg.

There is reason to believe that the great Canadian capitalists upon whose enterprise the Northwest depends for railway extensions are not hostile to the proposed protection for steel rails. There is no doubt that the Canadian railways will receive immense advantages from the establishment of great steel industries which will give them an enormous traffic of the most profitable kind, and it will be good policy for them to do all in their power to encourage such industries. Moreover the railway men of Canada are probably acquainted with the fact that the experience of the United States shows that protection tends to keep down the price of rails by ensuring home production. If the duty of seven dollars per ton is imposed within a few months it may cause a temporary increase in the price of rails, but the small extra expenditure will be repaid tenfold a little later on in increased traffic.

#### MR. FIELDING A PROTECTIONIST

IT can no longer be said that the policy of the Canadian Liberal party is a tariff for revenue and that any protection granted to Canadian industries is merely incidental. If the duty of seven dollars per ton on steel rails were being imposed for purposes of revenue, the Tariff Act would provide that it should take effect immediately, but the duty is not to be imposed until the Government is satisfied that steel rails of the best quality are being made in Canada in sufficient quantity to meet the ordinary requirements of the market. Not only is this duty avowedly to be imposed for the sole purpose of protection, but the method of imposition distinctly and emphatically repudiates the anti-protectionist theory that the whole duty is always added to the price. If the whole duty is always added to the price, as free traders contend, and as the *Toronto Globe* has frequently argued of late, what difference will it make to the railways as regards prices whether there is a steel rail industry in Canada when the duty is imposed or not? Mr. Fielding has recognized the fact that the establishment of a successful steel rail industry in the country will have a tendency to keep down the price of rails in spite of the duty of seven dollars per ton. He has thus fully accepted the fundamental principle of protection. Nevertheless it would not be practical in framing a general tariff to adopt the rule that the duties should only be applied after the Government was satisfied that first-class articles were being manufactured in the country in sufficient quantities. Under such a system there would be so much uncertainty that business conditions would be seriously disturbed, and

it would be difficult to get capitalists to invest their money in the establishment of industries.

But it was not only in connection with the duty to be imposed on steel rails that Mr. Fielding showed himself to be a protectionist. The whole tone of the budget speech was protectionist. He did not base his refusal to comply with the request of the manufacturers in general for increased protection on the ground that protection was not the policy of the Government. He merely intimated that the present circumstances did not call for a general revision of the tariff because the country is prosperous now, and he evidently wished to convey the impression that whenever conditions at home or abroad made more protection necessary he would be willing to make further tariff changes in the interest of home industries.

As Minister of Finance Mr. Fielding of course voices the opinion of the Liberal Government, and so it may be assumed that both political parties are now protectionists. This is very gratifying to those who have long been aiming to make protection the established policy of Canada irrespective of party, but it does not alter the fact that if no further tariff changes are made this session very great disappointment will be felt throughout the business community, for a general increase in the tariff was urgently requested by representatives of industries in which about four hundred million dollars of capital have been invested and in which hundreds of thousands of Canadian workmen are employed. The supplementary budget will be looked for with great anxiety.

Putting his speech in a nutshell Mr. Fielding practically said to the business men of Canada: "As soon as I think you need more protection I will give it to you, but you don't need it now because the country is prosperous."

In view of the fact that nearly all the manufacturers of Canada and Boards of Trade representing every class of Canadian business men including shipping men and exporters of farm products have expressed the opinion that an immediate general revision of the tariff is advisable, would it not be wise to give heed to their warning?

Even if the whole world should continue to be prosperous for some years longer, Canada would be benefited by a general increase in the tariff, which would cause many American manufacturing concerns to establish branches in Canada.

During these prosperous times United States manufacturers are not slaughtering goods in Canada to the same extent as they would do in hard times, but they are sending to this country millions of dollars' worth of manufactured goods that might just as well be made in Canada. Excluding gold and

silver, we bought from the United States last year \$114,752,396 worth of merchandise, and sold them only \$46,907,299 worth of Canadian merchandise. Canada is prosperous now, but it would be still more prosperous if all the workmen employed in the United States in making goods for Canadians were employed in Canada, eating Canadian farm products and paying out their wages to Canadian butchers, bakers, grocers, tailors, milliners, carpenters, plumbers and other tradesmen.

But the chief reason why business men ask for a higher tariff, as pointed out by Mr. Fielding himself, is that the present tariff would prove altogether inadequate during a period of world-wide depression, and if hard times should happen to come before Mr. Fielding makes the needed tariff revision, thousands of Canadian workmen will be thrown out of employment because our manufacturers will be unable to compete with the slaughtered goods from foreign countries.

A commercial crisis might arise when Parliament is not in session, and before Parliament could be brought together and a new tariff adopted the families of many Canadian workmen might be brought to the verge of starvation. It might take years to recover from the stagnation and the lack of confidence caused by a delay of a few months.

It is a good deal easier to repair a wall before a flood comes than afterwards.



Mr. Fielding—"Dear me! How much easier it would have been to have fixed this wall before the flood began."

## CANADIAN COAL FOR ONTARIO

FROM a military point of view Canada's greatest weakness is Ontario's dependence upon United States coal mines for fuel. Our supplies of fuel would be absolutely cut off in case of war between the two countries and if war broke out at the beginning of winter the distress in Ontario would be terrible. If the military men could provide a remedy for this they would do far more to protect the Dominion against the evils of war than by expending enormous sums of money in constructing forts and buying arms and ammunition.

The only possible source of coal supply for Ontario outside of the United States seems to be Nova Scotia, unless coal should be discovered in Ontario between the Height of Land and James Bay, and it is the duty of Canadian statesmen to provide some way of reducing the price of transportation so that the people of Ontario can get Nova Scotia coal at reasonable prices.

INDUSTRIAL CANADA has suggested that instead of throwing away the revenue derived from the customs duties on bituminous coal by abolishing the duties as has been proposed, the Government should use this revenue for a period of ten years in subsidizing steamboats which would carry Ontario flour, cheese, apples and other farm products to Nova Scotia and bring back coal, thus developing a trade between Ontario and Nova Scotia that would be mutually profitable. It was pointed out that the most progressive commercial nations have recognized the necessity of subsidizing steamship lines in order to encourage trade and that the British Government has spent many millions of pounds in this way.

The establishment of a line of coal boats that would give Ontario cheap Canadian coal would be of far greater service to the Empire than a gift of half a dozen warships to the British navy.

However, it is not necessary to look at the question from a military standpoint to see the advantage to Canada of making Ontario independent of the United States as regards its fuel supply. A war between Canada and the United States is highly improbable, but it is almost certain that the coal strike which caused so much trouble during the past winter will not be the last strike. The anthracite mine owners may not be satisfied to permanently abide by the decision of the arbitrators and there is no telling what disputes may arise in future between the owners of bituminous coal mines and their employees. In case of an extraordinary scarcity of coal in the United States the Government of that country would be quite justified in prohibiting the export of coal. There is very little doubt that the export of coal would have been pro-

hibited if the strike had continued much longer. Even if the relations of the miners and their employees should be satisfactory a strike on United States railways might tie up the coal supply to such an extent as to cause a great shortage of coal in Ontario.

The Canadian Government can do nothing to facilitate the adjustment of labor disputes in the United States, but it has power to take action in Canada. Moreover it should be noted that any arrangement made for reducing the cost of transporting Nova Scotia coal to Ontario would not make us dependent on the Nova Scotia supply. We would still have the same liberty to import from the United States that we have at present, so that the position of the Ontario coal consumer would be decidedly improved.

If the plan proposed by INDUSTRIAL CANADA were carried out it would cost the Dominion treasury no more than it would cost to abolish the duties, and the price to consumers in Ontario would probably be just as low as with the duties abolished, for so long as the United States coal producers have Ontario at their mercy they are likely to charge as much as the business will bear, duty or no duty, while the sale of Nova Scotia coal in Ontario by ensuring competition would doubtless have the effect to somewhat reducing the price.

In the February number of INDUSTRIAL CANADA it was stated that the manufacturers of Ontario were not so selfish and unpatriotic as to favor a policy that would prove injurious to Nova Scotia, and if the coal mine managers of that province could show the maintenance of the duty on bituminous coal to be necessary for the preservation of their industry, they would receive the support of all Canadian manufacturers. A meeting of the coal owners and operators of Nova Scotia representing capital aggregating \$47,000,000 afterward decided unanimously that the removal of the duty would injuriously affect the Nova Scotia coal trade and the Nova Scotia branch of the Canadian Manufacturers' Association at a meeting in Halifax passed the following resolution:

"Resolved, that the Nova Scotia branch of the Association strongly urges the Canadian Manufacturers' Association to support the unanimous request of the operators of the Nova Scotia coal mines, now before the Dominion Government, that the present duty on bituminous coal be continued."

As the Nova Scotia newspapers on both sides of politics support the demand for continued protection for coal it may be taken for granted that the people of that province are practically a unit in favor of maintaining the duty. They will have the support of protectionists in Ontario, and the great majority of the people of this province are protectionists.

# EXECUTIVE COUNCIL

*Numerous Reports Received—Excursion, Scarcity of Labor, Tariff, etc., Discussed.*

**M**INUTES of Meeting of the Executive Council, Manufacturers' Association, held in the Council Chamber, Board of Trade Building, Toronto, Thursday, April 23rd, 1903, at 2 p.m.

Mr. C. A. Birge, President, presided, and the following other members were present:— Messrs. C. C. Ballantyne, Geo. Booth, P. H. Burton, C. N. Candee, Jno. F. Ellis, Jas. Goldie, W. P. Gundy, Geo. H. Hees, J. H. Housser, W. K. McNaught, F. A. Ritchie, T. A. Russell, Wm. Stone, John M. Taylor, Arnold W. Thomas, C. R. H. Warnock.

Minutes of the previous meeting were taken as read.

Communications were received as follows:

(1) From members unable to be present: Messrs. J. P. Murray, W. W. Watson, Honorable J. D. Rolland, and J. O. Thorn.

(2) From Messrs. C. A. Birge and P. W. Ellis accepting the appointment as representatives of the Association at the Fifth Congress of Chambers of Commerce of the Empire in Montreal next August.

(3) From Mr. C. N. Bell, Secretary Manitoba Branch, announcing the appointment of Mr. E. F. Hutchings as Manitoba Representative at the Congress.

These acceptances were ratified.

(4) From Mr. J. O. Thorn, resigning his position as one of the representatives of the Association on the Industrial Exhibition. On motion of Mr. McNaught, seconded by Mr. Candee, the resignation was accepted, and Mr. W. P. Gundy appointed to fill the vacancy.

(5) From Miss Pauline Johnson, thanking the Association for their acknowledgment of her poem.

(6) From Mr. Robt. Munro, intimating that the Honorable R. H. McCarthy, of Trinidad, would visit Canada next September, and suggesting that the Association should invite him to their meetings at that time. This was referred to the Reception and Membership Committee on motion of Mr. Russell, seconded by Mr. McNaught.

(7) From the Dawson Board of Trade, respecting the Treadgold Commission. This was referred to the Parliamentary Committee.

Reports of Officers and Committees were received as follows:

## TREASURER

The report of the Treasurer was presented by Mr. Geo. Booth. It showed a satisfactory statement of the finances for the Month, and was adopted upon motion of Mr. Thomas, seconded by Mr. Candee.

## SECRETARY

The Secretary reported briefly with regard to meetings of the branches in Montreal, Quebec and Vancouver. He also reported a meeting of the New Brunswick members held in St. John on the 17th inst. at which Mr. W. S. Fisher was appointed as the Association's Provincial representative to the Fifth Congress of Chambers of Commerce of the Empire. He also reported briefly with regard to the Convention of the National Association of Manufacturers of the United States held in New Orleans on the 14th, 15th and 16th inst. A more detailed report was promised in the columns of **INDUSTRIAL CANADA**. The report was received and the appointment of Mr. Fisher ratified.

## FINANCE COMMITTEE

The report of the Finance Committee was presented by Mr. T. A. Russell and upon his motion seconded by Mr. Candee was adopted. It provided for the regular running expenses of the month and recommended the purchase of additional furnishings for the new offices in Montreal.

A discussion took place at this point with regard to the payment of travelling expenses of the Association officers or representatives. This was left in the hands of the Finance Committee for further report.

## COMMERCIAL INTELLIGENCE COMMITTEE

In the absence of the chairman, Mr. J. P. Murray, this report was presented by the secretary.

It dealt with a number of matters that had come before the consideration of the committee during the past month.

It stated that satisfactory progress was being made with the work of compiling the new Trade Index, and that the advertising field was also being carefully covered, with good results. Messrs. T. A. Russell, G. P. Breckon and W. B. Tindall were appointed a committee to assist in the classification work, and also in receiving tenders for the issue.

A communication from the Local Chapter of Hamilton Daughters of the Empire, asking the co-operation of the Association in arranging for an exhibition of Canadian-made goods in the drill hall in Hamilton in September next has been received. The idea was approved of and a committee consisting of Messrs. C. A. Birge, F. H. Whitton, W. C. Breckenridge and the Assistant Secretary was appointed to represent the Association and lend assistance to the project.

The committee re postage rates on miscellaneous matter reported that two meetings had been held and that arrangements were

complete for a deputation from the Printers, Lithographers and the Manufacturers' Association in both Toronto and Montreal to present the case of the Postmaster-General.

The University Committee reported that they were carefully considering the present commercial course at the University of Toronto, and hoped in the near future to make recommendations with a view to extending and improving the same, and making it more attractive from the commercial standpoint.

The report was adopted on motion of Mr. Russell, seconded by Mr. Ritchie.

## RECEPTION AND MEMBERSHIP COMMITTEE

The report of the Reception and Membership Committee showed the progress of negotiations with the C.P.R. for an excursion to the Pacific coast immediately after the annual meeting next September. The C.P.R. had made a proposition which the committee recommended should be sent out to all the members. If a sufficient number promised to attend, then complete arrangements should be made as soon as possible, and no pains spared to make the trip a success in every way.

The committee reported having co-operated with the Canadian Club of Toronto in arranging for a lecture on Western Canada, which was given by Mr. H. Cuthbert, of Victoria, B.C., in Association Hall, Toronto, on the evening of the 14th inst. The lecturer gave an excellent description of the West and presented a number of splendid views, but the weather was exceedingly disagreeable and the attendance small.

Eight applications were recommended for membership. Their names appear in another column.

The report was adopted on motion of Mr. Thomas, seconded by Mr. Warnock.

## PARLIAMENTARY COMMITTEE

The report of the Parliamentary Committee was presented by the Vice-Chairman, Mr. A. W. Thomas.

It reported a month of activity with legislative matters. Information secured with regard to the present scarcity of labor had been tabulated. 344 replies were received; 37 of these stated the need of labor without giving an exact estimate of the number of workmen required. The remaining replies, however, showed a need of 11,104 workmen, the scarcity existing chiefly in, but not confined to the Province of Ontario. The information had been communicated to the Minister of Labor at Ottawa, to the Deputy Minister of the Interior, to the Premier of Ontario, and to the High Commissioner for Canada in London.

The most careful attention of the Committee had been given during the month to measures introduced into the Dominion Parliament. The bills proposed in behalf of Organized Labor were especially important and obnoxious. Arrangements had been made through our offices for a large joint delegation to go to Ottawa and express their views strongly to the Government.

At the unanimous wish of your Committee the names of the Hon. Wm. Harty, F. B. Polson and J. S. King, have been added to its membership.

The report was adopted on motion of Mr. Thomas, seconded by Mr. W. P. Gundy.

#### RAILWAY AND TRANSPORTATION COMMITTEE

The report of the Railway and Transportation Committee was read by the Secretary in the absence of the Chairman, Mr. J. O. Thorn.

It stated that up to the present time the committee had not been able to satisfy themselves with regard to the appointment of a Transportation Expert, and while they were strongly in favor of keeping the matter in view and having an appointment made as soon as possible, they recommended that until the services of a suitable expert could be secured no action should be taken.

In accordance with the recommendation of the Montreal Branch, the committee advised the appointment of Messrs. Blaiklock Bros. of Montreal as official forwarding agents for the Association at that centre. The terms of the agreement were favorable to the members of the Association and would be published in detail just as soon as similar appointments could be made for St. John and Halifax.

A communication had been received from our correspondent in Johannesburg, South Africa, with regard to the very poor facilities provided for the berthing of the Canadian steamships in South African ports. This had been forwarded to the members of the cabinet at Ottawa with the suggestion that if possible something should be done at once to better the conditions.

The report was adopted.

#### TARIFF COMMITTEE

The report of the Tariff Committee was presented by the Chairman, Mr. W. K. McNaught.

It reported that a general circular had been issued to all the members advising those who required tariff changes to place their case before the Government either individually or in sections. The report stated further that if the budget speech contained all the tariff changes to be made this session it was a disappointment to the manufacturing industries of Canada. The hope was expressed, however, that at least the most urgent cases might receive attention in the Supplementary Budget which was promised at a later date.

The report was adopted on motion of Mr. McNaught, seconded by Mr. Nicholls.

#### INDUSTRIAL EXHIBITION COMMITTEE

The Industrial Exhibition Representatives presented an interesting report, which appears in another column. Its adoption was moved by Mr. McNaught, seconded by Mr. Booth.

## TORONTO BRANCH

### *Niagara Power and the Smoke By-law Still Before the Branch.*

A MEETING of the Executive of the Toronto Branch was held on March 31st, last. There were present Messrs. W. P. Gundy, Chairman, C. N. Candee, R. J. Christie, Robt. Crean, J. H. Paterson and Wm. Stone. The following matters were dealt with:

#### TECHNICAL EDUCATION

On the recommendation of the Technical School Committee, it was decided that the Branch should have an attractive poster prepared to be displayed in the different factories, setting forth the work taught at the Toronto Technical School, and recommending the attendance of employees.

#### ELECTRIC POWER

During the absence of Mr. P. W. Ellis, Mr. J. O. Thorn was appointed to act on the Committee of Municipalities who are dealing with this matter at the present time.

The several letters from Western Ontario members referred to the Branch by the Executive at its last meeting were considered. As there is no local organization of the Association in Western Ontario towns outside of Toronto, in order to facilitate the selection of representatives, it was decided to nominate the seventeen members of the Executive Council living in the district likely to be interested in Niagara power, and a ballot was prepared and sent to all the Western Ontario members asking them to select the three names that they desired to represent them in acting with the Toronto Branch in this matter. The ballot was closed on April 15th and resulted in the election of Messrs. C. A. Birge, Hamilton, C. H. Waterous, Brantford, and Jas. Goldie, Guelph.

#### SMOKE BY-LAW

Further action in this connection was left in the hands of a committee consisting of Messrs. W. P. Gundy, Robt. Crean and C. N. Candee. A by-law has since been introduced by the Legislation Committee, of the City Council, and referred to the City Solicitor for a report. Although it does not incorporate all the requests of the Association, it is decidedly an improvement on the one originally submitted.

#### MONTREAL BRANCH

The report of the Montreal Branch was presented by Mr. C. C. Ballantyne and received. It appears in full in another column.

#### TORONTO BRANCH

The report of the Toronto Branch was read by the Chairman, Mr. W. P. Gundy, and received. It also appears on another page.

The meeting then adjourned.

#### OLD HOME WEEK

A deputation from the Board of Trade of Toronto consisting of Messrs. R. J. Christie and William Stone asked the co-operation of the Branch in appointing representatives to act on the Committee who have the Old Home Celebration in charge. The Branch gladly acceded to their request and appointed Messrs. W. K. George, Robert Crean and H. J. Nicholls.

#### THE PACIFIC EXCURSION

Within the next few days the members of the Canadian Manufacturers' Association will be asked to decide whether they wish to take advantage of a special train which will be placed at their disposal next September to take them through the great grain-bearing region of the Northwest, across the Rockies to the Pacific Coast.

Those who know our country best predict that within the next few years the population of the West will far exceed that of the East. The vast and increasing influx of settlers, the building and extension of railway lines, and the widespread knowledge of the great resources of Western Canada are fast hastening the day. Need we take time and space here to impress upon the Canadian manufacturer the importance—the necessity of a knowledge of the country which is soon to be his greatest market?

The head of every large manufacturing firm should take advantage of this excursion. Everything points to a magnificent trip. The west will extend a royal welcome; the season of the year is the most delightful time for travelling and the Canadian Pacific Railway in addition to giving a very low rate of transportation will leave nothing undone to make the excursion one of the greatest profit and pleasure. No doubt the manufacturers of Canada will recognize their opportunity, and in arranging the excursion for them this Association is performing a service which will bring practical results to the factories of the East, and will weld together more firmly than ever before all sections of the Dominion.

## MONTREAL BRANCH

*Insolvency and the Labor Question—General Secretary presents claims of Dominion Exhibition.*

THE Executive of the Montreal Branch of the Canadian Manufacturers' Association held its regular monthly meeting on Thursday April 9th. There were present, Hon. J. D. Rolland in the chair and Messrs. J. C. Holden, R. Munro, Jos. Horsfall, W. W. Watson, J. T. Hagar, R. C. Wilkins, C. C. Ballantyne, H. H. Sherrard, R. R. Stevenson, G. W. Sadler, J. B. Matthews, J. S. N. Dougall, C. W. Davis, R. J. Younge, general secretary.

On motion of Mr. Munro, Mr. Wm. McMaster, manager of the Montreal Roll-and Mills Co. and Mr. F. W. Thompson of the Ogilvie Flour Mills Co. were appointed to represent the Montreal Branch in the delegation of the Canadian Manufacturers' Association to the Fifth Congress of the Chambers of the Empire.

### INSOLVENCY

Following upon the quarterly dinner of the Montreal Branch, at which Mr. D. M. Stewart, gen. mgr. of the Sovereign Bank of Canada, presented a valuable paper on the need of a Federal Insolvency Act, it was suggested that the Association should place itself on record as being in favor of an Insolvency Law. On motion of Mr. Munro it was decided to recommend to the executive council that the Montreal branch is impressed with the urgent need of a uniform Insolvency Legislation, and that it should ask the attention of the Executive Council to the Insolvency Act now before the House. It was also decided to ask the Executive to correspond with the Bankers' Association and secure the aid of this organization if possible.

### LABOR QUESTIONS

A report of the labor delegation to Ottawa was brought to the attention of the Montreal executive, and it was decided after some discussion to leave the matter of opposing the Union Label Bill that will likely come before the House to the Parliamentary Committee of the executive council. If necessary a Montreal solicitor might be appointed to co-operate with the solicitor at Ottawa to represent the views of the Montreal manufacturers upon this important matter.

The Montreal Executive was pleased to have present at this meeting the general secretary, who expressed his pleasure at being able to be at the meeting. He conveyed from the President of the Industrial Exhibition the announcement that a grant of \$50,000 had been obtained from the Dominion Government, and the thanks of the directors for the aid that the Montreal Branch had given toward the securing of this financial support. He informed the Montreal manufacturers that special induc-

ments will be offered manufacturers making displays at the Exhibition this year, and particularly for the illustration of processes.

It was decided also at this meeting to accept the offer of Mr. Herbert Cuthbert, the secretary of the Tourists' Association of British Columbia, to give a lecture in Montreal on "The Development of Western Canada." This lecture was held on the evening of April 15th, in Karn Hall, under the auspices of the Montreal Branch of the Canadian Manufacturers' Association, the Montreal Board of Trade and the Business Men's League. It was largely attended and was interesting and instructive.

### NEW MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION.

#### Applications Passed April 23rd, 1903

D. M. Best & Co., Toronto, piano hammers.

Canadian Typograph Co., Windsor, Ont., typesetting machines, gas mantles, printers' machinery.

T. L. Clark & Co., Montreal, plumbers' brass goods, fancy hardware and sleigh bells.

Dominion Tobacco Co., Montreal, smoking and chewing tobacco.

Louden Machinery Co., Guelph, Ont., hay carriers, barn door hangers, etc.

The George McLagan Furniture Co., Limited, Stratford, Ont., furniture.

C R Peterkin, Toronto, wood novelties.

James A. Taylor Co., Arrowhead, B. C., lumber, lath and shingles.

### OUR NEW ZEALAND LETTER

The correspondent member of the Canadian Manufacturers' Association for New Zealand, Mr. Theo. de Schryver, sends the following interesting letter under date 27th March, 1903, in which he discusses a labor crisis in Auckland:

A very interesting labor question has arisen between the Furniture Manufacturers in Auckland, and the Trade Unions.

It is simply this:—"Has an employer the right, after the Arbitration Court has awarded to the employees a higher wage than before, to discharge a number of men on the plea that they are not competent to earn the higher wage?"

The new award fixed the lowest wage at 1/3 or 30 cents per hour, against the former wage of 1/1 or 27 cents per hour. Manufacturers contend now that certain men were not worth 1/3 per hour, and one hundred workmen were promptly discharged. The men claim that the action of the employers is practically an attempt to evade the decision of the Arbitration Court.

### MANUFACTURERS' STANDPOINT

One of the manufacturers explained *their* standpoint as follows:—"The position is quite simple as far as we are concerned. The men who are worth the wage fixed have been retained. Those whom we consider not able to earn the wage have been dismissed. It is just a matter of will it pay? We have decided that certain men cannot earn that wage and we have dispensed with their services. It is not a lock-out, because the men who can earn the money have not been dismissed."

The Cabinetmakers' Union has taken the matter up, and has the support of all Trade Unions throughout the colony. Mass meetings have been held and strong resolutions have been passed, condemning the employers' action.

### GOVERNMENT ACTION

Mr. Seddon sent Mr. Tregear, Secretary for labor, to Auckland, to try to bring both parties to an amicable understanding. There has been a conference between delegates from the employers and employees, Mr. Tregear presiding, but employers stood firm, and the conference ended in a deadlock.

A deputation of Trade Unionists waited on the Premier, urging him to induce the Government to prosecute the employers for a breach of the award and that provision should be made in the Act, if not already there, to prevent anything of the kind in the future. The Premier's answer was very much in sympathy with the workers, and he gave as his opinion that it would be necessary to make a case of it and test the law. He said:—"Though I am not a lawyer, I think that the language of the law will cover the present case."

Mr. Tregear has consulted the Crown solicitor, the Hon. J. A. Tole, on the matter, and probably the Auckland manufacturers will be cited to appear before the Arbitration Court on a charge of committing a breach of the award.

Meanwhile the Union is talking of a Co-operative Furniture Factory, for which end money and even the necessary land has been offered. Others clamor for higher duties on furniture in order to prevent importation on the part of the employers.

### SOCIALISTIC TALK

The Socialists, who are always fishing in troubled waters, held a meeting in Wellington in sympathy with the locked-out men, and carried the following blustering motion:—

"That the Wellington branch or the Socialist Party of New Zealand condemns the unqualifiedly outrageous attempt of the employers of the cabinetmaking trade in Auckland to nullify the beneficial effects of the award of the Arbitration Court; and further that we assure the lock-out employees of our hearty sympathy, and urge them to

resist to the utmost the anarchistic attempts of the employers and further that we call upon them to join the Socialistic Party in its efforts to overthrow the wages system, and secure to workers the full product of their toil."

It is a matter for speculation whether the law can be interpreted so as to force the employers to take the men on again. If this would be the outcome of the present action on the part of the Government, the

position of manufacturers in this country would become very grave indeed. If an employer cannot discharge a man he does not consider worth his pay, it means a direct interference with the management of his own business and his personal freedom, an interference which would not be tolerated in any other civilized country.

The developments of the case are watched with keen interest by the parties interested. In the meantime many of the men have

found employment outside Auckland, some even at a higher wage than the last award. It must be mentioned here, that the minimum wages ruling in the southern part of the colony have always been higher than in Auckland, and it has been said that the whole trouble is caused by the southern manufacturers, who complain of the competition of the Northerners, in consequence of the lower wages paid by the latter.

Auckland, 27th March, 1903.

## BRITISH COLUMBIA AND THE GREAT WEST

*Mr. Herbert Cuthbert, Secretary of the Tourist Association of Victoria, B.C., delivers two most instructive illustrated lectures before Toronto and Montreal audiences.*

THE Tourist Association of Victoria, British Columbia, is doing a national work by giving to the people of Eastern Canada an introduction to the present beauties and development of Manitoba, the Territories and British Columbia and by outlining in a very effective manner the possibilities that are confidently expected in the near future.

Mr. Herbert Cuthbert, the Secretary of the Tourist Association of Victoria, is travelling through Canada delivering a most interesting lecture illustrated with lantern slides on "British Columbia and the Great West." This is done at the expense of the Tourist Association of Victoria. The object is to make the East know the West and its possibilities; to have the East appreciate the commercial future of the West; to understand the difficulties, such as Chinese emigration and illegality of trap fishing that the West is suffering under and also to let the travelling public of the East know that the West provides a most ideal spot for a holiday both as regards scenery and climate, and that Victoria, called the convention city of the Western Coast, is willing and anxious to welcome and entertain all-comers.

The lecture was delivered in Toronto on April 14th, under the joint auspices of the Canadian Manufacturers' Association and the Canadian Club. It was given in Montreal the following evening under the auspices of the Montreal Branch of the Canadian Manufacturers' Association, the Montreal Board of Trade and the Business Man's League. All who were privileged to hear the lecture were delighted. Mr. Cuthbert deals with facts and figures, and with his well selected witty stories and his beautiful collection of lantern slides he makes his lecture both entertaining and instructive.

The lecture was divided into three heads "The Granary of the Empire," which included Manitoba and the Territories; "The Switzerland of America," which was the Rocky Mountain region and in which Switzerland could be hidden away in one little corner, and "The Mineral Province of Canada."

### THE GRANARY OF THE EMPIRE

"The Granary of the Empire" as such was first brought to the notice of the world by the Canadian Coronation Arch in London and the description of the Granary was fittingly commenced with a picture of this arch. After the arch in London elevators in Fort William were shown and from there the trip across the continent was shown by dozens of illustrations. Mr. Cuthbert considered that the visit of the British Journalists to Canada was of the utmost importance and has done great good.

Canada they could each be given an acre of first-class grain growing land and have millions of acres of grazing and rough land to spare. This country Mr. Cuthbert stated was the coming market for Canadian manufacturers. They should look after it in good time and get out there with their travellers and samples just as soon as possible. The United States manufacturers were after the business and already had a foothold in some places that there would be considerable trouble in displacing.

This enormous production of grain also



IN THE GOVERNMENT MUSEUM, VICTORIA, B.C.

In Manitoba and the North-west Territories there are 75,000,000 acres of land suitable for cultivation. Of this only 4,000,000 acres were under cultivation last year. The production from this was, wheat, 60,000,000 bushels, oats, 40,000,000 bushels, and 17,000,000 bushels other grains. One of the reporters estimated that in ten years at least 500,000,000 bushels of grain would be shipped out of Western Canada.

### THE FIELD FOR MANUFACTURERS

If every man, woman and child of the United States should come to Western

means a great deal to the West. Its natural outlet will be the Pacific Coast. Already large shipments are moving that way for Australia, and China and Japan promise to be great markets in the future. Victoria merchants are building elevators throughout the West. With the completion of the Panama canal the cheapest route from Western Canada to the markets of the old world will be via Vancouver and Panama.

### "THE SWITZERLAND OF AMERICA"

From this title one would expect a country attractive for its mountains and their

attendant beauties. British Columbia is no disappointment. There are a dozen Switzerlands in the Province. It used to be said of it that it was nothing but a sea of mountains broken by rivers and forests. This was said in derision, but now British Columbians are proud of it. The mountains and streams make up "The Mineral Province of Canada," and there lie hidden coal, iron, copper, silver and gold in such quantities that centuries of toil will not extract it all.

British Columbia has already produced minerals to the extent of \$170,000,000. Last year the output was \$21,000,000. The value of the gold alone in the province is estimated at \$500,000,000.

#### THE CLIMATE

The climate of the beautiful city of Victoria is very moderate. For the six months May to October the average temperatures were 52, 54, 57, 60, 55 and 54. The highest point reached was 78 and that only for an hour. In a picture taken the

reply. "If you want them take them, we have learned our lesson and have no use for them."

#### TRAP FISHING

Trap fishing is made illegal by the Dominion Government. It is the common practice in the United States. The result is that the United States canneries get the fish that rightly belong to Canada and at a fraction of the cost.

#### SILVER LEAD INDUSTRY

The other difficulty is the silver lead mining industry. Four or five years ago this was a flourishing industry employing a large number of hands and prospering. A large combine was formed in the United States and with the assistance of their tariff they have shut out the Canadian product. Strong representations have been made to the Government for tariff assistance, but as yet without avail. Unless the Government will do this everything at present points to the complete ruin of this important industry.

#### EMPLOYMENT IN CANADA

The Association are from time in receipt of communications from different parties desiring employment in Canada. We have one now from a young man, 30 years of age, in Edgbaston, England, who is said to have had a first-class commercial experience, and a practical knowledge of machinery, and has also proved himself a good traveller. He desires to come to Canada provided employment is assured.

We have also a communication from a mechanic in Victoria, Australia, who writes on behalf of himself and a number of friends, and says, "We are all skilled workmen in various branches, such as carpenters, plumbers, electrical engineers, assayers, and analytical chemists." They are all married men and anxious for information as to the chances of employment in Canada.

#### NEW CHEMICAL WORKS FOR CANADA

Mr. John Craven has arrived in Sydney C. B., from England, to superintend the work of constructing the plant of the Dominion Chemical Company, which will use as raw material the tar produced at the by-product coke ovens of the Dominion Iron and Steel Company. This enterprise is being undertaken by the great British Chemical Company, Burt, Boulton and Haywood, which already has chemical works at the following places: Selvertown, Eng., Ealing, near Southampton, Eng.; Selzate, Belgium; La Trense, near Bordeaux; and Bilbao, Spain.

#### FUEL AND SMOKE

A representative of a Manchester house has been attracted to Canada by reason of press notices appearing in Toronto papers regarding the Smoke By-law. The apparatus he is introducing is known as the Meldrum Furnace. There are over 11,000 in use in England. The cost, put under a boiler, duty paid, would be about \$400. The system is one whereby steam is injected over the fire-box. There are also several changes in the grate, etc. Perfect combustion, a saving of fuel and practically no smoke, are claimed for it.

#### NO PREFERENCE

Information from a private source has reached INDUSTRIAL CANADA to the effect that the Government of Natal do not intend to accord any more preferential treatment to the regular Canadian Line than is now granted to other lines. The Government, however, have under consideration a comprehensive scheme for the development of the harbor at Durban, which should improve shipping facilities.



THE GORGE BRIDGE, VICTORIA, B.C.

first week in April, children may be seen wading in the water on the beach and at the same time the wild flowers will be growing all around the bay.

#### CHINESE LABOR

British Columbia seems to have enjoyed less of the recent prosperity of Canada than any other province. There are several reasons for this, but the fault does not lie with the province, but with peculiar conditions. There are three that stand out prominently. One is the Chinese labor question. There is a general feeling against this oriental labor. They work hard and cheap, but otherwise are no use to the country. They live on almost nothing and the little they do eat comes for the most part from China. They do not buy anything for clothing but cheap cottons and do their own tailoring. The money they earn is sent to China. To the Eastern Canadian who speaks in favor of the Chinaman, the Westerner has the

#### A BELGIAN VISITOR

A recent visitor at the Association's office, in Toronto, was Mr. Joseph Van Hissenhoven, of Antwerp, representing the Comptoir Commercial Anversois. This company has a capital of \$600,000, and is prepared to handle foreign goods on the Belgian market. Canadian manufacturers, who are anxious to do business in Antwerp, might correspond with this firm.

#### A VALUABLE LECTURE

Professor W. R. Lang, of the University of Toronto, is announced to deliver a lecture on "The Chemical Industries of Canada," in the Chemical Building of the University on Wednesday evening, May 6th. All the members of the Canadian Manufacturers' Association are invited to be present on the occasion.

# INSOLVENCY LEGISLATION

*Text of the Address delivered by D. M. Stewart, Esq., General Manager of the Sovereign Bank of Canada before the Montreal Branch of the Canadian Manufacturers' Association on March 26.*

**I**NSOLVENCY is a subject of great practical importance to the manufacturing and commercial community, and affords much interest also to the business man who cares to look into its theoretical aspects. It would be both interesting and instructive, for instance, to investigate the principal causes of insolvency, to trace the relationship between insolvency and our system of dispensing credit or to enquire into the proportion of fraud in bankruptcy, while the history of insolvency itself is replete with interest.

The particular phase of insolvency to which I am confined this evening is legislation. At present people are probably too busy making money to trouble themselves about insolvency, and so long as the present satisfactory condition of business continues, the subject is not likely to receive serious attention. It is a very good maxim, however, to "Prepare for war in time of peace," and while I do not look for any serious setback to the prosperity of this grand country—whose future holds out such magnificent prospects to all who adopt sound business principles, and strictly adhere to their own legitimate departments of trade and commerce—yet I do think that we are bound to have a reaction before many seasons pass. A curtailment of the enormous business which is at present being carried on throughout the length and breadth of the land, will ensue, and against that time we should now prepare and make ready.

## A NOTE OF WARNING

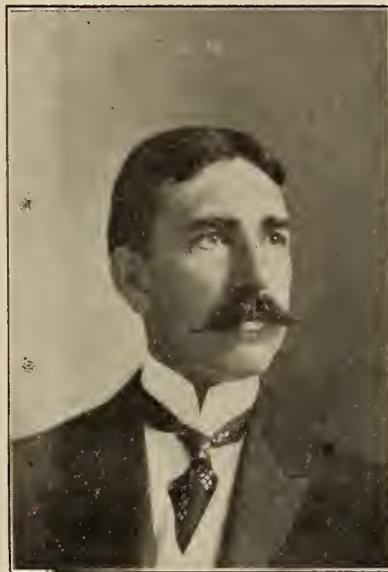
I trust you will not consider it out of place for me to suggest here that extra caution should be exercised in the dispensation of credit during the coming year, and that great care be taken to prevent your travellers and salesmen from loading the shelves of the retail merchants with more goods than they can profitably dispose of when the period of temporary depression to which I have referred, sets in. When that time comes, we shall have failures and assignments, and we should be prepared to handle them with the best possible machinery or the administration of insolvent estates.

Insolvency legislation should be based upon the principle that the property of an insolvent belongs to his creditors, and a good bankruptcy law must be so framed as to secure the following four distinct objects: First, a speedy and economical distribution of the debtor's property among the creditors; second, the due discharge of a debtor where circumstances and good conduct justified it; third, the punishment of fraud, reckless

trading and gross negligence; fourth, the absolute impossibility of a fraudulent debtor benefiting from his insolvency.

To secure a law embracing these important points would no doubt be difficult, as it involves the mutual agreement of many conflicting interests, but there is nothing impossible about it, and looking at it from the standpoint of public interest rather than as a pure matter of business between debtor and creditor, there is no valid reason why such a law should not prevail though it may take time to secure it.

The present bankruptcy law of England and Wales was only secured after some sixty years of experimenting, during which time no less than fifty-six acts were passed, and it was at last left for the master mind of the Empire's greatest business legislator, our



D. M. STEWART, ESQ.,  
General Manager of the Sovereign Bank of Canada.

present Colonial Secretary, to devise the practical system now existing in the Motherland.

The people of the United States struggled for years to free themselves from the system which prevailed in that country by which the various states operated under different insolvency laws. They finally succeeded in assimilating all the laws of the Union, and some two years ago an uniform act was passed governing the entire country; this act, after due trial, is now reported to be giving general satisfaction.

## SEVEN DIFFERENT LAWS

Our own position in Canada at the present time is similar to that of the United States prior to the passage of the federal act referred to. We are now operating under

a different insolvency law in every province, with the result that the merchant or manufacturer doing an interprovincial trade, has to be familiar with at least seven different acts, in order to properly protect himself in insolvency; and some of our laws place the merchant who resides at a distance under a distinct disadvantage.

I had intended to give you a brief resume of these different acts, but found that this would take up too much time, besides which, it is probably necessary, from the fact that the need of uniformity in insolvency legislation is now generally conceded, and there is scarcely a commercial body in the Dominion which has not pronounced in favor of a change from the present diversified system.

The last general insolvency act was passed in 1875, and continued in force until 1880, when it was repealed, and we have had no Dominion act since. Now, as a matter of fact, "bankruptcy and insolvency" is one of the subjects named in the British North America Act, as coming exclusively under the authority of the Parliament of Canada, together with "currency and coinage": "banking, incorporation of banks, and the issue of paper money"; the "regulation of trade and commerce"; "navigation and shipping," and other subjects connected with the country's trade.

## SHOULD BE FEDERAL MATTER

It is quite proper that "bankruptcy and insolvency" should be regulated by the Dominion Parliament, as it is a matter directly associated with trade and commerce, which is a subject for national rather than provincial legislation. In view of this, and the fact that it is within the jurisdiction of the federal Government to provide such legislation, it is difficult to understand why it has in effect abdicated this power to the provinces. It is clear to everyone familiar with the history of this subject that the framers of our constitution intended it to be dealt with by the Dominion Parliament, and in 1868 a select committee of the House of Commons was appointed to enquire into and report upon the insolvency laws then in force in the provinces. The following session (1869) a new insolvency law was passed, the preamble of which read as followed:—"It is expedient that the acts respecting bankruptcy and insolvency in the several provinces of Ontario, Quebec, New Brunswick and Nova Scotia be amended and consolidated, and the law on these subjects assimilated in the several provinces of the Dominion."

This act remained in force until 1875, when a new one was substituted, applicable to

"Traders and Trading Co-Partnerships and to Trade Companies, whether incorporated or not, except incorporated Banks, Insurance, Railroad and Telegraph Companies."

Many attempts have been made to pass a Dominion Act since 1880, but without success, and I regret to say that after diligent enquiry as to the real cause of these failures, the conclusions arrived at are not satisfactory.

#### WHY NO DOMINION ACT

The main objections to the passage of a federal act appear to have always centred about the question of discharge and the application of the act to traders or non-traders, or both. In England the bankruptcy law is applicable to non-traders as well as traders, but in Canada there is a wide difference of opinion on this point. In England also, an insolvent can secure discharge without the consent of his creditors, provided he can show to the satisfaction of the Bankruptcy Court that his conduct has been blameless. In Canada, many people think that an insolvent should not obtain a discharge under any circumstances without the consent of a majority of his creditors, in both value and number, and unless his estate realizes a certain amount on the dollar. Others favor the English law, and would grant a debtor unconditional discharge where his failure was due to circumstances beyond his control, and his conduct had been blameless. Every bill that has been introduced since 1880 has had its quota of friends and opponents on these points.

There have also been differences of opinion on such questions as preference, the rights of secured creditors, and those holding negotiable instruments, on which the debtor was not primarily liable.

It seems impossible to bring into harmony all these various and conflicting interests, and probably the nearest approach to a mutually satisfactory understanding that has ever been arrived at, was in the case of a bill introduced in the House of Commons by Mr. Thomas Fortin, M.P., during the sessions of 1898 and 1900. The Boards of Trade in Montreal, Toronto, and other cities, supported by the Canadian Bankers' Association, endeavored to have this bill become law, but with the usual result, and no new act has since been introduced.

#### MR. FORTIN'S BILL

Mr. Fortin's bill applies to traders only, and grants discharge when the estate pays at least 50 cents on the dollar, but with the consent of the creditors in every case. One great objection to the act of 1875 was the administration of estates under official receivers, who were often supine and incompetent, and almost always costly. Under the Fortin bill the appointment of a liquidator, his substitution, and remuneration, were all in the creditors' hands, the estate

going but very temporarily into the hands of the sheriff. Liquidators were obliged to deposit moneys received from an estate to the credit of the estate in a chartered bank approved by . . . the creditors, and they must also give such security as the creditors may require. One of the best features of this bill is a provision for dealing summarily with estates of \$5,000 or less, by which expenses can be cut down to a minimum.

Many members of Parliament representing rural constituencies appear to entertain the feeling that an insolvency act places the Canadian farmer under some unexplained disadvantage, and for this reason, among others, I have been told that it would be impossible to pass any federal insolvency act that is not applicable to non-traders. I understand, however, that the overwhelming number of business men in favor of the Fortin bill would probably have been sufficient to have made it law, if the bill had been introduced as a Government measure.

#### A PAROCHIAL OBJECTION

Amongst the various objections to a uniform insolvency act which I have met in the course of my investigations on this subject, there is only one which I consider worthy of serious notice. It has been stated that such a law would place British and European merchants on an equal footing with ourselves in insolvency proceedings, and that this would not be in the interests of Canada. I cannot believe, however, that a majority of the Canadian people would look with favor upon any law regulating business affairs, which would give one creditor an unfair advantage over another, simply because he happened to be at a distance. The bankruptcy laws of Great Britain give our merchants and exporters the very same rights in insolvency as are possessed by the British merchant and manufacturer.

Time and again, leading commercial bodies in England have made representations to Canadian Boards of Trade, and even to the Dominion Government, through the Colonial Secretary, regarding the injustice of our present system, and the restriction which it tends to place upon the trade of the Mother Country with Canada; and I am sure I voice the sentiments of the great majority of our business men when I say that whatever objections some of us may have to a uniform Canadian insolvency act, these objections are not based upon principles of injustice, and it is certainly not our intention to encourage any legislation which would injuriously affect this country's reputation for commercial integrity.

The law of England recognizes the principle that bankruptcy is a matter of public interest affecting the country at large. I think we in Canada should also recognize it as a subject of public import-

ance rather than one merely confined to the private or individual interests of creditor and debtor. I believe that the general public is affected by the business failure or success of the individuals, which compose the body politic, precisely on the principle that none of us can pass through this world without leaving his mark for good or for bad. For these reasons, I think it is a subject apart altogether from politics, and that it would be in the general interest to have the present insolvency laws of the provinces assimilated, and one uniform act passed by the Parliament of Canada, to whose jurisdiction it properly belongs, and thus ensure the necessary uniformity required throughout the Dominion.

#### BRITISH CONSULAR REPORTS

Since our last issue the following reports have been received from the Foreign Office, London:—

2940.—Finances of the Argentine Republic for the years 1901 and 1902.

2941.—Trade of French Guinea for the year 1901.

2942.—Trade of New Orleans and District for the year 1902.

2943.—Trade of Odessa for 1901.

2944.—Trade of Maryland, Virginia, West Virginia and Kentucky for 1902.

2945.—Estimates of the German Empire, 1903.

2946.—Trade of Coquimbo for 1901.

2947.—Trade and Agriculture of Thessaly for 1902.

2948.—Trade of the Somaliland Protectorate for the year ending March 31, 1902.

2949.—Trade of Brest and District for 1902.

2950.—Trade of Constantinople for 1902.

2951.—Trade of Consular District of Mexico for 1902.

#### A WORK OF VALUE

The Association is indebted to Mr. J. D. Warde, of the Secretary's Department of the Ontario Government, for a copy of the sixth edition of his "Shareholders' and Directors' Manual." At the present time, when the formation of joint stock companies is revolutionizing business methods, and giving a new aspect to the commercial world, a work of this nature is of special value. Mr. Warde's connection with the Secretary's Department has given him an opportunity to study the question at first hand, and consequently his book is complete in every detail. Each step in the formation of a company is dealt with, and then attention is directed to the company's subsequent direction and management. The book thus becomes of value, not only to prospective company promoters, but also to the directors and shareholders of companies that have already been formed.

# A NATIONAL POLICY FOR CANADA

*Mr. J. S. Willison, Editor of the Toronto News, writing in the Canadian Magazine for April, discusses the position of both parties on the Tariff Question, defines the national sentiment in regard to the Tariff and urges a careful revision of existing duties by Canadian Ministers.*

IT is quite clear that the Government of Canada cannot yet afford to withdraw its attention either from the question of the tariff or from that of railway extension. It is useless to deny that there is an ever-increasing body of protectionist sentiment in the country. There are some protectionists in the Government, protectionists among the Liberal contingent in Parliament, and protectionists among the Liberal party in the constituencies. The old Rouge party of Quebec was honeycombed with protectionist sentiment. It was the economic faith, or at least the political teaching, of Papineau and all his school. In that school Sir Wilfrid Laurier was reared, although he developed the steadiness of Lafontaine rather than the radicalism of Papineau. His earlier speeches, both in the Quebec Legislature and in the House of Commons, have a strong protectionist flavor. He foresaw clearly that Mackenzie could not survive the National Policy campaign, and although we have no evidence on the point, it is likely that he sympathized with the desire of Mr. Mackenzie and Sir Richard Cartwright to increase the tariff from 17½ to 20 per cent. That desire, as we know, was blocked by the Liberal contingent from the Maritime Provinces, where free trade feeling was thought to be stronger than in Quebec and Ontario.

## THE PARTY POSITION

The Conservative party, then timid and uncertain, is now almost a unit for protection. There may be a low tariff element among the Conservatives of Manitoba and the Territories, but it will loyally accept the general judgment of the party on the question. On the other hand, the Liberals of the West are pretty well united against tariff increases, and perhaps generally favorable to some reduction of existing imposts. Both political and economic considerations influence the attitude of Western Liberals. It is believed that tariff reform gives good fighting ground against the Conservative party, and there is likely a lively fear that the new forces represented by the Political Reform Union will make destructive inroads into the Liberal ranks if any general increase of the tariff is attempted. It is just as certain that the Government will lose ground in the older Provinces, and particularly in Ontario and Quebec, if the tariff is not revised so as to increase the protection of some important industries, and to meet a destructive competition from Great Britain and from certain of the great specialized industries of the United States.

## THE NATIONAL FEELING

National feeling reinforces the protectionist feeling. The general American tariff is much higher than that of Canada, and is deliberately designed to exclude both the manufactured articles and the natural products of other countries. It is further designed to admit raw material from Canada at low rates, and to encourage the production of the finished article in the United States. Naturally enough, this breeds irritation and resentment in Canada, and strengthens the feeling for increased duties even to the point of retaliation. It has also to be remembered that Canada is more sparsely settled, and that therefore local freight charges are higher, while the competition of the railways for American business at low rates still further prejudices the position of Canadian industries. Even if our tariff rates were equal to those of the United States, the greater specialization of American industry and the lower freight rates due to a greater volume of traffic would give American manufacturers some advantage in reciprocal trade. Substantially it is the fact, at least in time of depression, that Canadian manufacturers cannot get into the United States, while the surplus goods of United States factories are sold at low prices in Canada.

## CAREFUL REVISION

All this does not mean that under any circumstances, or from either the economic or the national standpoint, the Canadian tariff should be raised at all points to an equality with that of the United States. That would be a tariff for spite rather than a tariff for Canada. It does not even mean that a general increase of the tariff would be necessary to meet established grievances. It may mean that in revising the duties the Government will proceed along the lines followed when the Fielding tariff was adopted. In order to the preparation of that measure Ministers made a careful and sympathetic investigation into the condition of Canadian manufactures, and as a general principle determined that, while no existing industry should be refused a fair chance to live, exorbitant protectionist duties should not be continued to the detriment of the mass of the community. It is generally conceded that a large measure of prudence and common sense was shown by the Ministers who had most to do with the construction of the Fielding tariff. At least the result of their work was well received by the country. Even the West tacitly agreed to treat the

tariff as a national question, and to give fair consideration to the opinions and prejudices of older Canada. There is no reason to think that the West is more sectional than the East, or that if we eastern people were settled on the prairies we should show any more robust Canadian spirit than the West exhibits. The West is not likely to reject any tariff revision that can be shown to conserve the national interest, or will demand the sacrifice of eastern industries which show enterprise, courage, and a sincere desire to serve the western settlers at fair prices.

## GIVE AND TAKE

The West is burdened by high freight rates, and particularly by an inefficient railway service, rather than by tariff taxation. If the East will consider transportation as a national question, and the West the tariff as a national question, all differences can be measurably reconciled. With both, as we have said, the Government is concerned from the national standpoint. The through routes from the West to the seaboard are neither adequately equipped nor fully developed. There are still great unoccupied areas in northern and western Ontario, in northern Quebec, in the Saskatchewan and Peace River countries, and in British Columbia, and Government must have much to do with the settlement and development of these great tracts of territory. They must be furnished with railways under the direction of Governments and with the assistance of Governments. That direction must be courageous, sagacious, and far-seeing. What form the assistance shall take is for Ministers to determine. They have all the lessons of the past for guide, and they should be able to devise a policy which will guarantee production under the best conditions, transportation at rates which will give the best prices to producers, and a service which private capitalists cannot adjust with a single eye to the dividends of shareholders. Municipal and state initiative is an increasing characteristic of modern government. By this means the great docks and harbors of Britain were created. It is a marked feature of the policy of Continental countries. Railway development was an essential concern of governments during the pioneer era in the United States. It would be the dominant feature of American policy to-day if the States had to open up and settle such vast unoccupied and fertile areas as we possess.

**MINISTERS' DUTY**

The business, therefore, of Canadian Ministers is not to shrink from initiative, or to refuse to grapple with transportation projects, but to be alert, wide-minded, and courageous in planning for the development of the country and for the effectual safe-

guarding of its permanent interests. If they but reveal these qualities in their policy and outlook they may rest easy in the certain confidence that a thoroughly national policy will receive the support of the mass of the people. There are great common interests

between the East and the West, and if we get rid of sectional appeals and the parish spirit, and preach a broad Canadian nationalism in all the Provinces, neither tariff, adjustment nor railway extension should prove insoluble problems to any progressive and public-spirited government.

## United States National Association of Manufacturers

### *Report of the Convention at New Orleans, at which the Canadian Manufacturers' Association was represented by the Secretary*

**T**HE eighth annual meeting of this, the largest commercial organization on the American continent, was held in the city of New Orleans, on the 14th, 15th and 16th of April, 1903. Through the courtesy of the President of the Association, representatives from the Canadian Manufacturers' Association were invited to be present, and it was the privilege of the Secretary to attend.

**THE ASSOCIATION**

The National Association of Manufacturers has a membership of 2,025, which is fast increasing, and promises to double itself within the next few years. It is a non-political, business organization, fulfilling much the same functions as the Canadian Manufacturers' Association does in Canada, only that it is not nearly as representative in its own field, and its facilities for work in Branches and sections are entirely lacking.

The Association originated nearly nine years ago, and was brought into existence through the efforts of a local manufacturers' Association in the city of Cincinnati, Ohio. Its annual membership fee is \$50. It has proved a great source of strength to the manufacturing industries of the United States, particularly in defending them against unfair legislation, and in expanding and directing wisely their vast export trade.

**NEW ORLEANS**

The city selected for the recent convention proved a very happy choice. It has received almost without exception every large convention held this year in the United States, and the delegates from each have departed with the same hearty testimony of hospitality and the desire to "come again."

Though the population of New Orleans is only about 300,000, the city ranks as the second port of the United States, being superseded only by New York. The volume of trade and of shipping interests is constantly being augmented in proportion to the development of the western country, and no other city in the United States has a brighter prospect for the future—a prospect, in this case, which will not be fully realized till the completion of the Panama Canal. The location of New Orleans makes it the natural entrepot of twenty-six States. It has a magnificent harbor, and is the terminus of six great railway systems.

Its progress in recent years bears strong evidence of the enterprize and faith of its

citizens. It has made its manufacturing industries exempt from taxation for a period of ten years, and during the past ten years the output of its manufactures has increased more than 230 per cent.

But, while one is struck with its busy streets, and cannot but admire its splendid parks and its characteristic southern residences, one is charmed most of all with its people—their courtly manners, and their free warm-heartedness.

**THE SESSIONS**

The Convention was well attended, nearly four hundred delegates having registered. The north-eastern States, where the hum of machines and the smoke of factories are always within sound and sight, were well represented, while the central west, with its newly established and fast expanding industries, sent large delegations from its chief centres. The Southern States, too, which have developed a cotton industry with an export trade of \$5,000,000 every week, were represented by their most prominent men.

The sessions were held by day, the evenings being occupied with entertainment for the guests.

At the first meeting the delegates were welcomed by the Hon. Paul Capdevielle, Mayor of the City, and His Exc. W. W. Heard, Governor of Louisiana, after which the officers presented their reports—President, Treasurer and Secretary.

**PRESIDENT'S REPORT**

President D. M. Parry's report was contained in a sixty-eight page pamphlet, and its contents will be well guessed when we remark that of these, fifty-four pages were devoted to a discussion of the labor situation.

After dealing with the general work of the Association, which had been characterized by much success, President Parry reviewed the whole labor question which had developed so amazingly during the past year, and is, at the present time, the only cloud on the horizon of the industrial development of the United States. This report will be further touched upon in these columns in a special article reviewing the attitude of the Convention on the problem.

**SECRETARY'S REPORT**

Secretary Marshall Cushing presented an interesting report, covering the details of the work of the past year. All the Branch offices of the Association which previously existed in

Boston, Chicago, Cincinnati, New York and Philadelphia had been closed during the past year, owing to the fact that they decentralized the management, and were particularly expensive. The head offices were continued in New York city with an office staff of more than thirty. 960 new members had been received during the year, while 103 memberships had lapsed.

**FREIGHT BUREAU**

One of the most successful departments had been the International Freight Bureau. This Bureau takes a member's product at his factory door, at any point in the country, and lays it down without risk, and at absolute cost, at any destination in the world. It was pointed out that as much as \$250 was saved on a single shipment, and in one transaction during the past year a saving of \$3,000 has been recorded. The number of shippers using the bureau averaged 558 per month. Coincident with the work of forwarding, this department also undertakes the collection of accounts, over \$100,000 having been collected in the fiscal year just closed.

**MANUFACTURERS' BANK PROPOSED**

The secretary urged upon the members the importance of securing at once a charter granting broad powers, after which the question of establishing a National Bank of the Manufacturers' Association might deserve consideration.

**TREASURER'S REPORT**

The treasurer's statement showed total receipts during the year of \$88,127.46, with a total disbursement of \$86,249.57.

**THE LABOR QUESTION**

The labor question claimed the greatest attention of the convention, and its discussion occupied fully two-thirds of the entire time. The Hon. Carroll D. Wright, United States Commissioner of Labor, was present, as the representative of President Roosevelt, and delivered a striking address on "Modern Industry as a Social Force," which is so worthy of consideration that INDUSTRIAL CANADA will reproduce it in the June issue. Almost every shade of opinion on this question was represented in the convention, and yet, after the most complete discussion, a declaration of principles was adopted, and one decision was reached, which seemed practically forced upon and accepted by everyone, viz: that manufacturers should

*organize*—not in a revengeful, and unless necessary, not in an antagonistic spirit, but in order that they might be prepared for what seemed the inevitable, and through organization hasten the day when capital and labor, both guided by “the aristocracy of brains,” should march hand in hand in building up national strength. This question will be more fully dealt with in another article.

#### THE TARIFF QUESTION

The tariff question received a place as the second question of importance, discussed in the Convention. Chiefly from fear of retaliatory measures from other nations, a movement is now on foot to have the United

States tariff lowered, and this view was not without its champions in the Convention. None minimized the importance of a protective tariff, but so successfully had the industries advanced, that it was claimed a reduction would prove no detriment, and would remove obstacles which threatened the progress of the “American Invasion” in foreign markets. After debating the question carefully however, and even taking a vote, it was decided that the United States had not suffered hitherto because of its high tariff, that, on the contrary, it had been the means of placing her first in many important lines of manufacture, and that until more serious conditions arose, no recommend-

ation should be made for a reduction of the present tariff.

#### OTHER QUESTIONS

Other questions considered by the Convention were a (1) graded fee in order to increase the membership (2) a lengthy report urging the early adoption of the Metric System, (3) the organization of branches under the new system and (4) the progress of the export trade with Cuba and Mexico.

President D. M. Parry of Indianapolis was re-elected, as also Secretary Cushing. It was decided that the Executive committee should hold four meetings during the coming year, and that the next Convention should be held in Pittsburg in April, 1904.

## THE LABOR QUESTION

### *As Discussed at the New Orleans Convention*

THE recent Convention of the National Association of manufacturers at New Orleans devoted the greater part of its sessions to the discussion of the labor problem. Every shade of opinion seemed to be represented in the Convention yet all were agreed that the question of labor and its organization stood paramount in the industrial life of the country at the present time. We give herewith a brief summary of the views presented, and may simply add that if the Convention had done nothing more than adopt the “Declaration of Principles” it has rendered all important services to every employer of labor on this continent, and let us hope, has marked the beginning of a new era which shall not be the domination of any one class over any other, but the happy unity of all.

Three splendid papers were read, and we venture to summarize them.

#### MR. C. W. POST

The first paper was read by Mr. C. W. Post, of Battle Creek, Michigan. Mr. Post is one of the most successful of the young business men of the United States. He is an optimist, and believes that the labor problem can be satisfactorily solved in the near future. He has a sincere respect for the workingmen of this country, and refuses to believe that they will be dominated by the vicious element in Trade Unionism.

#### HIS OWN EMPLOYEES

Speaking of his relation to his own employees he said, “Right here I desire to pay tribute to the sturdy, honorable and peace-loving citizens that daily exchange their excellent quality of labor for my money.” “There are those among them whose friendship I would not exchange for money. The labor unions have tried assiduously to ferment discord and arouse the spirit of hate that would destroy the peace and prosperity of both of us. My employees know that many a day in the past my work has been

extended to sixteen and eighteen hours to plan and devise ways to find money to pay them well-earned wages on Saturday night, and to perfect new articles to manufacture and kept them in employment when competition threatened our mutual loss.

“I have not gone on strike and demanded of them that I work only eight hours a day; I have done what was necessary and worked as long and hard as need be to do my share, fill my place in the industrial machine, and they know it, and thus far have not forgotten it. I speak of myself as a type of the employer (and there are many) whose hours are frequently double that of any of his employees.

#### THE SOLUTION

Mr. Post believes that the solution of the present struggle “is to” be found in what he terms “the Contract System” and the establishment of an “Employers’ and Employees’ Union.” Here we quote from his address:

“Manufacturers must not organize for the purpose of resisting tyranny with tyranny. They must and will stand for justice and fairness; but they must represent a power that will exact justice. Let it go forth that it is not the purpose of the organized manufacturers to decrease the wages of their employees, but, on the contrary, to systematize a method of universal knowledge of the market value of labor in all parts of this country, in order that the employee may know what the value of his labor is and that he receives full value when he sells it, and in order that the employer who purchases labor may know that he is paying the full market price for that labor.

“We must meet the question of wage with the utmost fairness that human intelligence is capable of. The old-time avarice and selfishness of the employer and employee must absolutely be put aside and each be content, the employee to sell his labor at market price, and the employer to purchase

labor at the market price. Motives of selfishness must be put aside. They are of the past. They are emissaries of evil and should have no place in the acts of the new day now dawning.

“We must have a new foundation. An open market value of labor based upon piece work or the hour, and not the disputed and uncertain day. There is a Divine intelligence at work behind all this turmoil and travail and you may depend upon it that the sun will not shine brightly and make happy the inhabitants and possessors of the new days unless their acts conform to the tenets of the great God of justice and equity.

“In solving problems in mathematics, one must proceed under certain, fixed fundamental rules or laws, else the result is ever wrong and the problem remains unsolved. The same is true in seeking the solution of the problem before us. There should be daily market reports on labor as well as on steel, lumber or wheat, in order that the one who has labor to sell may know its value, and the purchaser be equally well informed. Combinations or trusts which force the labor market up or down are fundamentally wrong.

#### THE CONTRACT SYSTEM

“The primary principles are:

“Labor is a commodity.

“It is produced by any individual who may turn personal energy into labor.

“The individual has a right to sell labor at any price he or she may think best.

“It is sold for delivery in the future. It must be graded and classified, each trade having its first, second or third class workmen. Sellers of labor must deliver the grade, quality and class agreed upon.

“Its market value must be established under the same laws of supply and demand which govern the market value of other commodities.

"Both employers and employees should have full information at least weekly of the market price of labor per hour or by the piece in the various centres.

"Buyers of labor must pay in standard full-value money.

"Every owner of labor must have the freedom to sell and deliver his or her labor without interference.

"Every buyer of labor must have the freedom to purchase the class, grade, quantity and quality best suited to his needs.

"Written agreements of sale and purchase should be entered into between the contracting parties.

"If either party to such contract is financially responsible, suitable surety should be deposited to guarantee compliance.

"These fundamental principles are believed to form the basis for a peaceful and correct solution. They have been embodied in the contract for use by the proposed employers' and employees' union.

This body should proceed at once to the work of organization, either by committee or in general session, select officers and secure a general manager of high grade, and capable of earning a good-sized salary.

Paid delegates should be sent broadcast to the labor centres, there to organize local unions under the employers' and employees' union. These local organizations would draw to themselves the best workmen in the land, who are now forced often, from fear and by violence, to give over their liberty to the manipulation and direction of noisy, turbulent men."

#### HON. CARROLL D. WRIGHT

The Hon. Carroll D. Wright, United States Commissioner of Labor and Statistics, presented a paper which while it did not accord with the views of the extremists on either side had a salutary effect upon both of these. His address was that of the statesman and the educated student of economic principles and changes. It may be said to have sounded the note which was adopted by the Convention in checking any radical tendency which might have found expression in a line of policy that would have precipitated the greatest fight between capital and labor that this world has ever seen. Mr. Wright's address will be published in the next issue of INDUSTRIAL CANADA.

#### MR. JOHN KIRBY, JR.

The most practical address of the Convention was delivered by Mr. John Kirby, jr., of Dayton, Ohio. It was a complete presentation of the unfair and vicious methods of Trade Unionism, as actually experienced in the city of Dayton.

Mr. Kirby had experience with a strike which became famous the country over, but he won out finally by the application of the broad principle that no man or set of men would force him to give up his inherent

rights as an American citizen. He has given a great deal of study to the question of unionism in this country, and foresees a great struggle between the employers and the employed, unless the former make the same determined stand which he made. His address was a very lengthy one, going into all phases of the question, and quoting labor leaders to show that they were all tending to socialism. He urged organization of the employers as the only remedy, even suggested that they might go as far as to employ the same methods the unions employed in the boycott, by buying only such goods as did not bear a union label. He arraigned the brutality of unionism in unmeasured terms, and pictured conditions which had been brought to his notice in different parts of the country.

While his address was in line with the views of nearly all the delegates, there was a strong element which did not deem it wise to precipitate a contest at this time. The vital question of the Convention was fought out over a simple motion. It was a motion to print Mr. Kirby's address in pamphlet form and have it distributed all over the country. While the argument for immediate organization was unanswerable, this act would be tantamount to a declaration of war on unions, in the opinion of many of the delegates, and the argument was advanced that they should not commit all the 2,100 members to such a vital policy, in the absence of three-fourths of them. They realized the consequences of the struggle, and did not think they were all ready for it. The question was argued pro and con for over an hour, and finally the conservative element won out overwhelmingly. Even Mr. Kirby himself stated that he was not anxious to have the address printed and distributed broadcast, as suggested, and acquiesced in the substitute motion, which finally prevailed.

The united views of the delegates were then put into concrete form in the declaration of principles which were brought in as a report from the Resolutions Committee. It reads as follows:

We, the members of the National Association of Manufacturers, of the United States of America, in Convention assembled in the City of New Orleans, April 15, 1903, do hereby declare the following principles which shall govern this Association in its work in connection with problems of labor:

#### DECLARATION OF PRINCIPLES.

**First**—Fair dealing is the fundamental and basic principle on which relations between employees and employers should rest.

**Second**—The National Association of Manufacturers is not opposed to organization of labor as such, but it is unalterably opposed to boycotts, black-lists and other illegal acts of interference with the personal liberty of employer or employee.

**Third**—No person should be refused employment or in any way discriminated against on account of membership or non-membership in any labor organization and there should be no discrimination against or interference with any employee who is not a member of a labor organization by members of such organization.

**Fourth**—With due regard to contracts, it is the right of the employee to leave his employment whenever he sees fit and it is the right of the employer to discharge any employee when he sees fit.

**Fifth**—Employers must be free to employ their work people at wages mutually satisfactory, without interference or dictation on the part of individuals or organizations not directly parties to such contracts.

**Sixth**—Employers must be unmolested and unhampered in the management of their business in determining the amount and quality of their product, and in the use of any methods or systems of pay which are just and equitable.

**Seventh**—In the interest of employees and employers of the country, no limitation should be placed upon the opportunities of any person to learn any trade to which he or she may be adapted.

**Eighth**—The National Association of Manufacturers disapproves absolutely of strikes and lockouts, and favors an equitable adjustment of all differences between employers and employees by any amicable method that will preserve the rights of both parties.

**Ninth**—The National Association of Manufacturers pledges itself to oppose any and all litigation not in accord with the foregoing declaration.

These principles were discussed seriatim, and were then unanimously carried.

The Hon. Carroll D. Wright, who was present at the time, gave them his hearty endorsement as being eminently fair and worthy of adoption.

#### ORGANIZATION.

It was apparent to the Convention that the manufacturers and other employers lacked one thing—organization. To this lack was due the infringements of liberty, and the financial losses they had suffered—and they might expect to suffer until such a time as they were sufficiently organized to defend themselves and the rights of their employees who were not identified with labor unions. To-day they are organizing and characterized by the spirit of liberty and moderation, their efforts will prove a blessing to every citizen of the republic.

#### IS THERE AN OPENING?

A query has reached the office of INDUSTRIAL CANADA from Edinburgh as to what chances an active young man of good character and about £1,000 of capital would have in Canada in the woollen trade. The person in question has had a good education and has a good knowledge of dress goods and linings and a slight knowledge of designing worsted coatings and skirtings. He also knows book-keeping.

# MONTREAL TECHNICAL INSTITUTE

## *Act of Incorporation and Report of Plan Committee*

THE Montreal Technical Institute is the incorporated name of the new Technical Institute to be established in Montreal. An Act of Incorporation has just been granted by the Legislature of the Province of Quebec.

The plans of the corporation have been well worked out before the subscription lists have been placed before the public. The amount of money it has now been decided to ask for is \$250,000. Of this, virtually \$100,000 is already donated by the Mechanics' Institute, and it is confidently expected that the remaining \$150,000 will be raised without difficulty, inasmuch as Montreal's wealthy industrial men, as well as her benefactors, are interested in the project, convinced of its municipal and national importance. Already two of the incorporators have agreed to contribute \$5,000, thereby becoming "Patrons." It will be seen by the charter that there are three classes in the corporation—the patrons, life members and members. From these will be chosen the board of governors. A contribution of \$5,000 constitutes the donator a "patron," one of \$250 constitutes a life member, and one of \$10 yearly constitutes a member.

The plan committee has worked out a plan of operations much along the lines of the report brought in by the delegation to the United States. A perusal will indicate that the Institute will be thoroughly practical and suited particularly to the uneducated and unskilled. It ought to be called at some future date, "Montreal's Great Capital Producer," for in these days of modern industrialism, the most important capital in a country is "skilled labor." No graduate should be without work—and highly paid work—whether he has taken a course in the trades, technical sciences, machinery construction, textile work or domestic science.

To illustrate the economic value of a technical institute it was pointed out in the report of the delegation to the United States, that the 400 graduates of the Hebrew Institute in New York City, earn annually \$400,000, an amount equal to the total cost of the Institution. All the United States Institutions, representing many millions of dollars, are regarded as excellent investments. They are judged by their fruits.

Appended we give the charter of the Montreal Technical Institute, as well as the adopted report of the Plan Committee.

### ASSEMBLY BILL NO. 140

#### *An Act to incorporate the Montreal Technical Institute*

Whereas A. F. Gault, James Crathern, David Morrice, Hon. Fred. L. Béique, F. L. Wanklyn, Frank Redpath, Henry Birks,

G. B. Burland, Hon. J. D. Rolland, H. T. Bovey, Robert Munro, Col. J. H. Burland, B. Hal Brown, Geo. E. Drummond, John Harper, Charles Stevens, A. Y. Blomeley, W. Mackey, Alex. McFee, Henry Stikeman, C. J. Fleet, S. H. Capper, R. R. Stevenson, J. W. Hughes, Wm. McMaster, Hon. R. Dandurand, J. C. Holden, S. Coulson, E. P. Eaton, F. W. Morse, and W. R. Baker, all of the city of Montreal, in the Province of Quebec, have, by their petition, represented to the Legislature of the Province of Quebec that it is desirable that a corporation be formed and incorporated by an act of this Legislature, under the name of the "Montreal Technical Institute," for the purpose of furnishing and promoting technical, artistic, industrial and commercial education, and of giving and furnishing to students, pupils and scholars such education and instruction as may be necessary or desirable to enable them to receive and profit by such technical, artistic, industrial and commercial education, with power to erect a building or buildings, containing halls, class rooms, lecture rooms, studies, libraries, laboratories, and workshops, and to carry on classes, lectures, instruction by correspondence, and other methods of instruction; the whole without distinction of nationality, class, or creed;

And whereas it is expedient to grant the prayer of the said petition:

Therefore, His Majesty, with the advice and consent of the Legislative Council and of the Legislative Assembly of Quebec, enacts as follows:

1. A. F. Gault, James Crathern, David Morrice, Hon. Fred. L. Béique, F. L. Wanklyn, Frank Redpath, Henry Birks, G. B. Burland, Hon. J. D. Rolland, H. T. Bovey, Robert Munro, Col. J. H. Burland, B. Hal Brown, Geo. E. Drummond, John Harper, Chas. Stevens, A. Y. Blomeley, W. Mackey, Alex. McFee, Henry Stikeman, C. J. Fleet, S. H. Capper, R. Stevenson, J. W. Hughes, Wm. McMaster, Hon. R. Dandurand, J. C. Holden, S. Coulson, E. P. Eaton, F. W. Morse, W. R. Baker and all such other persons as may be hereafter associated as corporators with them, shall be and are hereby constituted a body politic and corporate under the name of the "Montreal Technical Institute."

2. The objects for which the said corporation is created are the furnishing and promoting of technical, artistic, industrial and commercial education; the giving and furnishing to students, pupils and scholars of such education and instruction as may be necessary or desirable to enable them to receive and profit by such technical, artistic, industrial and commercial education; the

erecting of a building or buildings, containing halls, class rooms, lecture rooms, studies, libraries, laboratories, workshops, rooms for recreation and exercise, and such other rooms and accommodation as may be necessary and required; and the carrying on of classes, lectures, instruction by correspondence, and other methods of instruction, the whole without any distinction of nationality, class or creed.

3. The corporation shall have perpetual succession, and may have a common seal, and shall have power to take, hold, possess, and acquire, by purchase, donation, devise, bequest or otherwise, all such movable and immovable property as may be required for its use or for the purpose of procuring revenue, and the same to sell, mortgage, pledge, hypothecate, or alienate in any manner whatever, and to borrow money.

4. The corporators shall be composed of the mayor of the city of Montreal during his tenure of office, the persons mentioned in section 1, and of the patrons, life members, and members qualified as hereinafter provided.

5. There shall be a board of governors of the said corporation which shall be elected annually, and be constituted as follows, namely of:

(1.) The mayor of the city of Montreal, for the time being, shall be a governor by reason of his official position;

(2.) The patrons of the said institute;

(3.) Such other persons as may be elected governors in accordance with the by-laws.

6. The governors shall have power to elect from amongst themselves a president, vice-president, and such other officers as they may think best.

7. The board of governors of the said institute shall, subject to the provisions of this Act, have full power and ultimate control and management of all its property, movable or immovable, of every kind and description, and may, from time to time, make, repeal and amend by-laws, resolutions, rules and regulations for the following purposes, namely:

(1) The management, direction, good government and control of the said institute, and of its property of every kind and description, and all its departments, including all matters and things incidental thereto and necessary and expedient for the management and use thereof; the establishment, direction, and control of the teaching, instruction, education and educational matters of every kind and description in connection therewith, including the appointment and dismissal of all teachers, instructors, professors and other educational officers; the control, man-

agement, direction and discipline of all scholars and pupils, the fees and dues payable by them, the terms of their attendance, and finally to provide for and regulate all matters and things falling within the power of the said corporation, except as to matters and things for which special provision is made in this Act.

(2) To fix and determine the number of governors to be elected by the life-members, the number to be elected by the members, and generally, all matters and things affecting the constitution of and representation on the said board.

(3) To permit any corporation, public or private, to nominate one or more members of the said institute, and to fix and determine the conditions of said permission, and such permission at any time to revoke. To provide for and regulate the time, place, forms and proceedings incidental to the meetings of the life-members, members and corporators of the institute, and the election of governors.

Provided always that no addition to, repeal or amendment of the said by-laws, resolutions, rules and regulations, provided for in paragraph 2 of this section, shall come into force until confirmed at a meeting of the corporators specially called for the purpose.

8. Nine governors shall form a quorum.

9. The following persons shall constitute the first board of governors of the said institute, namely, W. R. Baker, James Crathern, David Morrice, J. C. Holden, Col. J. H. Burland, Senator Fred L. Béique, H. T. Bovey, Robert Munro, George E. Drummond, Chas. Stevens, Alex. McFee, R. R. Stevenson, Henry Birks, Wm. McMaster, Senator R. Dandurand, F. W. Morse, John Harper and C. J. Fleet.

Such board shall have all the powers by this Act, conferred on the board of governors, and shall hold office for three months or until their successors are duly appointed under the provisions of this Act.

10. Any person who contributes to the general funds of the said corporation the sum of not less than \$5,000, or any person indicated in his stead by such contributor, shall be a patron of the said institute.

11. Any person who contributes to the general funds of the said corporation the sum of \$250, or any person indicated in his stead by such contributor, shall be a life member of the said corporation.

12. Any person who contributes to the general funds of the said corporation the yearly sum of \$10 shall be a member of the said corporation, but such member may be declared, by a vote of the governors, to have ceased to be such member, if at any time he be one year in arrears for such annual contribution.

13. Every person, corporation, or body who establishes or endows to the satisfaction of the governors any department or chair, or

gives to the said institute any equipment to an amount which, in the opinion of the governors, is equivalent to the qualification hereinbefore declared for a patron, life-member or member, shall be declared by the governors, or may indicate a person who shall be declared by the governors to be a patron, life-member or member, as the case may be, and, in the event of any devise or bequest by will of any contribution or endowment by gift equivalent, in the opinion of the governors, to the qualification of a patron, life-member or member, as hereby established, shall have the right to name a person to become such patron, life-member or member of the corporation, by virtue of such contribution or endowment.

14. The office of governor shall become vacant by the death, resignation, insanity or other mental incapacity of the holder thereof, his insolvency, bankruptcy or conviction of any offence against the criminal law; and in the case of the death, resignation or disqualification of any elected governor, it shall be in the discretion of the Board of Governors to name, from the patrons, life-members or members of the said corporation, a governor to serve in his stead for the unexpired remainder of the term for which he was elected.

15. The said Technical Institute shall have power to establish a branch or branches in the city of Montreal, or in such other place in the Province of Quebec, or elsewhere, as may be deemed advisable. The said Technical Institute shall also have power to amalgamate, affiliate or combine, in whole or in part, with such university, school, institute or educational body as may be recommended by the Board of Governors and approved of by a vote of two-thirds of the corporators present at a meeting specially called for that purpose.

16. This act shall come into force on the day of its sanction.

#### REPORT OF PLAN COMMITTEE

Your committee is of opinion that the time is ripe for the establishment in this city of a technical institute suitable to the needs of the people. Should the citizens be in earnest in the desire, which has been so frequently and widely expressed, for such provision as will enable the boys and girls, the young men and women, to have better facilities for securing an education along the lines indicated in the report submitted by the delegation which visited the States, your Committee has no hesitation in saying that such an institute could be erected, equipped and placed in working order in a satisfactory manner without delay.

Such an institute should be built in sections, commencing with the departments for which there seems to be the most pressing need. In every case these sections should be built with a view to future extension. The work could then proceed so as to allow of expansion as funds become available.

Sec. 1. It is further recommended: That courses of instruction in mathematics, English, French, science, the elementary principles of mechanical and electrical engineering, and in mechanical drawing, etc., be commenced in September next.

Sec. 2. That as soon as practicable, steps be taken for the erection of a section devoted especially to technology, and of the general dimensions and character indicated in the accompanying rough sketches.

On the ground floor is located offices and a machine shop.

On the second floor is placed the wood-working shop, together with a suitable lecture room and other offices.

The third floor is sub-divided into laboratories for wood carving, art, metal work, etc.

The whole of the fourth floor is set aside for descriptive geometry and mechanical drawing.

In recommending a building of this type, for immediate erection, your committee is influenced by the fact that there is evidently a very wide demand for such courses of instruction as would then be possible. As a proof of this it may be stated that considerably more than \$100,000 per annum is being paid to correspondence schools in the United States by mechanics in this city desirous of obtaining instruction in the elements of mechanical engineering, etc.

Sec. 3. The second main section of the institute, which your committee considers of great importance, should be devoted to applied art and design and to domestic science. These branches could be provided for in a building of the same general dimensions as that devoted to technology.

The fourth floor of such building might be devoted to the domestic science department, including biology, the study of foods, cooking, dressmaking, millinery, needlework, art needlework and embroidery, together with the necessary lecture rooms.

On the third floor provision may be made for the freehand drawing, drawing from the model, modelling in clay, and drawing from life.

On the second floor provision may be made for applied art and design in its various branches, including drawing from the life, painting in water colors and in oils, the design and painting of fabrics, wall papers, book engravings, posters, etc., and all different kinds of art work.

On the ground floor are placed the administrative offices of the whole building, also a museum, library, etc.

Your committee is of opinion that there is an increasing demand for instruction in art and design, and also in domestic science. This is proven by the fact that large numbers of young people of Montreal are obliged to leave the city to obtain the instruction in question, while the demand for

classes in domestic science is far greater than can be met by present arrangements.

Again, as has been already pointed out the great success of the Philadelphia Textile School has been largely due to the fact that it has been worked in connection with a school of art and applied design. Your committee therefore considers that it is of the highest importance to all interested in textile industries, to note that in the proposed department of applied design they will have the fundamental provision which is so necessary to the complete success of textile work. Your Committee would suggest that the textile department be erected, with a school of art and applied design, as shown on sketch. The general equipment and arrangement of these must be decided upon by authorities on textile work, of whom we have many able expositors on our committees.

#### TRADE DEPARTMENTS

Sec. 4. Next in order, and, in the opinion of your committee, of great importance, is the proper establishment of suitable departments for the various trades,—carpentry, plumbing, bricklaying, stone cutting, galvanized iron work, blacksmithing, fresco work, housepainting, wiring, etc. There is undoubtedly a very large demand for courses of instruction in these departments, and this work should be commenced as soon as possible.

Your committee is of opinion that steps should be immediately taken to provide, by correspondence, such courses of instruction as may meet the demand of those in this country who are too far from the city to take advantage of the special courses to be provided in the proposed technical institute.

Your committee recommends that other departments be added from time to time as the demand may justify.

Your committee would conclude this report by expressing the opinion that all students of the Institute should be required to pay fees. It is recommended that the fees for the evening classes be much less than for the day classes, and that the charges for the former be moderate. All the investigations of the committee go to show that the best results have been obtained in those institutes where fees are levied, as the students themselves prefer the feeling of independence which they naturally possess with the knowledge that they are paying for the instruction they obtain.

#### AS OTHERS SEE US

Mr. William Clarke, of Sydney, Australia, describes his recent visit to Canada in an interview with the Sydney "Daily Telegraph"

Mr. William Clarke, of Sydney, has just returned from a trip to Europe. In speaking to a "Daily Telegraph" representative, he mentioned that he was much impressed with the prospects of doing business in Canada.

"The market for our products is a good one. The reasons we have not been sending larger supplies of late is no doubt due to the conditions prevailing in Australia, and not to a want of demand by the Canadians.

"I took the 'all red' route home and gave myself time to enquire into the position of matters, and the chances of doing business, and I obtained every assistance from the members of the Boards of Trade in the various cities.

#### CANADIAN ALERTNESS

"What struck me was the alertness of the Canadians towards developing their business with Australia, as against the apathetic way in which we are trying to cultivate their market.

"In British Columbia, for instance, a State whose principal industries are gold, silver and coal mining, timber, and fishing, they were obtaining their beef and mutton from the United States, and wines and fruits were being imported from California, and this business was not confined to the coast cities; they also had the towns in the interior.

"Thinking that the United States might have the rate of freight in its favor, I took occasion to look into the matter at Vancouver, and found that it was not so, and that, moreover, it was not so advantageously situated as we are, as the Canadians give us a differential duty of 33.3 per cent.

#### THE WESTERN INFLUX

"As I moved across the country I found many other things that were being imported of which we might have a share, and when I saw the people pouring into the wheat fields and great plains of the west, I came to the conclusion that we were neglecting an opportunity. New settlers are coming into the country in large numbers, and the United States is contributing a good share of them. These are not necessarily all Americans. There were Canadians, British, and people from the Continent of Europe, who had settled in the Republic, and were moving to Canada, where land conditions were more favorable.

"This steady influx is so adding to the population that at the next census Canada will have a population of 10,000,000. And a great bulk of these people will be as near, if not nearer, the tide waters of the Pacific as the Atlantic, affording us a good market for our products if we care to embrace it. In the great Eastern cities of Toronto and Montreal, where, as an executive member of the Sydney Chamber of Commerce, I got more than a cordial welcome, I was advised of Australian products being sold in Canada by New York houses, and to the enquiries of some as to why we could not look after the business direct, and derive all the advantages of the trade, it was plain to me that the local merchants were not fully alive to their own interest."

#### RECIPROCAL TRADE

"Are the Canadians whom you met favorable to a reciprocal trade within the Empire?"

"Every one of them. You know, Great Britain, as well as ourselves, has been given a preferential tariff by Canada, and it seemed to me that they were willing to go any length to foster a trade between the different parts of the Empire. We shall find them more than willing to accept our products in preference to those of a similar kind they may have to import from other countries."

In speaking of the journey across America, Mr. Clarke said he never saw better arrangements anywhere, nor arrangements more perfectly carried out. Metaphorically speaking, the Canadian Pacific Company take you by the hand on stepping ashore at Vancouver, and take care of you until you get on board the Atlantic steamer at Montreal or New York.—*Sydney Daily Telegraph*.

#### INCREASED TRADE AND A PROSPEROUS OUTLOOK IN THE ISLAND OF TRINIDAD

The correspondent member of the Canadian Manufacturers' Association in Trinidad, Mr. T. Geddes Grant, writes an interesting letter under date April 8, 1903.

The West India Islands have all suffered considerably from different epidemics during the past year. Barbados has been quarantined for several months, and shipping at the others has been hindered and totally prevented at different times. Trinidad shipments to Canada have recently been going via New York, as the northern islands have quarantined Trinidad and steamers would not be allowed to call with Trinidad cargo aboard.

Trinidad is a Crown colony. Its legislative council is made up of a governor, 10 government officials and 10 unofficials. This body attempted to raise the water rates, which resulted in a riot in which 16 were killed and some two score injured. An English commission is to be appointed to enquire into the whole matter.

#### CANADA'S PROGRESS

The Union Bank of Halifax, which opened a branch in Trinidad last year, is becoming a great factor in promoting trade with Canada.

Mr. Grant gives the names of representatives of several Canadian firms he has had call on him and says it is such visits by interested Canadian manufacturers and merchants that tend to draw us commercially to our great Dominion in which we are so much interested.

"On the whole," says Mr. Grant, "there is a growth all along the line and every month sees more and more Canadian goods in this market."

# THE CANADIAN PAPER INDUSTRY

*An Industry which has shown marked improvement during the last few years, and which, on account of ample resources, will certainly become great in the future, provided it receives the proper attention.*

**I**N a few months the paper mills of Canada will be able to produce in the neighborhood of 1,300,000 pounds of paper every 24 hours. This total will include not only news print, book paper, and ledger, bond and writing paper, but the coarser grades of product as well, such as wrapping, felt, building and manilla papers.

At the first glance this daily output appears immense, but a moment's reflection will suffice to show how small it is when contrasted with the stupendous demand of the world at large. Stand for a moment before the whirling cylinders of a modern sextuple printing press and watch how the monster devours reel after reel of paper in an incredibly short space of time; then multiply this one instance by many thousands, and the mind quite fails to grasp the extent of the supply of paper that must be daily fed to these voracious machines.

But the printing press is by no means the sole consumer of the product of the paper mill. A visit to any large post-office serves to give an approximate idea at least of the enormous demand for paper due to the habit of correspondence. To such an extent has this usage grown, that the post-office systems of many countries are the greatest business corporations within their borders.

In thousands of other directions the demand for paper is observable, varying from its use in the manufacture of car wheels to its use as a medium of exchange. With truth it may be said that not only has the advance of civilization been marked by the increasing and more varied use to which iron has been put, but it has also been distinguished by the increased demand for paper.

## CANADIAN RESOURCES.

All this is but preliminary to the contention that the Canadian paper-making industry is not as large and as important as circumstances would warrant. A reference to a few of the statements contained in the April issue of *INDUSTRIAL CANADA* in regard to the Canadian wood pulp industry is sufficient to prove that no other nation on earth has been blessed with such a magnificent supply of the most important raw material used in the manufacture of paper; that no other nation possesses such facilities for transforming pulp wood into pulp and pulp into paper, and that no other nation is more favorably situated to supply the demands of Europe, Africa, Australia and America for paper.

## TWO COMPARISONS.

Granting that Canada does possess these advantages, the question naturally arises: "Is she making the best use of them?" Consider for a moment the world's consumption of news print, which is in the neighborhood of two thousand million pounds per annum, and ask how this compares with the Canadian production. The answer simply is that this amount is five times as great as the total possible output of Canadian paper mills for *all* purposes. In fact, apart from supplying her own newspaper press, Canada's exports of news print are so small as not to receive mention in the trade returns of the country. Almost the same figures are applicable to the paper consumption of the British Isles. Two thousand million pounds of paper of all kinds,

United States paper mills are becoming more dependent on Canada for their raw material. In fact, the world has begun to recognize the worth of Canadian forests and streams, and has come to help itself for a mere song. Canada, oblivious to her loss, not only sends her wood and pulp to foreign mills, but likewise sends her sons to work in these mills, and eventually despatches her money to buy paper made in a foreign country from her own pulp.

Is Canada to remain merely a convenient source of supply from which raw materials will be forthcoming continuously and freely in order to support thousands of foreign artisans, living on foreign soil and patronizing foreign tradesmen; or is she to make use of her own resources, build paper mills, draw in population, and give increased busi-



THE BEATERS IN A PAPER MILL.

In these machines the pulp is prepared for use in the paper machine.

it is estimated, are consumed annually in Great Britain and, of this amount, some nine-tenths are produced at home.

## CANADA OBLIVIOUS TO LOSSES.

While no one can be oblivious to the fact that the Canadian paper-making industry has shown a wonderful growth of late years, yet it must be admitted that the resources of the country are not being utilized as they should be. Canada is indeed taking annually a larger share in the paper production of the world, but not in the direction that her well-wishers desire. Both British and

ness to her merchants? The paper has to be made, and why should it not be made in Canada?

## GROWTH OF INDUSTRY

Uncertainty hovers about the early history of paper making in Canada. If any historical data exists as to its beginning and subsequent career, it is hidden away in some dark corner. Probably when the father of the Hon. Adam Crooks received the bounty of \$500 from the Government about the year 1825 for having manufactured the first paper in the country, the industry had its birth. There may have been paper made before

that, but the mill at Crook's Hollow, near Dundas, evidently received the first Government recognition.

During the three-quarters of a century that have since elapsed, mills have sprung up in various sections of the country and there are to-day about forty in operation, principally in Ontario and Quebec. The quality of their product has of late years exhibited a remarkable improvement. Not so long since, many newspaper publishers of the Dominion would on no account use Canadian news print. To-day there is scarcely one who does not purchase from home mills. As regards the finer grades of paper, such as book paper, cover paper, note paper and the like, the same may be said. It is not so long ago since the demand was entirely for foreign-made goods. Indeed, Canadian mills made no attempt to capture the market. To-day, through the energy and perseverance of the manufacturers, excellent paper is turned out, which can well hold its own with the imported article.

#### PAPER-MAKING A MYSTERY

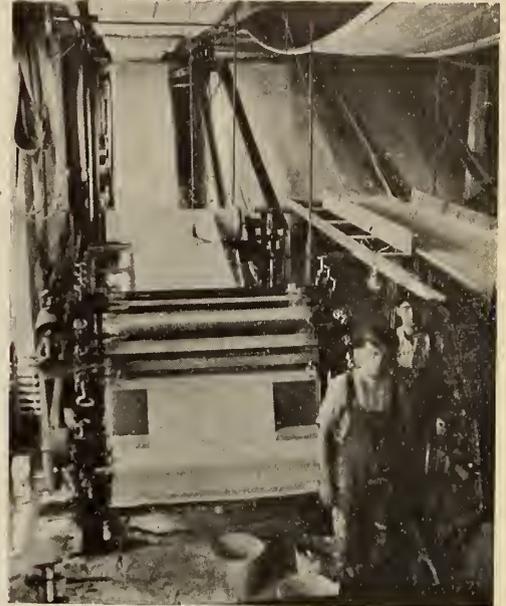
The interior of a paper-mill, it is safe to say, forms a realm of mystery to most people, and very hazy ideas are held regarding the actual process of making paper. The merest child knows of course that paper is made

The whole art of paper-making may be explained in a few words as a process by means of which vegetable fibres are removed from their natural environment and aggregated in a form more suitable to the requirements of man. The fibrous raw materials used almost exclusively in Canada are rags and wood. Of the former linen and cotton rags are most desirable, while wood is used either in the form of mechanical wood pulp or chemical wood pulp.\*

The rags on their arrival at the mill are first sorted up with special reference to their material and color and then passed through a machine which cuts them up into convenient pieces. They then move along a trough into a machine in which sharp teeth revolve, the purpose being to set free all loose extraneous matter. A second machine consisting of a long cylinder, made of wire gauze, revolving in a cage, serves further to shake out the dust.

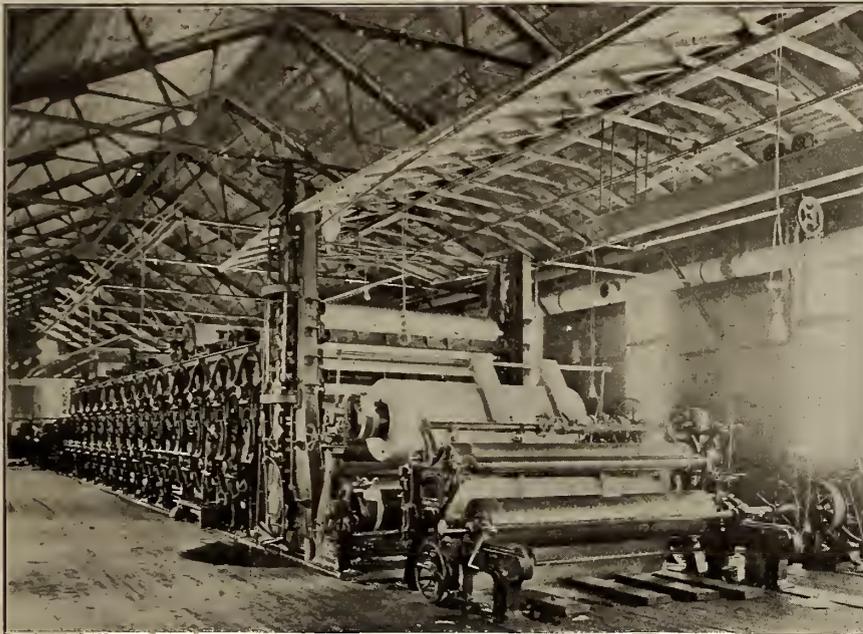
The second process to which the rags are subjected is a chemical one. They are boiled for a considerable time in a mixture of alkali and water. This boiling is intended to dissolve out all the residual dirt and the coloring matter. A thorough washing follows in a machine which breaks up and cleanses the fibres. The rags have now reached a pulp condition and are termed

tions, produce varying grades of paper. Mechanical pulp with 20% chemical pulp gives a low grade news print; used with more sulphite or soda pulp the quality of the product improves and with rags the mixture makes a fairly excellent paper. Rags used alone produce the finer grades of paper. Mechanical wood pulp is never used alone.



MAKING COATED PAPER.

Showing the freshly coated paper passing under the brushes.



A FOURDRINIER FROM THE DRY END.

The finished product is shown as it comes out from its long journey round the steam-heated cylinders.

from rags, and Canadian children are doubtless taught that paper can also be made from wood, but how dirty rags and sticks of wood can be metamorphosed into clean smooth, white paper is even more dark and mysterious than a magician's trick. Yet, this very trick, if it may be so called, is being performed day and night in Canadian paper mills, so dexterously and so rapidly that the change surpasses belief.

"half-stuff." They are in fact ready to be used in the process of paper-making.

#### DIFFERENT MATERIALS USED

Canadian mills, as has already been explained, have three different kinds of pulp from which to make their product, and these three materials, used in varying propor-

The actual making of paper now begins. All the ingredients are fed into what is known as the "beater,"—the pulp, the coloring matter and the sizing, which makes the paper waterproof. The beater is a huge oval trough, tilted slightly at one end, with a closed apartment in the centre, through which the pulp has to pass. Inside this a process of complete disintegration is carried on by means of revolving knives. The pulp passes out and around the trough—a thick mushy fluid. All is now ready for the crowning feat of all, the conversion of this fibrous mush into paper. The pulp in a very diluted condition is run into a vat, called the "stuff chest" from which it is pumped into a regulating box. This machine insures that the supply of pulp for the paper machine is always constant. Were this not the case varying thicknesses of paper would result. The pump always supplies an excess which is carried off by an overflow.

#### THE FOURDRINIER.

The machine which performs the apparently incredible feat of converting a fluid stream of pulp into a roll of dry, smooth, sized and finished paper, bears the name of a "fourdrinier." This name was bestowed upon it in recognition of the part played in its invention by the brothers Fourdrinier, who though they were not the actual inventors, yet did much to perfect its

\*See the article on The Wood Pulp Industry of Canada in the April number of INDUSTRIAL CANADA.

mechanism. The real inventor was a workman in Didot's mill at Essonnes, France, Louis Robert, who took out a patent for his invention in 1799. M. Didot purchased Robert's rights and, France being in a state of turmoil, crossed to England with the crude machine. Assisted by a mechanic named Donkin he put the invention into working order and secured an English patent in 1801. Two years later he started to manufacture paper at Frogmore by machine, shortly afterwards selling out to the Fourdriniers. These brothers, Henry and Sealy, spent \$60,000 in perfecting the machine and finally gave their name to it.

In its modern form the fourdrinier occupies a considerable space. It is complicated in its mechanism, yet infinitely simple in principle. The liquid pulp after being strained to remove all traces of charcoal and rubber is run on to a wire gauze which moves over a series of rollers, adjusted on

which steam has been forced at a low pressure. By the time the paper rolls from the last cylinder it is hard and dry. Still more pressure between properly adjusted rollers serves to give it a harder and glossier texture. The paper as it comes from the rollers is wound on reels, ready for use in web printing machines. In order to fit it for other purposes the finer kinds of paper are cut into suitable lengths in cutting machines.

#### COATED PAPER

The great bulk of the paper made in Canada is used in the shape in which it comes from the mill. But there are other processes to which a portion of it is subjected in order to still further fit it for the complicated requirements of mankind. There is, for instance, the manufacture of what is known as coated paper. This material is that beautiful, smooth, heavy paper on which many magazines and catalogues are printed, a paper of such even texture that printers are enabled to work wonders on it in the way of fine illustrations and beautiful typography.

The making of coated paper is an industry by itself, and it too presents many of those engrossing features which characterize the manufacture of ordinary paper. With very little human assistance, the coating machine receives its supply of ordinary paper at one end and discharges the finished article at the other. The coating material, which has clay as its principal ingredient, is applied to the paper by means of a woollen belting which passes through a trough, in which the coating is contained. Naturally, the application is most uneven, and in order to work it smoothly into the texture of the paper, the latter is made to continue its course around a large metal drum or cylinder, where a series of brushes can act on it. The first brush is quite rough and works from side to side. The last one is so steady and smooth that not a trace of a scratch or a mark is discernible as the paper passes from the cylinder.

#### THE DYEING PROCESS

The paper must now be dried, and in order to accomplish this, a most ingenious system for carrying the paper down the extreme length of a long hot room and back again, has been devised. The paper hangs in festoons from wooden rods and these are carried slowly along on a chain gearing. By the time the paper gets back to the reeling machine, the coating is perfectly dry. The surface, however, has not yet obtained the beautiful glossy appearance that distinguishes the finished product. It has yet to pass through the calendering machine. This is simply a tall upright system of cylinders between which the paper is subjected to pressure. The adjustments are so carefully regulated that just the right pressure is secured to give the most perfect results.

The first coated paper that appears to have been made in Canada was produced about the year 1886 by the Canada Paper Company, who established a plant in Montreal. Their equipment was shortly afterwards purchased by the Standard Card & Paper Company of St. Johns, P.Q., who continued the manufacture of coated paper for a time. Part of their plant, it seems, is now in the possession of the Union Card & Paper Company of Montreal. Ritchie & Ramsay, who make coated paper in Toronto, established their factory in 1893.

#### WALL PAPER

Still another use to which the product of Canadian paper mills is put, is the manufacture of wall paper. Ever since the late Moses Staunton, grandfather of the members of the present firm of Stauntons, Limited, Toronto, established a factory on Queen St. East in that City in the year 1856, the making of wall paper has been recognized as one of the most creditable of Canadian industries.

Three well equipped factories are now in existence, two in Montreal and one in Toronto, the Montreal factories being offshoots of the industry established in that city by Messrs. Watson and McArthur in 1878. This partnership broke up shortly after that year and the present firms of Colin McArthur & Co. and the Watson Foster Co. were formed.

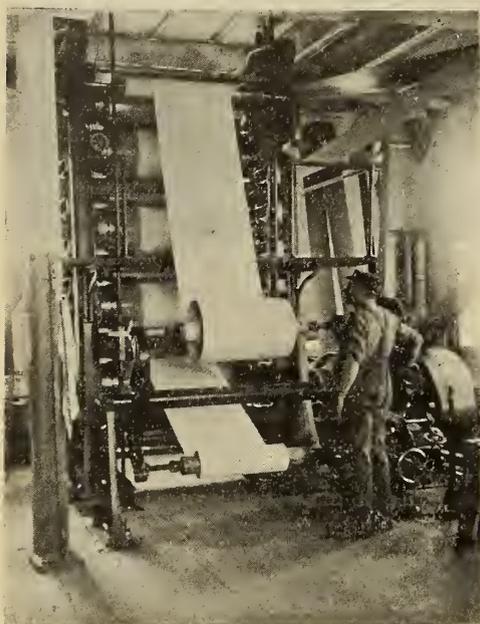
#### ITS MANUFACTURE

Few people have any idea of the magnitude of the detail and labor and the expense involved in creating a new range of wall-paper samples, especially for an exacting and limited market like that in Canada. Indeed, there are not many factories in the United States which show the number of designs and colorings displayed each year by Canadian factories.

The effort entailed in the creation of artistic and salable color schemes suitable for the numerous new designs may be realized in a measure when it is remembered that for three months each year the entire manufacturing staff is solely engaged in the work of sampling, the samples produced being of no commercial value.

The first step in the manufacture of wall-paper is the selection of the designs, which are prepared by experts. These designs are transferred by means of oil sketches to wooden rollers in such a way that the outline of each particular color in the design is reproduced on a roller by itself. The rollers are handed over to mechanics, known as block-cutters, who trace out the pattern on each roller with brass tape. This tape is fastened into the wood and projects from it a definite distance. Where a solid color is to be printed the space between the brass is filled in with felt, hardened by a chemical process.

It will readily be seen that a great many rollers will be required in order to produce



PUTTING THE GLOSS ON.

The Calendering Machine in a Coated Paper Factory.

the level, for a considerable distance. The object is to get rid of as much water as possible by means of gravity, and probably 60 per cent. of the water in the pulp drips through the perforations of the gauze before the second division of the machine is reached. A side to side motion is applied to the bearings which serves to shake the fibres together.

The thin sheet of pulp is now carried on to a belting of woollen cloth which runs around a series of rollers. A gentle pressure is applied, which is calculated to remove still more of the water. The sheet of pulp now begins to bear some resemblance to paper, though there is still considerable moisture about it. This is removed by heat. The sheet of damp paper is run over a number of large metal cylinders into

the variegated colors so often seen in modern wall-paper. Sometimes thirty or more rollers are needed to print the design in combination of hanging, border and ceiling.

Before the printing machines are made ready with the rollers, the paper has to be coated with a color for a background. The coloring for this process as well as for the printing is prepared in the color mixing department by trained experts. In this department many varieties of previously manufactured articles such as glue, dextrine, clays, pulp, colors, mica, bronzes, etc., are handled in large quantities. The coating is done on a special machine, similar in principal to that described as being used in the manufacture of coated paper.

pipes. Finally, when the paper is dry it is reeled up. A process of re-rolling follows and the paper is cut off into the required lengths for commercial purposes. Other effects, such as embossing, are secured on specially constructed machines.

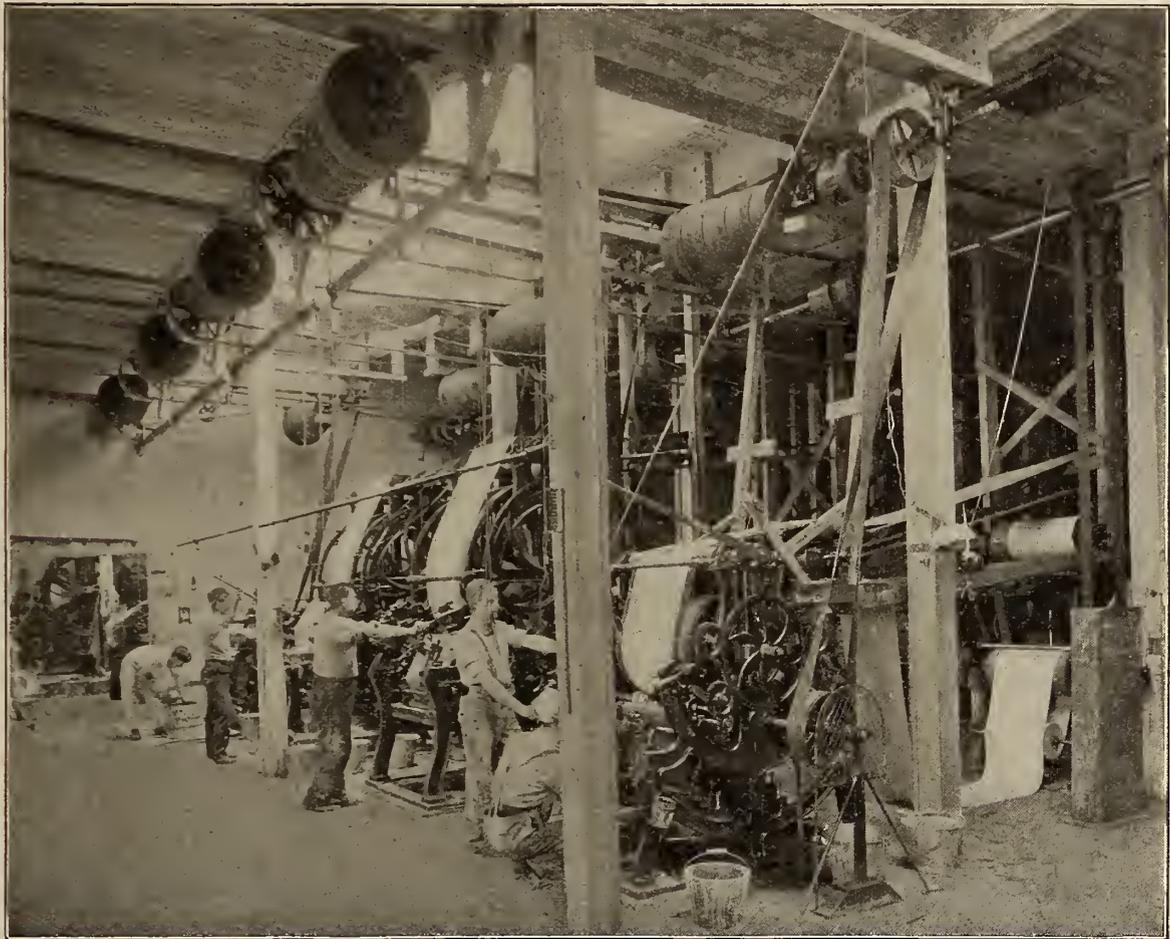
The present outlook for this industry in Canada is fairly satisfactory, but proper protection is needed against the slaughtering of job goods in this market. An increasing appreciation of better grade goods is being shown and the loyalty of dealers to the "Made in Canada" idea is encouraging. Outside of Canada, and especially in the sister colonies, Canadian goods are coming into greater demand and an export trade is slowly being built up. But, on the other hand, the imports of wall-

\$1 135,904 was imported; in 1902, \$1,945,786, the great bulk comprising papeteries, pads, printing paper and wall paper.

#### A HANDICAP

The item of paper bags and paper boxes is one that merits attention. The Canadian maker of these lines is so situated as not to be able to meet the competition of the United States manufacturer in the Canadian market, while he is absolutely prevented from entering on the United States market.

This situation is due not only to the comparatively low tariff, which allows foreign goods easy access, but to a pernicious law of valuation. Under its conditions an



MAKING WALL PAPER.

Three small machines are shown in the foreground, and a huge twelve-color machine is to be seen through the opening at the rear.

#### PRINTING MACHINE

The main printing machine consists of a huge drum or cylinder, around the lower portion of which are ranged the series of rollers prepared for the particular pattern required. These rollers are supplied with the coloring matters by means of "sieves" or cloth beltings which pass through troughs containing the liquids. As the paper passes each roller the pattern in the required color is stamped on it, and so exactly are the rollers adjusted by means of registering pins that there is no overlapping, except where necessary.

The paper as it passes from the printing machine is picked up at intervals by laths, which are carried on endless chain belts and borne along in large loops over steam

paper are likewise increasing and far exceed the comparatively small amount that is exported.

Taken all in all the Canadian paper industry is in a fairly satisfactory condition. Growth, while not rapid, has been steady, and there is apparently but little doubt that the industry will hold the position it has gained. There is room, however, for improvement in several directions. Canadians still persist in purchasing an immense amount of foreign made paper. A few years ago there might have been excuse for this course, but not under present circumstances, for Canadian manufacturers have demonstrated their ability to make as good paper as the best. Notwithstanding, imports steadily advance. In 1898 a value of

American manufacturer is enabled to invoice its Canadian shipment at the price which he gets for his largest home orders. For instance, if the current United States rate on an order of 10,000 be \$10, and on an order of 1,000 be \$12, the American manufacturer can perfectly legally invoice a Canadian order for 1,000 at \$10. It will readily be seen what an advantage this gives to the foreigner. Were a law of valuation to be enforced similar to that applied in the United States, under which foreign shippers must invoice their goods at the rate current in the country to which they ship, the evil would be considerably mitigated.

# DOMINION OF CANADA INDUSTRIAL EXHIBITION

*The Special Attention of the Members of the Canadian Manufacturers' Association is directed to the following statement issued by the Dominion of Canada Industrial Exhibition Association, and addressed to them.*

## Canada's National Exhibition

As you are no doubt aware the Dominion Government has authorized the Toronto Industrial Exhibition Association to hold a National Canadian Exhibition at Toronto from the 27th of August to the 12th of September of this year, and have granted the sum of \$50,000.00 to assist in carrying out the enterprise. In addition to this, liberal grants have also been made by the Ontario Government, the Toronto City Council, the York County Council, various Associations throughout Canada and many public spirited citizens of Toronto. The carrying out of such a project upon a scale worthy of its importance will entail a large expenditure of money for the erection of new buildings and the beautifying of the grounds, all of which has been provided by the liberality of the citizens of Toronto.

In the manufacturing department the following buildings will be available for exhibits this year.

## "Manufacturers' and Liberal Arts Building."

This splendid new building, which will be fully completed by the 1st of June, is constructed of brick and steel, and contains over 100,000 square feet or over two acres floor space (all on one floor) and will cost when completed in the neighborhood of \$120,000.00. It has been located almost in the centre of the grounds and will be reserved specially for the display of the finer classes of manufactured goods. The Chairman of this building is Mr. W. K. George, Ontario Vice-president of the Canadian Manufacturers' Association.

## "Transportation Building."

Formerly known as the Main Building. This splendid structure, which is built of brick and iron, has been thoroughly repaired and will be set apart exclusively for the display of carriages, harness, bicycles, etc. It will be under the chairmanship of M. T. A. Russell, late Secretary of the Canadian Manufacturers' Association.

## "Stove Building."

This building, 75 ft. x 140 ft., will be entirely new, and will be devoted exclusively to the display of stoves, furnaces and heating apparatus generally. It will be under the chairmanship of Mr. T. L. Moffat, jr., a prominent member of the Canadian Manufacturers' Association.



STOVE BUILDING.

## "Machinery Hall."

This building is 100 ft. x 390 ft., and is constructed throughout of wood and iron. It is conveniently situated near the railway tracks, so that the loading and unloading of exhibits can be done with the greatest ease and at a minimum cost. It is fitted up with shafting for the exhibit of machinery in motion, and alterations have been decided upon which will make it thoroughly up-to-date in every particular. It



MACHINERY HALL.

will be under the chairmanship of Mr. H. G. Nichols, a prominent member of the Canadian Manufacturers' Association.

## Agricultural Implement Building.

As formerly, this building will be for the display of agricultural implements and farm machinery of all kinds. It is also fitted up with shafting for the exhibit of machinery in motion.

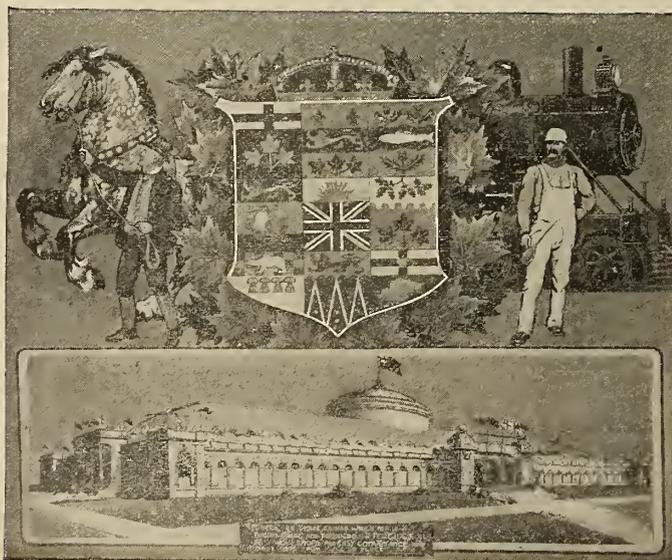
## Process of Manufacture.

A special building will be fitted up for the exhibition of processes of manufacture. Every manufacturer knows that nothing attracts public attention so readily as machinery in motion and practical illustrations of how goods are made. In order to encourage this feature, the management are endeavoring to make this new department one of the principal features of the Exhibition, and are offering special inducements to manufacturers who desire to avail themselves of this splendid opportunity of advertising their products in this way. The Agricultural Implement Building, and Processes of Manufacture will be under the chairmanship of Mr. Geo. Booth, Treasurer of the Canadian Manufacturers' Association.

These splendid and modern buildings will furnish to Canadian manufacturers nearly double the space, in which to exhibit their products, of any Exhibition ever held in Canada.

Under the arrangement with the Dominion Government, part of their grant will be used for the equalization of freight charges upon the exhibits sent by manufacturers to this Exhibition to encourage the exhibition of processes of manufacture.

As will be seen by the list of officers already given, the management of all the manufacturing buildings has been placed entirely in the hands of members of the Canadian Manufacturers' Association, and at the express wish of that Association, the Exhibition has been lengthened to two and one half weeks instead of two weeks as formerly. Under these circumstances the officers of the Toronto Industrial Exhibition Association feel warranted in assuming that they will have the hearty co-operation of every Canadian manufacturer.





**“The Objects of the Exhibition.”**

A primary object of this National Exhibition is to impress upon our own people, as well as the visitors from other countries, not only the greatness and variety of our resources, but our rapid development in every department of national activity. We desire to make this exhibition an object lesson which will prove to the world that Canadians can manufacture goods as cheap and as well as any other nation.

**“Made in Canada.”**

That “Made in Canada” can no longer be used as a term of reproach, but will hereafter stand as a guarantee of quality, in both material and workmanship, Canadian manufacturers are at present engaged in carrying on an educational campaign in order to popularize Canadian manufactured goods. In no way can this object be advanced better than by making an exhibit of their products at this great National Exhibition, which will offer them a splendid chance to advertise the merits of their goods. It is expected that the attendance will not be less than one-half a million of people, and that, in addition to our own citizens, it will be visited by people

from the United States, Great Britain and other countries.

**“Trade Sections”**

The management propose to classify the exhibits this year as far as possible into trade sections, and the only preference which will be given will be for the encouragement of attractive exhibits.

**“Applications for Space.”**

These should be received not later than June the 1st, after which date allotments of space will be made. A large number of applications for space have already been received, and the indications are that the demands of exhibitors in this direction will far exceed the facilities we have to offer. Under these circumstances, we will be glad to hear from you at your earliest convenience in regard to your desire to exhibit at this year’s exhibition. An early application will not only assist us in making arrangements necessary for the success of our plans, but will insure to yourself a more satisfactory arrangement in regard to space. We enclose you an entry form herewith.

**Entrance Fees.**

Exhibition must in all cases accompany applications for space, and will be as follows:—For a unit of

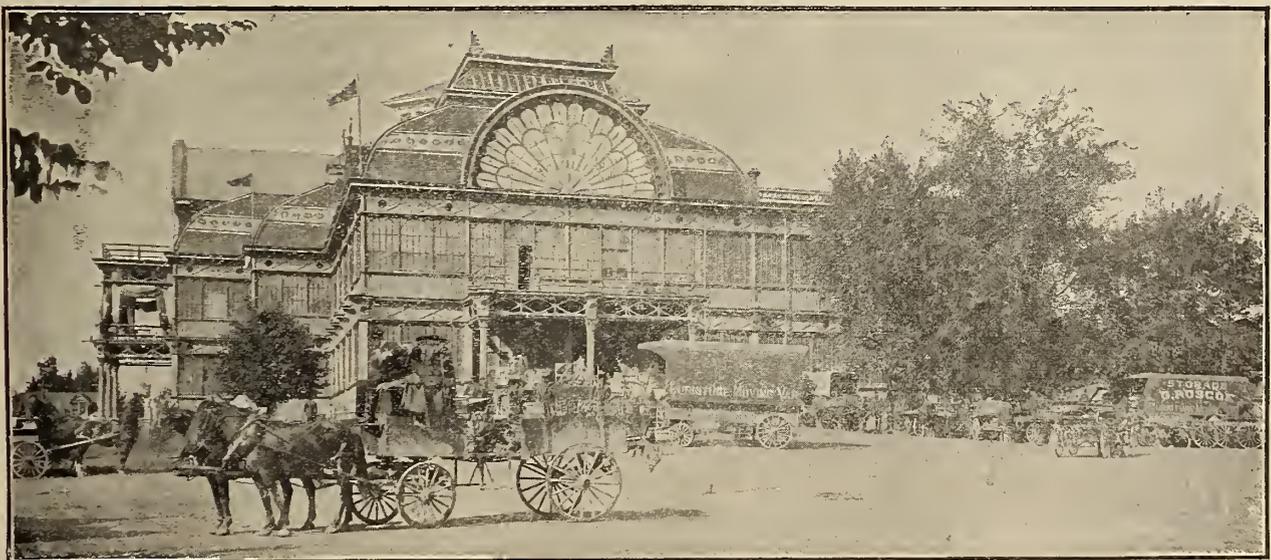
space 8ft. x 8ft. or less, \$3.00; for any larger space than 8ft. x 8ft., \$5.00; for any single article, \$1.00. All exhibitors’ and attendants’ tickets must be purchased, price \$1.00 each. These tickets, which are absolutely non-transferable, will be good for three single admissions daily during the entire term of the Exhibition. Exhibitors’ and attendants’ tickets can be purchased from the Superintendent of Manufactures on the 27th and 28th of August, on the grounds.

**Date of the Exhibition.**

This Exhibition will open on the 27th of August, and last until Saturday the 12th day of September inclusive. Thursday, August the 27th, and Friday, the 28th, will be preparation days, and it is imperative that every exhibit must be in place by the evening of the 28th of August. Saturday, August the 29th, will be the Official Opening Day.

**“Correspondence.”**

Mr. C. B. McNaught, General Superintendent Manufacturing and Liberal Arts Section of the Dominion Exhibition, will be in the offices of the Association, 70 King street east, after May the 1st, from 2 to 3 o’clock p. m. daily until the



PREPARATION DAY

TRANSPORTATION BUILDING.

Exhibition, where he will be glad to meet intending exhibitors and to give any information required.

We solicit correspondence, and if you should desire to arrange to exhibit a process of manufacture, our representative will be pleased to communicate with you.



## INDUSTRIAL EXHIBITION

### The Report of Industrial Exhibition Representatives

The Industrial Exhibition representatives reported that three of their number had been elected to the Board of Directors of the Exhibition Association, namely Messrs. W. K. McNaught, Geo. Booth and W. K. George.

At the last meeting of the committee they were informed that the Exhibition Association desired to leave the management of the exhibits of manufactured goods as fully as possible in the hands of this committee, and it was accordingly suggested that the following committees should be recommended to have supervision over the various buildings, the first named in each case being recommended as chairman.

**MANUFACTURERS' BUILDING.**—Messrs. *W. K. George*, *G. C. Heintzman*, *J. R. Shaw*, *Frank Stanley*, *W. B. Rogers*, *M. J. Carmody*, *R. H. Cox*, *J. A. Cooper*, *G. J. St. Leger*.

**MACHINERY HALL.**—Messrs. *H. G. Nicholls*, *George Booth*, *Alderman Oliver*, *J. B. Thomson*.

**TRANSPORTATION.**—Messrs. *T. A. Russell*, *M. C. Ellis*, *C. E. Kyle*.

**STOVES.**—Messrs. *T. L. Moffat, jr.*, *J. T. Sheridan*, *W. P. Hubbard*, *Jas. Simpson*.

**IMPLEMENT BUILDING**, with processes of manufacture in various lines—Messrs. *Geo. Booth*, *W. B. Rogers*, *R. J. Orr*, *John Lewis* and *John Chambers*.

### OTHER EXHIBITIONS.

The following important resolution was adopted upon motion of Mr. J. O. Thorn, seconded by Mr. W. K. McNaught:—

"In view of the growing excellence of Canadian manufactured goods, and the fact that this Association is making a strong organized effort to instil into the minds of the Canadian public the importance of buying goods that are 'Made in Canada,' we would urge upon our members throughout Canada to exhibit their manufactures as far as possible at all the leading Canadian exhibitions, and to draw special attention to their displays as the products of Canadian factories."

This resolution is recommended to all the members of the Association in the hope that they will carry it into practical effect during the coming exhibition season. Great importance was laid upon the Winnipeg exhibition, especially for those manufacturers who are deeply interested in the growing trade of the great Northwest.

## OUR EXCHANGES

THIS list comprises interesting articles noted since the last issue of INDUSTRIAL CANADA. The different papers are on file in the Association's Rooms and are at the disposal of the members.

*Commerce—Preferential Trade and Other Matters Affecting Imperial Interests.* By Sir William McMillan, "British Australasian," April 9.

## FOREIGN TRADE NEWS

### TRADE ENQUIRIES.

*NOTE.*—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

**Agencies—Australia.**—A correspondent in Melbourne, Australia, who has had 18 years' experience as an agent and who is well acquainted with the leading soft goods and furniture firms, both wholesale and retail, desires communication with Canadian manufacturers in these lines, with a view of representing them.

**Birmingham.**—Enquiry is made for names of Canadian firms requiring an agent to represent them on commission in the Midlands, by a person offering good references, who has had experience in selling manufactured leather goods, stationers' sundries, fancy goods, etc.

**Birmingham.**—A correspondent in Birmingham, England, desires to communicate with manufacturers of specialties that would sell to wholesale Saddlers, Ironmongers, Fancy Dealers and Hosiers. He already does business with the above firms and desires to add these different lines on a commission basis.

**Brazil.**—A firm of importers and exporters in Maudos, Brazil, desire communication with Canadian merchants. Prin-

*Proceedings at the 43rd Annual Meeting of the Association of Chambers of Commerce of the United Kingdom.* "Chamber of Commerce Journal," April.

*Industries—The Beet Sugar Question in Canada.* "Canadian Grocer," April 17. *Beet Sugar, Canada's Latest Industry.* By H. Blain, "Canadian Grocer," April 3.

*Labor Problems—The Anthracite Commission.* "Iron Age," March 26.

*The Lawlessness of Labor.* "American Industries," April 1.

*Industrial Courts.* "American Industries," April 1.

*Machinery—Gas and Oil Engine Management.* "Machinery Market," April 2.

*Recent Developments in the Gas Engine.* "Machinery Market," April 2.

*Management—Management in Industrial Competition.* "Iron Age," March 12.

*Power—Six Niagara Power Installations Under Way.* "Electrical World," April 11, 1903.

*Vancouver Transmission Plant.* "Electrical World," April 18, 1903.

*Technical Education—Technical Training.* By Prof. H. T. Bovey—"Canadian Grocer," April 17.

*Technical Education.*—By T. C. Search,—"American Industries," April 1.

*Transportation—British Criticism on Railroads.*—"American Manufacturer," April 16.

cipal exports are, rubber, Brazil nuts, tonka beans, deer and goat skins, hides, cocoa, sarsaparilla, etc.

**Bristol.**—A produce broker and commission agent in Bristol, who has travellers visiting nearly all ports of England, and who has already an established connection with cash buyers, desires to represent Canadian firms.

**Edgbaston.**—A correspondent with large and well appointed offices in Edgbaston, England, desires to communicate with members of the Association who desire representation. This firm have agents in all the important points of England, on the Continent, in South Africa, West Indies, etc.

**London.**—A well known correspondent in London, England, who already represents Canadian houses, desires communication with manufacturers of the following lines:—Electric casings and mouldings in birch, electrical fittings, locks, door fittings and fasteners, plumbers' and steam-fitters' supplies, brass goods, soil pipes, valves, brooms and broom handles, and all canned goods.

**Spain.**—A correspondent in Malaga, Spain, who is well acquainted with the import and export business, desires to represent Canadian manufacturers.

- Vera Cruz**—A correspondent of Vera Cruz, Mexico, is leaving in the near future on a trip through the British West Indies, British Guiana and the Northern parts of Spanish South America, and desires to represent Canadian manufacturers in the different Islands, and asks for catalogues, prices, etc.
- Asbestos**—(1) A Glasgow firm asks for lowest prices on four tons Asbestos Metallic sheet and five tons Asbestos Refuse.  
(2) A Glasgow importer asks to be placed in touch with Asbestos mine owners and operators in Canada.
- Bacon and Hams**—A Sydney, New South Wales, agency is looking out for Canadian exporters of cured bacon and hams, who desire representation in Australia.
- Birch Wood for Furniture**—An old established wholesale firm in High Wycombe, England, desires to purchase, terms cash one month after delivery, birch wood cut out in the rough for parts to make up dining and drawing room suites of furniture, parts that are known as tops, stags, backfeet stays, seat rails, couch heads, couch foot ends, etc.
- Birch**—A Liverpool firm with branches in five other cities in the British Isles, desires to obtain cut birch in car loads 13 different shapes of the same width and depth, and 7 different size pieces in squares.
- Birch, Maple and Ash**—A London firm desires to procure birch and maple of large dimensions 1 inch thick, 12 feet to 16 feet long, 24 inches and upwards, and also birch, maple and ash squares, in car lots, ½ inch, 1 inch, 1¼ inch, and 2½ inch and the same thicknesses, also in boards.
- Bobbins**—A Huddersfield firm asks for names of Canadian exporters of weaving, spinning and twisting bobbins.
- Box Shooks**—A firm in Liverpool, the senior partner of which has recently been in Canada, desires to procure the above.
- Butter**—A London house asks to be placed in touch with reliable Canadian butter packers who are prepared to ship supplies direct to South Africa.
- Chair Material**—A firm of timber merchants in West Hartlepool desires the addresses of Canadian manufacturers of chair materials.
- Closet Seats**—A New York exporting house desires correspondence with shippers of wood closet seats. They have an opportunity for exporting to England.
- Cricket Stumps**—A New York exporting house sends specifications for cricket stumps made from lancewood, and state that they could place large quantities.
- Desks—Roll Top**—A firm in Liverpool, the senior partner of which has recently been in Canada, desires to procure the above.
- Fish—Canned**—A Sydney, New South Wales, agency is looking out for Canadian exporters or canned fish who desire representation in Australia.
- Fruits**—A Sydney, New South Wales, agency is looking out for Canadian exporters of canned fruits who desire representation in Australia.
- Foodstuffs**—A London firm has asked to be furnished with names of Canadian producers of foodstuffs, canned as well as dry, including wheat, flour and products thereof.
- Handles**—A firm in Sheffield, England, who are very large manufacturers of shovels, desires to procure ash D. or eye handles, 32 inches over all for the same. Handles are wanted for their own consumption and three grades are used, XX, X and No. 1.
- Hemp**—A firm in Odessa, Russia, have forwarded us a sample of Manilla Hemp. They state that a good trade in the same is assured and desire to procure it in Canada.
- Key Boards—Piano**—A firm in London of manufacturers' agents, established 1894, sending references, desires bass wood piano key boards to sell on a commission basis.
- Leather Board**—Enquiry is made by a London firm for addresses of Canadian mills in a position to furnish regular supplies of leather board.
- Maize**—A Liverpool firm asks for addresses of Canadian millers engaged in the preparation of all kinds of maize products.
- Pine**—A Liverpool firm desires to procure 800 to 1,000 standard overwintered pine planks 10 to 16 feet long.
- Poultry**—A Manchester firm wishes to get into direct touch with large Canadian exporters of poultry to Great Britain, especially turkeys for the winter market.
- Produce**—A Lancashire firm of provision merchants desires addresses of a few Canadian shippers of produce.
- Seed Peas**—An enquiry for Canadian seed peas has been received from a correspondent at Angers, France.
- Sheepskins**—A North of England firm wishing to buy Canadian sheepskins (raw) asks to be referred to shippers of the same.
- Shoes**—A correspondent in Antwerp, Belgium, desires to procure high-class men's shoes in Canada.
- Slate**—An enquiry has been received for addresses in Canada of slate quarry owners in a position to export slate to Great Britain.
- Spoolwood**—A London house seeks large supplies of spoolwood, and wishes to hear from Canadian shippers of the same.
- Steel Ceilings**—A large firm of general dealers and importers in Hamilton, Bermuda, desires quotations f.o.b. port for pressed steel ceilings.
- Stoves—Heating and Cooking**—A firm in Sunderland, England, sending their banking house as a reference, desires prices on the above delivered at Liverpool, London or Hull. They prefer to handle the same on a commission basis.
- Timber**—Enquiry is made by an English firm of furniture makers and upholsterers for the names of parties able to supply dimension timber.
- Woodpulp and Chemicals**—A general broker in the North of England, who is interested, among other things, in wood pulp and chemicals, is seeking connections with Canadian producers.
- Woodpulp**—A Glasgow firm interested in woodpulp is looking for a new source of supply, and asks to be referred to Canadian producers not already represented in the United Kingdom.
- Wool**—A Manchester house, possessing a connection among flannel manufacturers, asks for addresses of Canadian shippers of wool.

### TRADE IN FRANCE.

Mr. Anatole Poindron, Commercial Agent for the Canadian Government in Paris has recently forwarded us a list of the different articles for which enquiries have been made by parties desiring to obtain the same in Canada.

Mr. Poindron is doing all he can to encourage this trade and will be very glad to put any manufacturer corresponding with him in direct communication. The different articles enquired for are as follows—asbestos, mica, plumbago, manganese, antimony, charcoal, pig iron, wood deals, wood pulp, hubs, fellos, spokes, handles, spools, bobbins, clothboards, box shooks, furniture, maple syrup, dried and canned fruits and vegetables, canned lobsters, canned salmon and barrelled cod roe.

A. Wallace, ship and boat builder, of Vancouver, B.C., reports a busy season at present. In his factory he is now turning out daily four Columbia river fishing boats 24 feet long, 7 feet 3 inches beam, 30 inches deep, oak timbers, stem and stern post, fir keel and centre board, cedar planked with oak gunwales, mast, boom, gaff, jib boom set of sails, and two pairs of oars.

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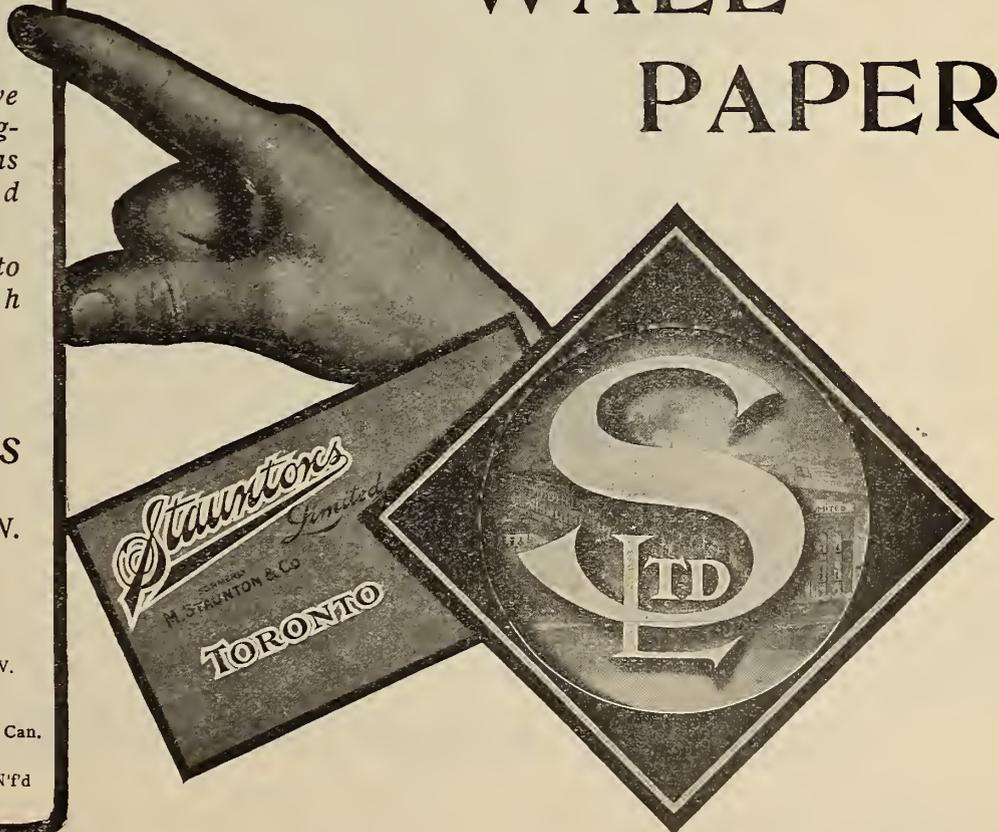
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South Africa—  
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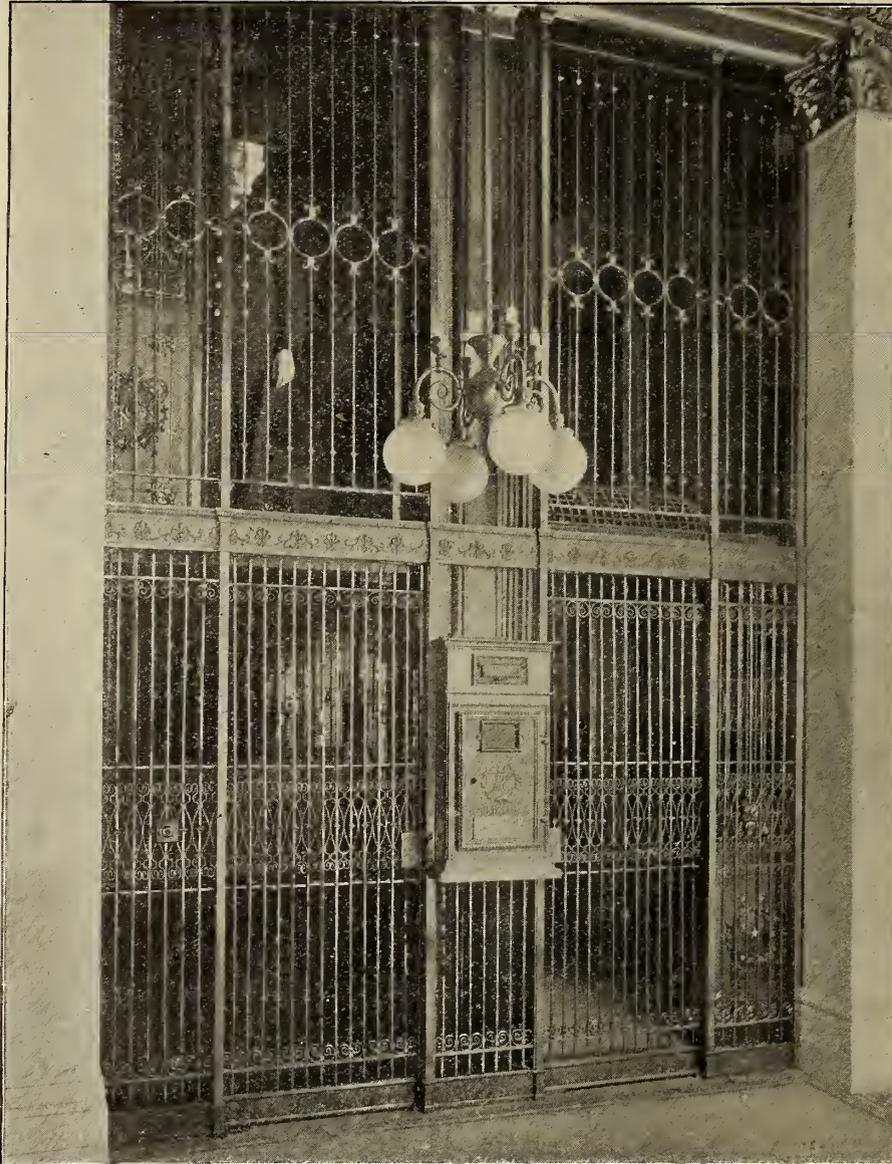
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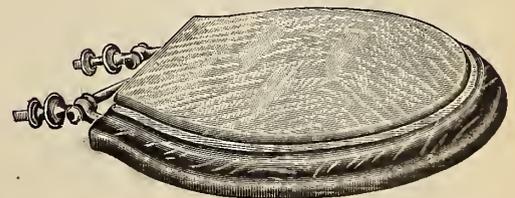
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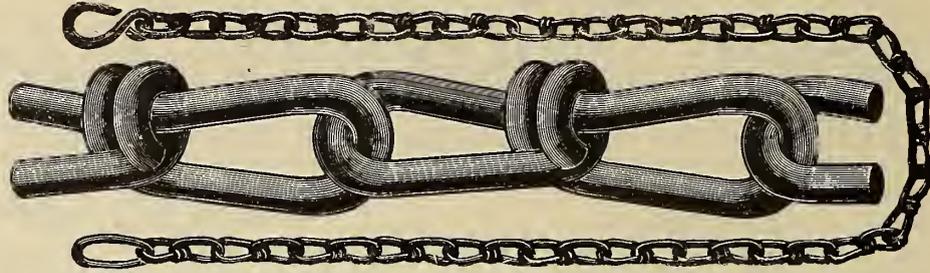


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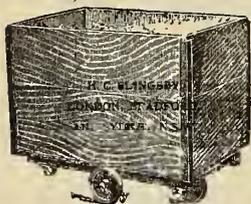
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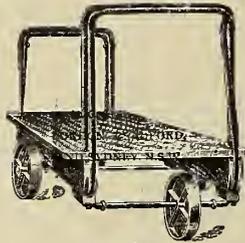
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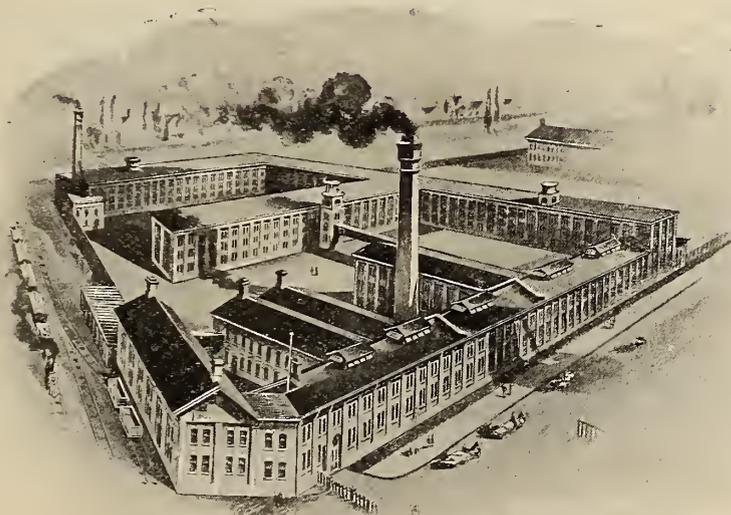
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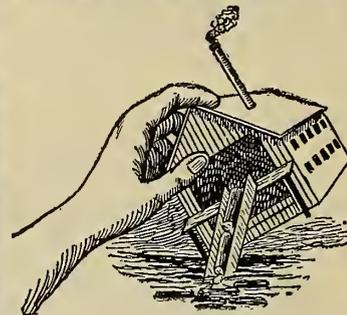
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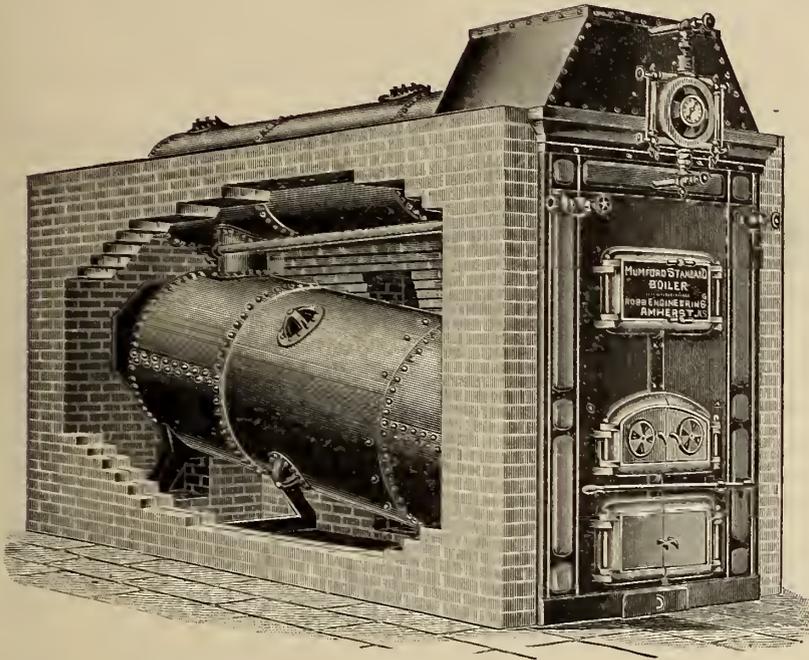
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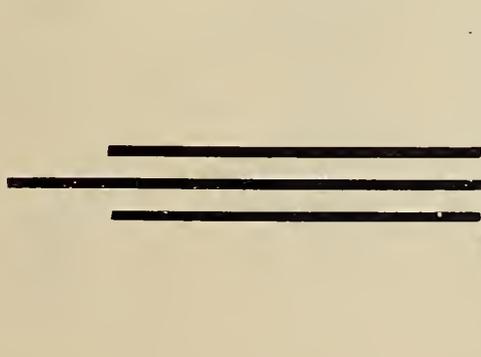
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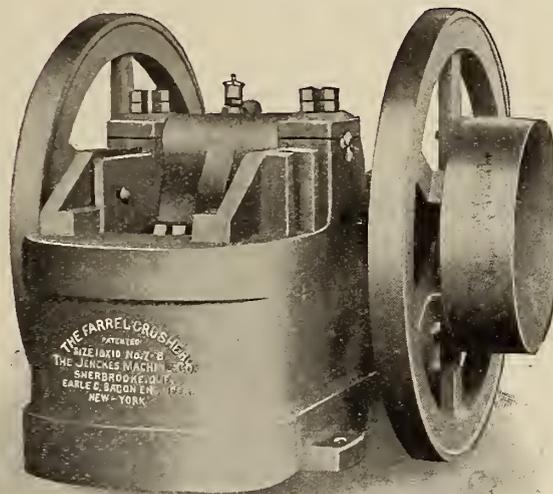
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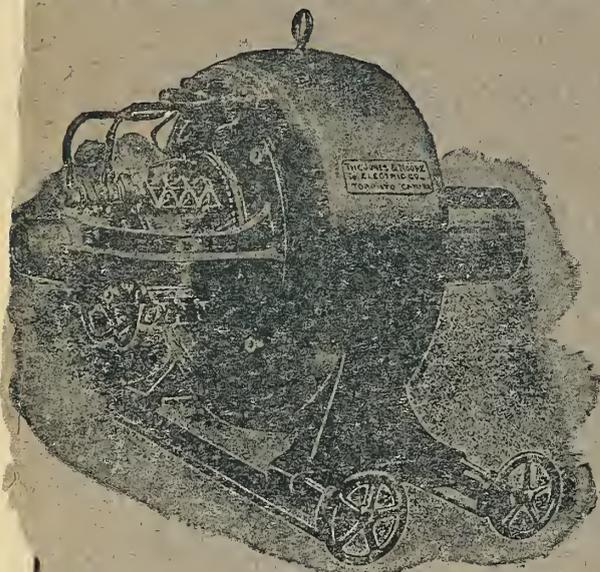
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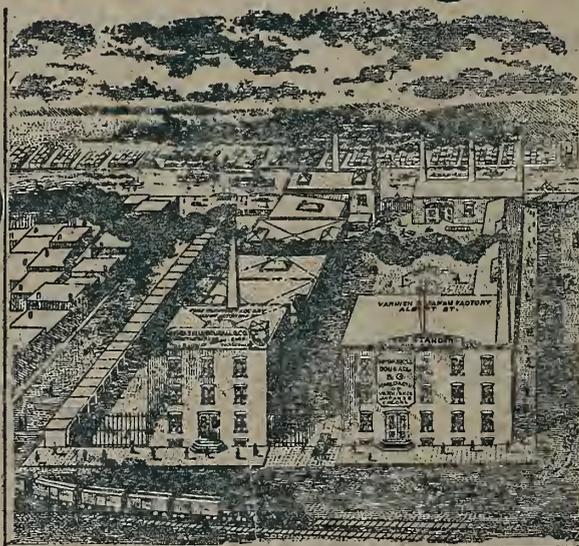
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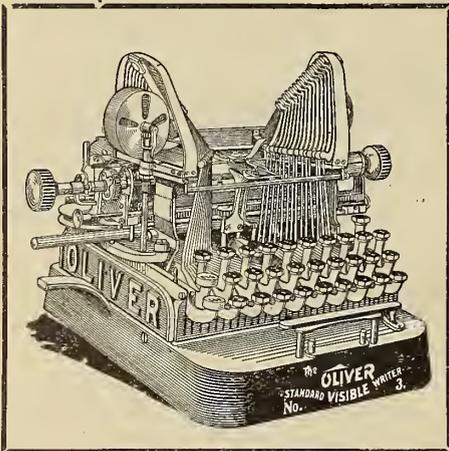
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Vol. III.

TORONTO, JUNE, 1903.

No. 11

Industrial Canada.

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

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3. Chambers of Commerce in the United Kingdom.
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Canadian Manufacturers' Association,
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MR. CHAMBERLAIN ON HARD TIMES.

INDUSTRIAL CANADA has frequently pointed out that in framing a tariff the Government should take into consideration the fact that a degree of protection that may be sufficient in a period of world-wide prosperity may be altogether inadequate when hard times begin in the great industrial countries. Mr. Joseph Chamberlain, in the course of his speech in the British House of Commons on the 28th of May, 1903, said:

"In America manufacturers are building up their works, and when there is a boom, as recently, their works are increased to meet the boom. So long as home trade consumes the output so long no goods come to this country, but the moment trade is bad—for instance, if there were a depression in the iron trade to-morrow, it is perfectly certain that great quantities of iron would be put down in this country or in countries we supply, at a price we could not possibly contend with. The consequence would be that, inasmuch as no manufacturer here could possibly stand a loss of that description for many years together, his business would be ruined and the whole of his capital lost. Of one thing I am certain. If there should be a depression in some of our greatest industries and the result I predict should follow, nothing on earth would prevent the people of this country from imposing duties which would defend them against

such unfair competition. I have indicated the lines on which my mind is moving, and have indicated the discussion which I wish to raise, and which I promise I will raise before the constituencies."

Now if the old established industries of Britain with ample capital, low rates of interest, a concentrated consuming population at home within easy reach of the manufacturers, and cheap shipping rates to foreign countries, have reason to fear the competition of United States' manufacturers when hard times come, what may be said of Canadian industries? The consuming population of Canada is widely scattered. It can be reached as easily from United States' centres of industry as from those of Canada. In some cases the United States' manufacturers have an advantage of railway rates even on Canadian railways. Canadian manufacturers have to pay much higher rates of interest than British manufacturers, and wages are higher in Canada than in England. Is it any wonder that Canadian manufacturers ask the Government to revise the tariff before hard times come?

WINNIPEG AS AN INDUSTRIAL CENTRE.

THERE is very little doubt that Winnipeg will in a few years have cheap electric power from the St. Andrew's Rapids or the waterfalls of the Winnipeg River. The result must be the establishment of numerous mills and factories in the North-West metropolis if adequate protection is assured. The maintenance of the protective tariff and the strengthening of weak points in it is, therefore, of very great importance to Manitoba's chief city. With free trade or a low tariff Winnipeg manufacturers would have to compete with the great industrial establishments of St. Paul and Minneapolis, which are very favorably located for trade with the Canadian North-West. Winnipeg will always be an important distributing centre, but without manufactures it can never become a very great city.

As the children of the new settlers grow up many of them will desire city life. If they cannot find work in Winnipeg and other towns in the Canadian North-West they will seek employment in the big cities

of the United States. And the farmers' sons will not be the only emigrants. Many boys born and brought up in Winnipeg will join the exodus and seek their fortunes in the United States, just as so many Canadian boys from towns and cities in the Eastern provinces have done in the past. But a high protective tariff by building up varied industries will keep the boys at home.

AN ANSWER FOR THE GLOBE

The *Montreal Star* tells us that the manufacturers would not increase their prices if they had higher protection. Are we to understand that they are satisfied with present prices? If so, why worry about any change?—The *Toronto Globe*.

THE *Toronto Globe* persistently ignores the fact that it is an injury to the home manufacturers to divide the Canadian market with foreign manufacturers even if the foreign competition makes no difference in prices. For the benefit of the *Globe* we may repeat the explanation which has already been given in the columns of INDUSTRIAL CANADA. When manufacturing is carried on upon a large scale, goods can be turned out more cheaply than when it is done on a small scale. The managing director of one of the Nova Scotia coal companies said a few years ago that the machinery in the mines under his control cost several million dollars, and he pointed out that in order to be a paying investment the mine must yield interest on the money invested in this machinery as well as on that expended in wages. Consequently the larger the number of men employed and the greater the output of the mine the cheaper they could afford to sell the coal. It is easy to see that if foreign coal came into this country and took the place of the Canadian coal to such an extent that the output of the mines was reduced one-half it would greatly injure the owners of the mines and the workmen employed by them, even if the price of coal per ton remained precisely the same as before. On

NOTICES

Executive Council Canadian Manufacturers' Association—regular monthly meeting, Board of Trade Building, Toronto, Thursday, June 18th, at 2 p.m.
Montreal Branch Executive—Association Rooms, Temple Building, Thursday, June 11th, at 2.15 p.m.

the other hand, if the output of the mines was doubled the price to the consumers might be decreased without any loss to the mine owners. The same thing is true in every line of production. The larger the number of articles of the same kind turned out of one establishment, the cheaper each of them can be sold.

A great many factors have to be taken into consideration in estimating the cost of production. First of all there is the interest on the capital invested in land, buildings and machinery. This remains precisely the same whether the machinery is in full operation or not. Raw materials can be purchased more cheaply in large quantities than in small quantities. The expenses of office management and of travelling salesmen are less in proportion when the output is large than when the output is small.

It stands to reason, then, that if foreign manufacturers bring their goods into this country and share the limited market with our home manufacturers, so that the latter have to run at half their capacity, it will not only injure the Canadian workmen, who will be thrown out of employment, but the profits

of the manufacturers will be cut down without any decrease in the price to the consumers.

The manufacturers know that when a period of world-wide depression with falling prices begins the present tariffs being largely *ad valorem*, will go down with the prices at the very time when foreign manufacturers, having surplus goods to dispose of, are offering the keenest competition.

It is true that a large importation of foreign goods during a period of depression may temporarily cause a reduction in prices to the consumer, but the experience of both the United States and Canada under low tariffs proves that when the home factories have been closed down as a result of foreign competition the foreign manufacturers usually raise the price so that the consumers get no benefit.

At the present time when the whole world is enjoying unprecedented prosperity Canadian manufacturers have difficulty in filling their orders, but many of them are afraid to invest capital in putting up new buildings and buying new machinery lest their market be cut off by a flood of foreign goods when hard times begin.

THE MAKER'S MARK ON THE GOODS

THERE is a widespread movement among Canadians in favor of patronizing home industries by always asking to see goods made in Canada when making purchases. It depends upon Canadian manufacturers whether this will become a settled habit of the Canadian people, or merely a temporary wave of sentiment. The greatest obstacle to the success of the movement is the fact that so many of our manufacturers allow their goods to go out without a name or trade mark to identify them, and consequently the best articles of Canadian manufacture are commonly sold as imported. A customer asks a merchant for goods made in Canada and is shown coarse and inferior articles. When the better class of Canadian articles are shown the merchant usually calls them English, Scotch, American, French or German. The customer soon comes to the conclusion that nothing good is made in Canada. Take woollens for example: The same factory sends out various grades of goods to the wholesale men. The finer goods are placed on the market as Scotch or English, while the lower grades are sold as Canadian. What is true of woollens is true of many other articles made in Canada. The makers instead of taking pride in advertising their best goods allow them to be sold as foreign.

Sometimes the deception is the fault of the retail merchant; sometimes the retailer himself has been deceived by the wholesale men; but in any case the manufacturer who

neglects to put a trade mark on his goods is responsible.

Those manufacturers who are wise enough to take advantage of the present sentiment in favor of Canadian goods may build up a permanent reputation that will be of immense value in the future.

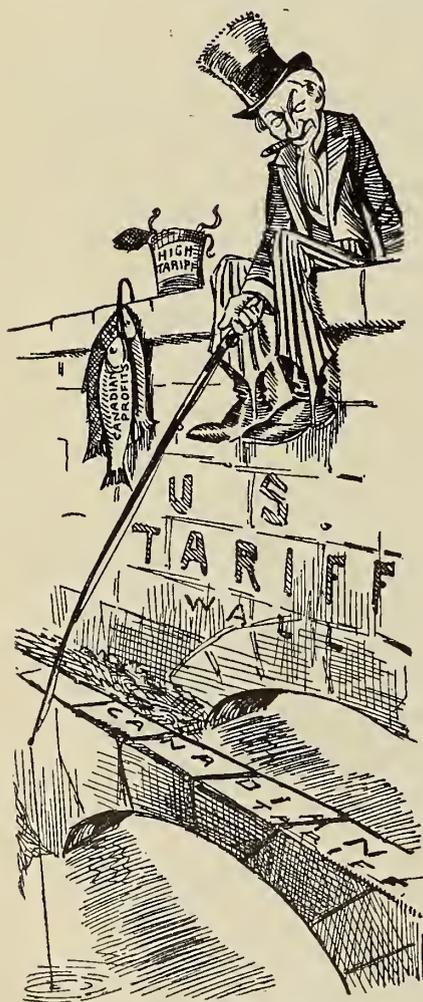
MANUFACTURES OF BRANDON

IT is commonly assumed that the Canadian Northwest must always be a purely agricultural country and that consequently that section of the Dominion can never have the same interest as the Eastern Provinces in the adoption of a policy of adequate protection. But already there are a number of successful manufacturing industries in operation in the Northwest, and as the population increases these will be greatly multiplied if the Canadian tariff is made as high as the United States tariff.

The town of Brandon, Man., with a population of between five and six thousand people has quite a number of manufacturing industries. The Winnipeg Telegram, in a special number describing the town of Brandon, gives the following list of articles manufactured in that progressive town: Threshing engines, boilers, chemical fire engines, fanning mills, carriages, pumps, monuments, bricks, tents, awnings, overalls, binder twine, harness, tanned hides, fur coats, fur robes, fur mitts, dressed lumber, doors, sashes, mouldings, flour, oatmeal, pickles, creamery butter, beer, pop, ginger ale. There are three firms manufacturing harness, two manufacturing pumps, and two dressed lumber. Negotiations are in progress for the starting of a felt factory, the binder twine factory will undertake the manufacture of rope if adequate protection is granted, and the establishment of several other industries is talked of.

A town of the same population in Ontario would have reason to be proud of such a list of industries. Of course some of these industries are only conducted on a small scale, but their business would increase very rapidly if United States manufactures of the same kind were shut out of the Canadian Northwest by a high tariff.

Mr. Wolverton, manager of the Brandon binder twine factory, has been making experiments with a view to utilizing the vast quantities of flax straw grown in the Northwest and burned every year. It is stated that about 40,000 acres of flax are grown in Manitoba and the territories for the seed alone, the straw being burned. Mr. Wolverton claims that in the flax straw so destroyed there is a fibre which would be worth at least \$2,000,000 if extracted. He has just returned from a careful investigation of the methods of growing, handling and manufacturing flax in Ireland, Scotland and England. He has discussed the problem with many experts and collected a vast



Uncle Sam—"Oh, that thar low wall of Jack Canuck suits me all right enough. I kin reach over and catch his fish, but he can't 'get over' my wall."

amount of information not only as to the methods of handling flax in the above countries, but in Belgium, France, Russia, India, Australia, and the United States. From the agricultural departments of the various governments he has received publications of great value. He has followed the experiments that have been made during the last twenty years, and thinks he has found the cause of failure. He claims to have invented a system of treating flax by which he has made on a small scale from Northwest flax straw binder twine longer, stronger and evenner than any now in use. Patents have been applied for and arrangements are being made to construct machinery to manufacture binder twine from flax fibre on a large scale. If Mr. Wolverton's hopes are realized the binder twine industry will become of immense value to the farmers of the Northwest.

The Winnipeg Telegram concludes its review of Brandon industries with the following suggestions for future development:

"Although some farm implements and carriages are made in Brandon, yet the industry could be advantageously developed. The nearness of the ranching country makes it possible to manufacture leather as well as boots and shoes, and the excellent railway facilities apply to this industry as well as to others. Clothing of all descriptions might be manufactured here as elsewhere, and the manufacture of crockery and glassware as well as woollen goods must at sometime find a foothold in the west, and there is no reason to be offered why Brandon should not be its home. For an abattoir, there is an exceptionally good opening owing to Brandon's handy means of access to the northern, western and southern stock raisers, and the closeness with which Brandon is in touch with the fluctuation of the world's markets. Biscuits and confectionery could be made here at no greater outlay than in other cities, and there is also an excellent outlook for a good electrical firm, a wire fence factory and a broom factory. Another industry for which Brandon is admirably located is that of sugar making. Progressive agriculturists have already carried out careful tests along the line of raising beets and testing, as far as possible, their saccharine properties. In every case, results have been eminently satisfactory, thoroughly demonstrating the fact that the scheme is feasible. The average yield of roots in the district was in the neighborhood of 300 bushels per acre, the soil being particularly well adapted to the raising of beets of all varieties."

THE ONTARIO ASSESSMENT ACT

THAT the new Assessment Act introduced into the Ontario legislature by the Premier will not become law during the present

session is perhaps not to be wondered at. The measure is a very important one, affecting the interests of every ratepayer in the Province, and it is well that its provisions should receive the most careful consideration.

The kernel of the bill is the substitution of a rate based upon the rental value for the present personalty and income taxes. The present system has given rise to unfair inequalities between citizens and municipalities, which under the new measure will be as far as possible prohibited.

It is noticeable that no objections brought against the measure in Committee have shaken the principle upon which it is based, the opposition expressed being chiefly on behalf of ratepayers and corporations who have not been contributing a fair share of the revenue. It has been stated that the measure favors the manufacturers. True, it exempts all machinery, and thus gives encouragement to the establishment of industries within the province, but upon careful study it is found that the actual tax paid by the manufacturer under the new law is not less than under the present system.

We welcome the measure, however, because it places all citizens and municipalities upon a reasonable and uniform basis, and tends to produce more equitable conditions between the manufacturers of Ontario and those in the other Provinces. In the meantime the exemptions now in force will in all probability not be disturbed until the new law comes into operation.

THE NEW RAILWAY ACT

THE Minister of Railways is to be congratulated upon the strength of the new Railway measure he has introduced this session, and also upon the firm stand he has taken in seeing the bill through Committee.

The general importance of the transportation problem, and the absolute necessity for railway legislation in Canada, makes the measure perhaps the most important which has come before the House of Commons during the present session.

The time is ripe for the advent of the measure. It follows closely the lines recommended in the report of the Royal Railway Commission presented by Professor S. J. MacLean in 1901. The operation of a Board of Commissioners, with absolute powers over questions affecting the shipper's interests, actuated by the one desire of improving the facilities, and extending justice to all, will remove many of the grievances which have so long hampered the commercial progress of the country.

We see no valid reasons, however, why the Intercolonial Railway should not come under the jurisdiction of the Act, or why the express companies should not also recognize its authority.

The shippers of Canada are hoping that these points may be satisfactorily dealt with in the final draft of the measure, and that, to crown all, the Government will appoint a Board of Commissioners who will at once command the respect and willing obedience of railway companies and patrons alike.

AN ERROR

In the article on the "Canadian Paper Industry" in the May issue of INDUSTRIAL CANADA, an error occurred. It was there stated that the first coated paper made in Canada was produced in Montreal about the year 1886 by the Canada Paper Company. As a matter of fact, coated paper was first made by G. J. Gebgardt and Co., whose business was acquired by the Burland Litho. Co. in 1882, this finally becoming the Union Card and Paper Company of Montreal.

WHAT RECONCILES HIM TO IT



UNCLE SAM TO SIR WILFRID.—"Waal, I'd feel a good deal wuss about you getting so many of my people if that low wall of yours didn't permit me to foller 'em over and sell 'em most of the goods they buy. When Canadian settlers were pouring into the Western States I took good care that Canadian manufacturers should have no chance to supply 'em with goods."

EXECUTIVE COUNCIL

Numerous Reports Received—Excursion, Scarcity of Labor, Tariff, etc., Discussed

THE regular monthly meeting of the Executive Council was held in the Council Chamber of the Board of Trade on Thursday, May 21, 1903, at 2 p. m.

The meeting was largely attended and enthusiastic. The following members were present; the president, Mr. Cyrus A. Birge, occupying the chair, and Messrs. Geo. Booth, W. C. Breckenridge, P. H. Burton, R. A. Donald, Geo. E. Drummond, W. K. George, R. Hobson, John J. McGill, Robt. Munro, Frederic Nicholls, J. H. Paterson, F. A. Ritchie, Thos. Roden, J. D. Rolland, T. H. Smallman, Jno. M. Taylor, J. O. Thorn, F. H. Whitton.

Minutes of the last meeting were taken as read upon motion of Mr. George seconded by Mr. Booth.

Communications were received as follows:

(1) From the following members of the Council who were unable to be present,—Messrs. R. Millichamp, Geo. E. Amyot, Jno. F. Stairs, Edward Gurney, W. K. McNaught, Wm. Stone and J. P. Murray.

(2) From B. Rosamond, M. P., accepting the appointment as one of the representatives of the Association at the Fifth Congress of Chambers of Commerce of the Empire to be held in Montreal next August.

Reports of officers and committees were then presented as follows.—

TREASURER

The treasurer, Mr. Geo. Booth, presented a very satisfactory report, which was adopted upon his motion, seconded by Mr. Munro.

SECRETARY

The secretary reported specially with regard to the Annual Meeting, and the Pacific Excursion. The arrangements for these had already been commenced, and the members of the council were urged to keep both important events before them.

FINANCE COMMITTEE

The report of the finance committee was read by Mr. W. K. George. It presented for payment the running expenses for the month, and the following recommendation with regard to other matters:—

(1) That the insurance on the contents of the Head Office be increased sufficiently to cover their value.

(2) That in connection with deputations from this Association involving travelling expenses, the chairman of the standing committee dealing with the question at issue or a deputy appointed by him, should have his travelling expenses paid by the Association; all others attending upon any deputation to bear their own expenses except when

otherwise provided by the finance committee or executive council.

(3) That Mr. J. F. M. Stewart, who has just completed his year of engagement as assistant secretary of the Association, be re-engaged for the following year upon the recommendation of the secretary.

(4) That the executive council recommend to the Annual Meeting of the Association that the annual membership fee for members employing more than 100 hands be increased to \$20. Upon this latter item the committee invited the discussion of the executive council, and as a result a special committee consisting of the finance committee and Messrs. Nicholls and Thorn were appointed with power to act.

PARLIAMENTARY COMMITTEE

The report of the Parliamentary Committee in the absence of the chairman and vice-chairman was presented by the secretary. The Committee reported that the past month had been a very busy one in legislative matters. Senate Bill D respecting Union Label, and Senate Bill H incriminating the foreign walking delegate had not yet come up for consideration owing to the adjournment of the Senate. They were however to be taken up soon.

The following measures had been killed in the House of Commons,—Insolvency Bill; a Bill providing for the Inspection of Textile Fabrics; a Bill respecting the powers of Incorporated Companies. The action of Parliament with regard to Mr. Charlton's amendment to the Alien Labor Act was greatly regretted by the council, and the thanks of the Association as well as of the Canadian public was due Mr. Jno. Charlton and other members of the House for the efforts they had made to secure the passage of the Bill.

Extreme regret was expressed that a Committee of the House of Commons had passed the amendment to the Conciliation Act introduced by Mr. Puttee. Steps were taken by the executive council to make a still further effort to have the Bill defeated. The council expressed its regret that so many members of the House, and even members of the Cabinet, had appeared to be so partial to the interests of organized labor in the issues before them; they had either remained silent during the discussion of these measures, or had raised their voices in favor of granting additional powers to irresponsible organizations which were even now hampering severely the industries of the country.

The new Railway Act and the Bill regulating the inspection of hides and leather

had been carefully reviewed by the Association and their progress is being watched.

PROVINCIAL LEGISLATION

At the Ontario Parliament Buildings the Association had been chiefly interested in the new Assessment Act, which was being thoroughly discussed by the special Assessment Committee of the House. The Act is directly in harmony with the recommendations made by our Association to the Royal Railway Commission in 1901. Speaking generally, the new Act does not lower the taxes paid by manufacturers, but it places the industrial centres of Ontario on an equal footing, and also places Ontario on an equitable basis as compared with the other provinces. The committee reported that if the Bill were not passed at the present Session they would urge upon the Government the necessity of continuing any exemptions which are now in force.

The committee reported further regarding a measure introduced by Honorable F. R. Latchford providing for the establishment of a Provincial Board of Conciliation and Arbitration. The measure was instigated by organized labor. It was intended to strengthen the influence of labor unions throughout the country and to bring to them that recognition from the employers and the public generally, to which as irresponsible parties they are not entitled. Among the "differences" upon which the Board is given power to arbitrate are "the recognition of labor unions," and the preference to be shown by employers to members of such organizations. The decision of the new Board, no matter what it might be, is binding upon the employer for two years. The members of the Association in Ontario had been notified of this measure and steps were being taken to have the views of the Association placed before the Government.

SCARCITY OF LABOR

Information had been received that the needs of the Canadian labor market might be properly supplied from a reliable source in Great Britain. Any members of the Association desiring the address may secure the same from the Secretary upon application.

The report was adopted on motion of Mr. Thorn, seconded by Mr. George.

RECEPTION AND MEMBERSHIP COMMITTEE

The report of the Reception and Membership Committee was presented by the Vice-Chairman, Mr. Thos. Roden, and upon his motion, seconded by Mr. J. H. Paterson, was adopted.

The report recommended for acceptance, 19 applications for membership, the names of which appear in another column. The Report also contained a statement of details respecting the Pacific Excursion to be run over the C. P. R. for members of the Association in September next. These details are referred to in another column, and have also been forwarded to the members by mail. The report expressed an earnest desire that the members would interest themselves in the Excursion and that there would be a large attendance.

The recommendation was also made that in connection with the Annual Meeting of the Association the Annual Meetings of each of the various sections should be held on the day preceding the opening of the Convention, namely Sept. 16th.

RAILWAY & TRANSPORTATION COMMITTEE

The report of the Railway & Transportation Committee was read by the chairman, Mr. J. O. Thorn. The report dealt with a number of interesting matters.

Information has been received both from Canadian and South African authorities that Canadian steamers will now be properly berthed immediately upon their arrival at South African ports. The grievous delays which occurred in the past had worked seriously against Canadian trade, and the Association had brought the matter to the attention of the Government.

The report announced with satisfaction the information which had come to hand from our New Zealand representative, Mr. Theo. de Schryver, respecting the establishment of a new steamship company between Vancouver and Australasia, the details of which are published in another column.

The committee reported concerning the new Railway Act, and they had looked carefully into its provisions and had written the Minister of Railways announcing their general satisfaction of the measure and pointing out a few changes which they deemed desirable. The Association desired to strengthen the hands of the Minister of Railways in introducing a measure which dealt with railway problems on such a sound basis, and urged that the measure should become law during the present session. Any amendments which might be made were being followed closely.

The report was adopted upon motion of Mr. Thorn, seconded by Mr. George.

COMMERCIAL INTELLIGENCE COMMITTEE

The report of the Commercial Intelligence Committee was presented in the absence of the chairman by the secretary.

It stated that a deputation representing the Association, together with the printers and lithographers, had waited upon the Postmaster-General recently with reference to the reduction in the postage on catalogues. The deputation had not been given any en-

couragement that the desired reduction would be made.

With regard to the interest being taken by the committee in the curriculum of the University of Toronto, it was recommended that an interview be arranged between the Minister of Education, the University authorities and the representatives of this Association in order that suggestions might be made towards bringing the University into closer touch with the present requirements of Canadian industries.

The work of appointing correspondent members in foreign fields was being proceeded with, and steps were being taken to place representatives in the following centres not represented: Belgium, Bristol, Bordeaux, Christiania, Copenhagen, Glasgow, Liverpool, Madrid, Malta, Manchester, Marseilles, Paris, Rome, Seville, Calcutta, Hong Kong, Shanghai, Yokohama, Buenos Ayres, Rio de Janeiro, Colombo, Bombay and Valparaiso.

TORONTO BRANCH

Electric Power—Technical School—Board of Education and the Assessment Act Discussed

THE regular monthly meeting of the Executive Committee of the Toronto Branch was held on the 14th instant. The chairman, Mr. W. P. Gundy, presided. Other members present were Messrs. C. N. Candee, R. J. Christie, W. K. George, J. H. Housser, D. T. McIntosh, F. J. Smale, and A. W. Thomas. The following matters came up for consideration:

(1) **ELECTRIC POWER.**—In accordance with instructions from the Executive Council the Toronto Branch have been acting with the Western Ontario members regarding the question of power transmission from Niagara Falls. An election was held for the selection of representatives to act with the Toronto Branch, which resulted in the selection of Messrs. C. A. Birge, C. H. Waterous and Jas. Goldie, all of whom have been giving attention to this matter.

(2) **TECHNICAL SCHOOL.**—The Technical School, commencing with the Fall Term, has arranged for an interesting series of practical lectures dealing with the industries of our city. It is hoped to make these lectures very valuable, and by such means interest the general public in the work of the school. A neat poster prepared by the Toronto Branch for display in the different manufacturing establishments in the city, pointing out the advantages of attending the Technical School was submitted, and it was decided that 500 copies of the same should be procured at the expense of the Branch and distributed early in the Fall.

(3) **RE BOARD OF EDUCATION.**—The Bill introduced in the Provincial Legislature by the Hon. Mr. Harcourt, providing for a Board of Education to take over the duties of the Public School Board, the High School Board, and the Technical School Board

MONTREAL BRANCH

The report of the Montreal Branch was presented by the chairman, Hon. J. D. Rolland, and was received upon his motion, seconded by Mr. Geo. E. Drummond. The report appears in another column.

TORONTO BRANCH

The report of the Toronto Branch, in the absence of the chairman, was presented by the Branch secretary. Its reception was moved by Mr. George, seconded by Mr. Hobson. This report also appears in another column.

The President presented a draft letter, about to be used by the Hamilton Chapter of the Daughters of the Empire, concerning the Exhibition of Canadian-made goods which the Chapter propose holding in Hamilton next September. The general approval of such an Exhibition by the Association was authorized by the Council and the Secretary directed to express the same to the officers of the organization named.

was approved of by the Committee, and a letter forwarded to the Minister to that effect.

(4) **RE ASSESSMENT ACT.**—The general principles outlined in the new Assessment Act now before the Provincial House were also approved of. A committee consisting of Messrs. W. K. George, R. J. Christie, and D. T. McIntosh was appointed to act with the Parliamentary Committee to watch the progress of this Bill through the House.

(5) **OTHER MATTERS.**—It was decided that no official action should be taken with regard to the clauses in the Bill now before the Legislature to reduce the property qualification of municipal voters in Toronto from \$400 to \$200, and also that no official action should be taken by the Toronto Branch regarding the motion now before the Board of Control to increase the wages of laborers from 20c. to 25c. per hour.

PROSPEROUS TRINIDAD

The trade of Trinidad is in excellent condition. The Hon. R. H. McCarthy writes that last year's volume of business was by far the largest on record, and of this trade he has no doubt that Canada's share was larger than ever before.

IN THE KOOTENAY

The Tourist Association of Kootenay has issued an illustrated booklet on the sport and scenery of the Kootenay District in British Columbia. The pictures give an excellent idea of the natural wonders of the region and the reading matter supplies practical information about them. Such work on the part of Canadian Tourist Associations should do much to assist in opening up the country

MONTREAL BRANCH

*Special meeting—Resolutions passed regarding strikes—
Labor Question discussed*

THE general feature of Montreal's industrialism during the past month has been its labor troubles, and consequently the labor matters have been the chiefest concern of the Montreal Branch of the Canadian Manufacturers' Association.

A special meeting of the Executive Committee was called on May 5th to consider what action the manufacturers should take on account of the sympathetic strike of the teamsters. Not only were the cartage companies affected but some of the manufacturers' own men had left work. One of our members suggested a consideration of a sympathetic lockout upon the part of all the manufacturers of the city. This view was not generally concurred in. The Executive finally decided to call a meeting of all the members, and two days later a meeting of one hundred members of the Montreal Branch was held in the Council room of the Board of Trade. It was presided over by the Hon. J. D. Rolland, chairman of the Montreal Branch, and Mr. J. J. McGill, Vice-President for the Province of Quebec. A delegation of master carters was present. The following resolutions were adopted.

FOREIGN AGITATORS

RESOLUTION 1. — Resolved, That the members of the local Branch of the Canadian Manufacturers' Association view with alarm the serious danger that threatens the future of the port of Montreal and the national transportation interests through the present strike of the longshoremen, and the sympathetic action taken in connection therewith by the teamsters.

In the opinion of this meeting the existing strike has been very largely brought about by the intervention of foreign professional agitators, whose interests and aims are antagonistic to the best interests of the port of Montreal and therefore of the Dominion of Canada.

Whereas the 'longshoremen are affiliated with and under the control of a foreign organization, which latter is interfering in an unwarrantable manner with the freedom of labor in this country :

Therefore resolved: That the Montreal Branch of the Canadian Manufacturers' Association is of opinion that all organizations or unions of workingmen should be local in composition, and in all cases so organized as to be amenable to civil law.

Further resolved: That this Association now places on record its sympathy with the shipping interests in their determination to maintain a free and open labor market in this national port.

STRIKE SYMPATHY

RESOLUTION 2.— Resolved: That this Association places itself on record as being opposed to sympathetic action in strike matters, and the members pledge themselves to assist the master carters in the proper distribution of merchandise during the existing strike of the teamsters.

It will be seen in the foregoing resolutions that the manufacturers have placed themselves on record as being in favor of free labor, as approving of the incorporation and registration of trade unions, and of being opposed to the privilege being granted foreign labor agitators to come into this country to create discord between employer and employee. It may be said that at the meeting held in Montreal under the auspices of this Association were some of the chiefest sufferers from the strike of the 'longshoremen, and yet they were unanimous in the conviction that nothing should be done that would urge the shippers to give in to the arbitrary demands of the laborers.

Since the resolutions were adopted the two strikes have been ended. The striking teamsters have surrendered unconditionally, while the 'longshoremen have obtained some minor conditions. The sturdy opposition and victories of these employers are of great value to the Montreal manufacturers.

REGULAR MEETING

The regular monthly meeting of our Montreal Executive was held on the 14th inst. with our vice-chairman, Mr. Wm. McMaster, in the chair. At this meeting the secretary submitted a report of the delegation that waited upon the Government in regard to labor matters. The section in the report relating to the need of skilled mechanics in Canada, and the decision of the Government that the immigration officers should confine their efforts to the securing of agricultural immigrants was discussed at some length, and the general opinion was that our Association should not allow the matter to drop. This decision of the Government has been discussed adversely in one or two Montreal newspapers.

Mr. T. J. O'Donoghue, the Fair Wage Officer of the Dominion Government, has written to the Montreal Trades and Labor Council asking the Council to do everything in its power to assist in having the Union Label Bill made law. This action of a Government official in supporting objectionable legislation was brought up in committee, and the branch recommended that the Executive Council should protest against such a privilege being granted to the officers of the Labor Bureau at Ottawa.

During the past month the Montreal branch has moved to its new quarters in the Board of Trade Building where an office has been handsomely furnished by last month's donation from the Executive Council. Many of our members have visited the new office and expressed their appreciation.

AN IMPORTANT ANNOUNCEMENT

Mr. Theo. de Schryver, writes concerning a new Canadian-Australian steamship service

IT will come as a surprise to your readers to hear that whilst I have been agitating for a steamer connection with this country from the East Coast, a Tacoma firm, Messrs. R. A. Alley & Co., Limited, have been quietly working to establish a similar connection from the West Coast.

Mr. Alley, President of the new steamer line called the Canadian Australian Puget Sound Steamship Co., Limited, and I met quite accidentally in a friend's office where Mr. Alley was explaining his plans. Needless to say that I was at once interested, and so was Mr. Alley, when I showed him what had been done on my part towards the same purpose.

PLANS OF THE COMPANY

His plans are as follows: The steamers, two of 8,000, and two of 5,600 tons burden, will run regularly every month between Tacoma and Auckland, calling at Seattle, Vancouver, Victoria, B.C., and San Francisco. Besides Auckland, one or two more New Zealand ports will be touched at. From there the steamers proceed to Australia, calling at Adelaide, Melbourne, and Sydney, and return via Fiji to Tacoma.

Sufficient return cargo is offering, the nature of which I am for obvious reasons not at liberty to disclose. Satisfactory arrangements have been made with the Great Northern and Northern Pacific Railway, which will enable the new Company to carry Canadian shipments on through bill of lading, to any port in New Zealand and Australia, if not at lower, at least at the same rates as from New York.

NEW YORK BEATEN

The ocean passage will occupy twenty-one days. Adding to this fourteen days for the overland carriage, it means that shipments from Montreal can reach Auckland in thirty-five days, a much faster service than any service from New York. The Tyser Line, which is considered the fastest and most regular, occupies from two to three months in reaching New Zealand ports. The West Coast naturally will be even more benefited, as the freight rate will be considerably lower than that charged by the Canadian-Australian or the Oceanic Steamship Co. Only the Oceanic Steamship Co. can beat the new line with regard to time, but for cargo, three or four days does not make much difference.

All the steamers will be fitted with refrigerator plants for the carriage of perishable goods.

START IN AUGUST

Mr. Alley assures me that the new line will be started soon after his return, which will probably be in August.

Considering that the Canadian-Australian line cannot cope with the demand for space, and has announced that it will not be able to take any cargo before the beginning of June, there need be no fear but that the new line will have sufficient cargo from your side, the more so as it has most powerful feeders in the two railroads mentioned, which tap the very heart of the United States.

When I observed that United States firms might crowd out Canadian manufacturers, Mr. Alley said that no favor of any kind would be shown, and if too much cargo were offered for one steamer, a second steamer would be put on.

A BRITISH ENTERPRISE

As the concern is British, worked by British capital, and the steamers carry the British flag, Canadians can be certain of getting fair play.

Mr. Alley himself is a New Zealander by birth, which naturally secures for him all possible assistance on this side. He will visit all the important New Zealand and Australian shipping centres before returning to Tacoma.

I may mention here that Auckland merchants alone offered 1,000 tons return cargo monthly. I should not wonder if he secured a substantial subsidy from the New Zealand Government.

Things in general are very brisk in New Zealand. Last year's exports totalled over fifteen million sterling or seventy five million dollars. In proportion to population Canada ought to export nearly five hundred and fifty million dollars. According to size the figure becomes hardly pronounceable. Does she do it?

Auckland, April 17, 1903.

NEW MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION

Applications Passed at Executive Council Meeting May 21st, 1903

D. Aitchison & Co., Hamilton, Ont., sash, blinds, doors, mouldings and packing cases.
Boston Mfg. Co., Ltd., Toronto, hose supporters, belts.

Canada Wood Manufacturing Co., Ltd., Farnham, Que., office and library furniture and wood specialties of every description.

Chipman Holton Knit. Co., Ltd., Hamilton, Ont., hosiery of all descriptions.

Crown Oil Refining Co., Hamilton, Ont., oils, greases, etc.

The F. F. Dalley Co., Ltd., Hamilton, Ont., grocers' sundries, etc.

Dominion Wrought Iron Wheel Co., Ltd., Orillia, Ont., wagon, cart, traction engine, truck, etc., wheels, farmers' handy wagons, wheelbarrows, etc.

Robert Greig & Co., Toronto, grocers' specialties, spices, flavors, baking powder, etc.

International Harvester Company, Deering division, Hamilton, Ont., agricultural implements.

Kilgour Mfg. Co., Hamilton, Ont., packing cases, screen doors.

Laidlaw Bale-Tie Co., Hamilton, Ont., wire and wire bale ties.

Merchants Cotton Co., Toronto, bleached, dyed and grey cottons; carpet and hosiery yarns, bags, cheese cloths, etc.

The Queen City Plate Glass and Mirror Co., Ltd., Toronto, glass of every description, mirrors, etc.

Smith and Baker, Dundas, Ont., gloves and mitts.

Tetrault Shoe Co., Montreal, specialty men's Goodyear welts.

Williams Ltd., Galt, Ont., boots, shoes, leggings.

The Williams Piano Co., Ltd., Oshawa, Ont., pianos and piano players.

Geo. Wilson & Co., St. Catharines, Ont., boxes, sash doors, and planing mill work.

E. T. Wright & Co., Hamilton, Ont., tinware.

WHAT THE FUTURE HOLDS FOR CANADA

Canada should take a lesson from the United States, and by the adoption of a sound fiscal policy, build up a great nation.

THERE never has been a time in the history of Canada when a broad national spirit and sound judgment were more required in the conduct of the business of the country. During the coming ten years the progress and development of her wonderful resources will depend in a large measure upon the wisdom of the Federal Parliament. The possibilities of the nation will be limited only by the ability of those who govern to take full advantage of the opportunities which will offer. Canada, today, is on the eve of a new era in her history. She is relatively in much the same position in which the United States was thirty years ago, before the boundless prairie lands of the Western States became the Eldorado of millions of homeseekers from the Old World. What the United States has done since that time in making itself one of the greatest agricultural and industrial nations of the world Canada may also do during the coming quarter of a century.

Canadians have long known that their country is a vast storehouse of unexploited

natural resources which needs only the energy and enterprise of an adequate population to convert into national wealth. For many years they have sought to tell this story to the world, they have spent millions in endeavoring to induce homeseekers from the Old World to settle upon the fertile plains of Western Canada, but despite every effort the Western States of the American Union continued to have the preference in the westward tide of immigration. For many years the population has hovered about the five million mark, the natural increase and the immigration doing little more than equaling the exodus of native born Canadians, who joined in the rush to the Western States. All sorts of reasons have been urged to explain this failure of our native born agricultural population to appreciate the advantages which Canada had to offer the tiller of the soil. Governments and fiscal policies were blamed, but still the exodus went on as long as there were cheap lands to be had on the other side of the boundary line. It seemed as though nothing could stem the rush of homeseekers to

the prairie lands of our neighbors to the south.

EXODUS INTO CANADA

During the past few years, however, there has been a marked change in the westward movement of population. With the gradual filling up of the Western States, and the consequent increase in the value of farm lands, together with the enormous crops which have been taken from our own western plains, the attention of the world has been directed to Canada as a field for immigration. One of the first evidences that at long last Canada's turn has come to be the final goal of the homeseeker was the large influx of sturdy agriculturists from the Western States who sold valuable farms in that country and purchased larger holdings in Manitoba and the Northwest. During the past year it is estimated that between seventy-five and one hundred thousand well-to-do farmers from the Dakotas, Minnesota and the other wheat raising states of the west have taken up land in western Canada. This, it is admitted by those who have made a study of the trend of western immigration

is the beginning of a steady influx of population to western Canada which will continue as long as there are cheap lands for sale in that country.

It is a very difficult thing to estimate what this will mean to Canada. The only safe criterion we have to go by is the experience of the United States during the past quarter of a century or more. It is less than fifty years since Chicago, the great entrepôt of the western States, was little more than a small and insignificant town at the foot of Lake Michigan. To-day it is one of the greatest industrial centres of the world and makes the universal ruling in grain prices. At that time the pioneers of western civilization in that country were compelled to trek across the plains by wagon. To-day the entire west is a network of busy railways serving prosperous cities and agricultural districts which produce nearly one-half the wheat which the whole world consumes.

U. S. FISCAL POLICY

But the agricultural development of the great west of the United States has not alone been the measure of the advancement which has been wrought by that nation during this period. The fiscal policy of the country has been designed with a view to upbuilding a stalwart industrial life as well. With natural resources not surpassed by any other country in the world the great industrial east was made to supply the wants of the agricultural west. Foreign goods were prohibited where those goods could be produced within the country. The home market was made to pay the price of the development of the industrial life, until to-day the United States as a nation is admitted to have accomplished more within the span of its national existence in commercial and industrial expansion than any other nation in the world. This was in a large measure due to the spirit of self reliance, industry and skill of its progressive people, but it was also largely due to a fiscal policy national in its scope which protected native industries from undue foreign competition even though that policy bore heavily upon the sections of the country devoted exclusively to agriculture. The legislators at Washington were large minded enough to see that the only policy which would enable the country as a whole to realize the enormous possibilities of advancement which nature had bequeathed to it in the shape of natural resources was one conceived in the interests of the national and not the sectional good. When the agricultural west clamored for a reduction in the duties on the manufactured goods it used, so that it might be supplied with a cheaper article of foreign manufacture, the west was told that the home market for its products was being increased by the existence of these duties, that the federal revenues were being fed

from them, that the national wealth was being augmented enormously by the existence and rapid expansion of an industrial life quite as important to the nation as the agricultural life. Instead of reducing the duties, which were designed to enable this industrial life to live and expand, the west was satisfied with new and larger avenues of cheap transportation from the grain growing areas of the west to the markets in Europe. Every agricultural district in the great west was served by lines of railway. Competition made cheap rates, and the federal revenues were used to make the Atlantic seaport cities cheap and convenient points for the shipment of the products of the west to the markets in the Old World.

THE POLICY FOR CANADA

Canada has to-day in natural resources pretty much what the United States had a quarter of a century ago. She has scarcely begun to coin the vast heritage which nature has given to her. Her wheat producing west is only beginning to open up its vast possibilities, her mineral possibilities cannot yet be discounted, and there lies before her a generous vista of manufacturing possibilities, the national greatness of which depend upon her ability to guard them, her enterprise to develop them, and her wisdom to conserve them. With the past experience of the United States before her as an object lesson, with the secret of that nation's success open to her inspection, and the enormity of its mistakes a beacon light of danger, she ought to be able to work out a national destiny as glorious as that of the United States can ever be, for the people of the United States have been the pioneers, and have blazed the road through hidden difficulties which, to succeed, Canada must follow too, avoiding the mistakes and multiplying the successes.

The time is long past in the history of Canada when a sectional administration of its government is in consonance with the country's demands. The secret of the wonderful success which has come to the United States is in the breadth of view of her legislators and a spirit of absolute self reliance in dealing with national questions. They have hewn out their country's destiny along lines which they believed were in its best interests in the face of tradition of the past and without any sentimental regard for the national welfare of other nations. They have made mistakes which may bear sad and bitter fruit to the whole fabric of the republic in the future, but they have achieved great successes. The greatest of their mistakes, perhaps, has been the lavish manner in which they have wrought their successes, and wasted their natural resources. And here is Canada's greatest danger, for when the time comes that they must have other storehouses to draw from, a demand will be made upon this country. If Canadians have by that time neglected to

develop an industrial life which will consume those resources within the country, or resorted to a fiscal policy which will enable the United States manufacturer to feed his industries from Canada's supplies, the industrial future of the Dominion will never be what nature intended it should be. It is not enough that we should guard our natural resources with a jealous eye; we must also develop the employment of them in building up an industrial life strong enough to withstand the conditions which the future will bring.

At the present time a large percentage of the western carrying trade of the country is being done through United States channels. Unless we wish to have that business fall more largely into the hands of a foreign nation during the next ten years a vigorous policy will have to be adopted by the federal government to increase, not only the avenues of transportation from west to east, but also to improve and make more adequate the shipping facilities on the Atlantic seaboard, so that the enormous future ocean-borne business of the west will be able to find a free and convenient outlet without resorting to the ports of a foreign nation. This is Canada's greatest public need at the present time, for without ample inland transportation and adequate facilities for getting rid of what that transportation brings, we will never be able to hold the carrying business which the rapid development of the west is sure to create during the next few years.

W. R. S.

ARGENTINE TRADE

The Association is in receipt of a communication from M. Louis Gebert of Bahia Blanca Argentine Republic, in which he throws some interesting light on the trade of the country. He asserts that a great many articles imported into the Argentine Republic from Great Britain are in the first place imported into Great Britain from the colonies, particularly from Canada. Importation into the Republic and of the South has still a vast field, according to M. Gebert. "Although local industries have progressed enormously, the products obtained cannot yet compete at equal prices with those imported."

FRENCH TRADE

M. Anatole Poindron's latest statement of French trade, covering the four months from January to April inclusive, shows a continued increase over the trade for the corresponding period of 1902. The exports of food products alone exhibit a decrease, amounting to \$6,341,600. The importation of food products, raw materials and manufactures combined have increased \$11,645,000 and the exports aggregate an increase of \$2,059,600. These figures are of course subject to a 3% average discount owing to exchange in favor of Canadian money.

HOW TO DEVELOP NEW ONTARIO

A graphic description of the climate and resources of the great undeveloped territory lying between Quebec and Manitoba

IN a recent address regarding the Grand Trunk Pacific Railway, Sir William Mulock spoke in most patriotic terms of Canada's future development and the need of binding Manitoba and the Northwest more closely to the Eastern Provinces by ties of commercial interest. He regarded the unsettled territory of Northern Ontario lying between the older part of the Dominion and the Northwest as Canada's greatest weakness, and this is the general opinion. Yet this section of Canada has enormous mineral wealth and will become a strength instead of a weakness to the Dominion whenever that wealth is developed. The only way to bring this about is to make Canada a great manufacturing country. If one-half the goods which we now import from the United States were made in Canada manufacturing towns would spring up all though that rocky region of Northern Ontario, the water powers would be developed, the timber, iron ore, copper, nickel and other minerals would be used as raw materials by many thousands of Canadian workmen and a home market would be created near at hand for the farmers of Manitoba as well as for the new settlers locating on the fertile lands lying between that rocky country and Hudson Bay. Then it would no longer be necessary to subsidize railways to make connection between the Eastern provinces and the Northwest. The reason why the Government is now asked for subsidies is because it is feared that hundreds of miles of railway running through Northern Ontario will be unprofitable.

FROM ROME TO LONDON

The province of Ontario has an extreme length of about 1,000 miles from east to west and an extreme width of 750 miles from north to south, with an estimated area of about two hundred thousand square miles. It is very nearly the same size as the German Empire and has greater natural advantages. The most southern point of Ontario is in about the same latitude as Rome, and Moose Factory on James' Bay at the extreme north of the province has almost exactly the same latitude as London, England, the Hudson Bay post being in latitude 51 degrees, 16 minutes, while the latitude of the British metropolis is 51 degrees, 28 minutes.

Northern Ontario, or New Ontario as it is popularly called, is almost three times as large as Southern Ontario. New Ontario extends from the Quebec boundary to Manitoba, is bounded on the south by the Mattawa River, Lake Nipissing, French River, Georgian Bay, Lake Huron, Lake

Superior and the State of Minnesota, while it stretches northward to James Bay, the southern prolongation of Hudson Bay. Through the province from Lake Abbitibe to Lake St. Joseph runs the Height of Land from 1,000 to 1,500 feet above sea level, on the southern slope of which are the sources of rivers which empty into the Great Lakes and St. Lawrence River, while those flowing into Hudson Bay rise on its northern slope.

NO WORTHLESS REGION

The country between the Great Lakes and the Height of Land has often been described by superficial observers as a worthless, rocky region, which must always prove an insurmountable barrier between Central Canada and the North-West. That it looks rocky and worthless, whether viewed from a steamship or a railway car cannot be denied, and the rocks are certainly there, but throughout this region are numerous little fertile valleys sheltered from the rough winds by the much abused rocky hills, and watered by swift flowing rivers and pretty lakes. It is claimed that owing to the protection afforded by the rocky hills and the moderating influence of the shallow lakes, these little valleys have a much milder climate than the lake shore, and that they are well adapted to growing hardy fruits, as well as grain and vegetables. It must be admitted that these valleys being small, there is not much good land in any one spot, but altogether there are probably millions of acres available for cultivation between Nipissing and Port Arthur. West of that, along the Canadian side of the Rainy River, there are quite extensive tracks of good land. But the wealth of the region is in the rocks rather than in the soil, for there is reason to believe that it is the richest mineral district this side of the Rocky Mountains. Gold, silver, copper, nickel and iron have been discovered in large quantities, such gems as chlorastrolites, amethysts and agates abound, and some geologists believe that diamonds will be found. Owing to the altitude, the coldest section of Ontario is in the neighborhood of the Height of Land. North of that the climate moderates as the country slopes downward toward Hudson Bay. It has been pointed out that Moose Factory is in almost exactly the same latitude as London, England, but the climate is not the same. However the summer temperatures from the beginning of May to the end of September are very nearly the same as those of Edinburgh, Scotland, the latitude of which is 55 degrees, 56 minutes, more than four degrees farther north than Moose Factory.

The following comparison of the monthly records of mean temperatures from April to October kept at Moose Factory by the Hudson Bay Company in the year 1901 with fifteen years' observations at Edinburgh may be of interest. The year 1901 is selected because that is the last year for which a report from Moose Factory is to hand:

MEAN SUMMER TEMPERATURES

| Months. | Edinburgh.
Deg. above zero. | Moose Factory.
Deg. above zero. |
|-----------------|--------------------------------|------------------------------------|
| April | 44.5 | 34.6 |
| May | 48.8 | 47.6 |
| June | 54.9 | 56.0 |
| July | 58.0 | 62.7 |
| August | 57.5 | 61.3 |
| September | 52.9 | 52.7 |
| October | 46.1 | 38.0 |

It will be seen that the five summer months are just as warm at Moose Factory as at Edinburgh, while April and October are very little cooler. The remaining five months are much colder, but while the winters of Northern Ontario are much colder than in Scotland, they are not excessively severe as compared with many well settled districts in Canada and the United States. The thermometer never registers quite so low in the most northern part of Ontario as it does in Minnesota, Dakota and Montana, and, what is even more important, cyclones and blizzards are never experienced in any part of it as they are in the North-western States.

The mean temperature throughout the year at Moose Factory is very nearly the same as at Winnipeg. The minimum winter temperatures at Winnipeg and Moose Factory, in 1901, were as follows:

MINIMUM WINTER TEMPERATURES

| Months | Winnipeg
degs. below zero | Moose Factory
degs. below zero |
|----------------|------------------------------|-----------------------------------|
| January | 36.8 | 34.0 |
| February | 27.6 | 37.0 |
| March | 22.7 | 35.0 |
| November | 6.0 | 6.0 |
| December | 32.7 | 36.0 |

MAXIMUM SUMMER TEMPERATURES

| Months | Winnipeg
deg. above zero | Moose Factory
deg. above zero |
|-----------------|-----------------------------|----------------------------------|
| April | 76.4 | 71.0 |
| May | 91.5 | 88.0 |
| June | 88.8 | 93.0 |
| July | 92.8 | 97.0 |
| August | 92.0 | 86.0 |
| September | 89.0 | 87.0 |
| October | 77.0 | 63.0 |

A higher temperature prevails generally throughout the district lying between the Height of Land and James Bay, than at Moose Factory, which is at the extreme north.

Because Hudson Strait is sometimes blocked with ice in summer it is commonly supposed that any district bordering on Hudson Bay must be practically without

summers, but when it is remembered that Hudson Bay is 825 miles long, while the strait to the north-east of it is 500 miles long, it can be imagined that the ice in the strait does not affect the climate at the south shore of James Bay to any great extent. In fact Hudson Bay proper never freezes over in winter, and even as far north as Churchill, ice never extends far enough from shore to intercept the view of open water. The temperature of Hudson Bay is several degrees warmer in winter than that of Lake Superior. James Bay on account of its shallowness does freeze in winter, but the ice breaks up early in the spring.

Almost the only settlers north of the Height of Land are the Hudson Bay Company's officers, and they do not devote much attention to agriculture, but there are small farms or gardens around nearly all their posts, and from these some idea may be obtained of the agricultural possibilities of the country. At Moose Factory fine crops of oats, barley, peas, beans, tomatoes, turnips, potatoes, beets, carrots, cabbage, onions, lettuce, spinach, and radishes are grown every year without any special care, and wheat has been successfully ripened there, but it is not usually grown at the Hudson Bay posts north of the fiftieth parallel of latitude, up to which point it is a regular crop. Strawberries, raspberries, red and black currants, and huckleberries grow in great profusion throughout the district. Owing to the abundant supply of water, the luxuriance of the native grasses and adaptability of the soil and climate to root-growing, this part of the province is especially suitable to stock-raising and the dairy industry.

GOVERNMENT EXPLORATION

While the northern portion of Ontario has been much neglected in the past the government of the province is now displaying commendable zeal in encouraging its development. Exploring parties have been sent out to survey the territory between the Height of Land and James Bay and their reports confirm the favorable statements made by the Dominion Government geologists regarding the general character of the country. A summary of these reports issued by the Government says:

"The results of these extensive explorations, as detailed in the elaborate reports sent in by the surveyors, the land and timber estimators and the geologists, have fully justified the most sanguine expectations in regard to the natural wealth and fertility of Northern Ontario, and demonstrated the wisdom of the action taken, whereby some accurate knowledge of the character and extent of its enormous undeveloped resources has been acquired. It has been established beyond controversy that in the

eastern part of the territory north of the Height of Land there is an immense area of excellent agricultural land, apparently equal in fertility to any in older Ontario, with an equable and temperate climate and an abundance of wood and water, which render the inducements it presents to those in search of homesteads as good as those offered anywhere else on the continent.

AGRICULTURAL LAND

"The great clay belt running from the Quebec boundary west through Nipissing and Algoma Districts and into the District of Thunder Bay comprises an area of at least 24,500 square miles, or 15,680,000 acres, nearly all of which is well adapted for cultivation. This almost unbroken stretch of good farming land is nearly three-quarters as great in extent as the whole settled portion of the province south of Lake Nipissing and the French and Mattawa rivers. It is larger than the States of Massachusetts, Connecticut, Rhode Island, New Jersey and Delaware combined, and one-half the size of the State of New York. The region is watered by the Moose River, flowing into James Bay, and its tributaries, the Abbitibi, Mattagami and the Missinabie, and by the Albany and its tributaries, the Kenogami and Ogoke. Each of these rivers is over three hundred miles in length, and they range in width from 300 or 400 yards to a mile. They are fed by numerous smaller streams, and these in turn drain numberless lakes of larger or smaller size, so that the whole country is one network of waterways, affording easy means of communication with long stretches fit for navigation. The great area of water surface also assures the country against the protracted droughts so often experienced in other countries. The southern boundary of this great tract of fertile land is less than 40 miles from Missinabie station on the Canadian Pacific Railway; and the country north of the Height of Land being one immense level plateau sloping off toward James Bay, the construction of railways and wagon roads through every part of it would be a comparatively easy matter.

"In the small part of the District of Rainy River which was explored the proportion of good lands is not so great, but the clay land in the townships around Dryden was found to extend north in the valley of the Wabigoon River, with an area of about 600 square miles, or 384,000 acres. There are also smaller cultivable areas at various other points.

NO SUMMER FROSTS.

"Another important fact established by the explorations is that the climate in this northern district presents no obstacle to a successful agricultural settlement. The information completely dispels the erroneous

impression that its winters are of Arctic severity and its summers too short to enable crops to mature. The absence of summer frosts noted by explorers and the growth of all common vegetables at the Hudson Bay posts must disabuse the public mind of this erroneous impression. The 50th parallel of latitude passes through the centre of the agricultural belt, and the climate is not much different from that of the Province of Manitoba, lying along the same parallel, with this exception, of course, that the winter is tempered by the great spruce forests and the presence of so large a proportion of water surface. The country, too, has an abundance of wood for fuel, building and commercial purposes, and plenty of pure water everywhere.

VAST AREAS OF TIMBER.

"Another point equalled only in importance by the existence of a vast area of agricultural land in this country and its moderate climate is the fact that it is largely covered with extensive forests of spruce, jackpine and poplar. The value of this class of timber, as everyone knows, is increasing every day and the market for it is widening; and rich indeed is the country which has boundless resources in these varieties of woods. In the District of Nipissing, north of the C. P. R. line, there is estimated to be at least 20,000,000 cords of pulpwood; in the District of Algoma, 100,000,000 cords; in the District of Thunder Bay, 150,000,000 cords; and in the District of Rainy River 18,000,000 cords, a grand total of 288,000,000 cords. The pine region does not seem to extend much beyond the Height of Land, but on this side, in the country around Lakes Temagaming and Lady Evelyn, and to the north an area of red and white pine of fine quality was explored and estimated to contain about three billions of feet B M.

WATER POWERS

"A feature of this region, which it is well to note from an industrial point of view, is the existence of many falls on the rivers and streams. These will no doubt be utilized with advantage in the creation of economical power when the country comes to be opened up.

"It was not expected, of course, that the parties would be able to make a thorough and exhaustive exploration of all the territory assigned to them, and the estimates here given of what has been reported are very conservative. Totalling up the figures here quoted, however, we have over 25,000 square miles of good fertile land, or over 16,000,000 acres, and 288,000,000 cords of spruce or other pulpwood. There are also numerous smaller areas, both of timber and land, which are not included in these figures, but which will all be available when the development of the country takes place."

CARROLL D. WRIGHT ON LABOR

The address of the Hon. Carroll D. Wright, United States Commissioner of Labor, delivered at the New Orleans Convention of the National Association of Manufacturers of the United States

THE eloquence of statistics is never more strikingly illustrated than when we read in cold Arabic expressions of the industrial progress of our country. We are justly proud of the story, and although the figures strike us as marvelous, as marvelous as anything that has ever been projected in fiction, we feel that we are members of a nation whose growth cannot be checked, whose supremacy cannot be stayed.

The story tells us that during the past fifty years the number of farms in the United States has increased from one and one-half million to five and three-quarter million, and that the value of all farm property has risen from a little less than \$4,000,000,000 to \$20,500,000,000, the value of products now reaching the enormous sum of \$4,750,000,000.

The value of our bituminous coal products arose in the same period to over \$236,000,000, and of anthracite coal to nearly \$113,000,000, the grand total being nearly \$350,000,000. Fifty years ago the value of our gold product was between \$50,000,000 and \$60,000,000, and of the product of our silver mines, only \$50,000. To day the value of our gold is nearly \$81,000,000 and of our silver nearly \$76,000,000, or a grand total of about \$157,000,000 taken from our gold and silver mines annually.

In the manufactures the growth has been as marvelous, the value of products at the works rising from about \$1,000,000,000 in 1850 to \$13,000,000,000 in 1900. Our railroads are valued at over \$13,000,000,000, with a mileage of nearly 266,000, while the receipts of one telegraph company alone for the last year were over \$28,000,000. In addition to all this, the commerce of the United States, which grows out of the industrial situation, was represented last year by \$969,250,000 worth of imports and over \$1,360,000,000 worth of exports.

One must read the story of "The Arabian Nights" or "The Tales of Munchausen" to find parallels in fiction that shall match these actualities. The whole story represents the force of steam, electricity, human energy, natural resources. These are but one side of the story, however. Standing alone, they mean simply the hard material facts of industrial conditions as we find them to-day. The other side represents the human restlessness and energy of our people and the power of the nation to assimilate all races of men into one conglomerate community of interests—to bring to our shores the representatives of all lands and amalgamate them into industrious and thriving American citizens.

INDUSTRY AS A SOCIAL FORCE

But do the wonderful figures in their eloquence mean anything more than material prosperity and the power of the nation to develop its own resources? If not, they mean but little. If they do not represent the power of industry as a social force, as the dynamics of the social order, then they are of little value to us as expressing the real nation that has made them possible. If we cannot look beneath the surface represented by the enumeration of the materialistic expressions, industry fails to accomplish its mission in the world. If industry means nothing more than dollars and cents, the prosperity and profits of capital, it has failed of its mission. To comprehend the real mission of industry we must understand that it means the welfare, the prosperity, the profits even, of that other but important and absolutely essential element of production—labor. We may well exclaim with Reybaud, in his report to Napoleon III: "Industry in its invariable law always accomplishes its work, which is to make better goods at a lower price, to supply more wants, and also those of a better order, or to secure for men and women greater comforts and conveniences, not with regard for any one class, but having in view the whole human race." Industry is this or it is not industry. True to its instincts, it has no sentiment in it, unless it is for its own interests, and yet such is the harmony of things when they are abandoned to their natural course, notwithstanding the selfishness of industry directed to its own good, it turns finally to secure the good of all, and while requiring service for itself, it serves others at the same time by virtue of its resources and its power. This is indeed the philosophy of industry. We may look upon it simply as the result of the efforts of men to secure material advancement; we may look upon it as the result of the pride of the nation to secure in each great industrial development supremacy over any other nation competing with it, but if we overlook its real philosophy we do not comprehend the influence which society claims should come from it. It is a trite saying that the welfare, the development of the social order of civilization depends upon the welfare and the prosperity of the industrial order. Trite as this saying is—an axiom in itself—we cannot deny its force.

BASIS OF THE SOCIAL ORDER

It is well, therefore, to study modern industry as the basis of the social order of our time. Industry itself has been the basis of social order in all time. Of course, it is not

the sole element of social order, but without it all the other elements fall or fail in their power. Under the old hand system industry was a social force, to be sure, but a meager one. There was no development. The single employer and the single laborer were not social factors in the sense in which we consider them at the present time, but when the single employer found it necessary to add to his power by association with another, thus making the firm, it began to be seen that industry was more of a social force than previously it had been; and when the firm developed into the corporation the true spirit of association was developed, for the corporation is simply one of the more energetic forms of co-operation. It brings to its aid the savings of the many, and through its management directs the social force of these savings to industrial development. Out of the corporation there has now grown the great modern industrial combination, which is simply a new social machine, and as such meets with opposition here and there, but, like its predecessor, the corporation, it has come to be an institution that must be recognized not only in law, but by society.

The combination has in it all the elements of the corporation, for it is simply an enlarged corporation, embracing more elements, more factors, and, therefore, it is more powerful for good or evil than the corporation of a quarter of a century ago. But it recognizes in its development an effort to democratize industry. Like a great department store, it democratizes the handling of goods and enables the purchaser to secure in one place all that he may need in his shopping tour. The great combination enables society to secure its commodities on a more stable basis than under the previous methods. Its evils are those of management, and not of constitution. These evils may be handled by law and by society. We need not fear them, for when the combination does not seek the common good and does not accomplish by its methods and its machinery of production and distribution the welfare of society, society itself will take care of the matter. It is the result of the development of the idea of associated force, and, therefore, under it industry has secured greater power than it has ever received.

POSITION OF WORKINGMAN

Conversely, the single workingman, working by the side of his employer, was his employer's personal associate, but as the employer developed into the firm, and the firm into the corporation, and the corporation into the combination, the single workingman

has developed along similar lines. He became the employee of the firm, with a larger number of fellow-workmen. Then he became the employee of the corporation, and the personal relation that previously existed was weakened or severed. Now he is grouped as the fellow employee of thousands and thousands under the great combination, where he is still farther removed in a personal way from his employer.

Does this mean harm, or does it mean good? The answer to this question depends entirely upon the attitude of the two parties in the new relation. These relations—those of employer and employee—have changed, not only in the duties and obligations of each to the other, but in the conditions which surround them. Before the age of invention and machinery and of the use of aggregated capital in large enterprises, the relation was, as I have said, a personal one. The apprentice boy was taken into the family of the manufacturer, brought up by him, and trained in the art which formed the basis of his business. The boy in time became the journeyman, and perhaps, if he had the skill and the mind, the associate of his principal; but through all these experiences, and the development from the single workman to the great group of workmen, the relationship was a personal one. Hence the duties and obligations and the privileges of each were defined or governed within restricted or narrow limits. The employee was the agent of the principal, and thus grew up the doctrine of the liability of the one for the other under certain conditions, and absence of liability on the part of the master when injuries were received by one of his employees through the carelessness or the ignorance of a fellow-employee. Along with this old personal relation was the personal influence of the concern in ethical ways.

Now we have the change. The character of relationship as the development has gone on, is entirely different. No operations of any magnitude, or with ramifications of any extent, can be carried on under the old individual method. There must be a large co-partnership, or, more frequently now the large corporation, under which the liabilities of the investors and managers have decreased, and the mutual duties and obligations of the employer and employee entirely changed. Large bodies of wage-earners are thus employed who have no particular individual and personal relations to each other, oftentimes, and very little of such relation to the managers. Organization on the one hand is, therefore, very largely supplemented by organization on the other. Thus the single workman, grouped later on under the firm, grouped in a larger way under the corporation, has reached the organized basis of the labor union. These labor unions attempt sometimes to regulate the business affairs of the establishment, and too often look with suspicion upon the organi-

zation of capital. One of the great problems of the day, therefore, is how the suspicious attitude, resulting in antagonistic positions, can be removed and the interests of the two elements under industry be made fully reciprocal.

POSITION OF POLITICAL ECONOMY

The position of political economy under the modern system is that their interests are identical. They are identical in a certain sense, and to the extent of desiring success, because without success neither can the organization of capital expect much from labor nor can labor expect much from capital; but on broad and general principles their interests are reciprocal, for both are interested in the outcome, and labor especially, as it has become a social force, and when invested it must have immediate and profitable remuneration, for once expended, it is gone forever, while capital can wait for its remuneration; but it must be kept intact, or there is no remuneration for either. When capital is invested it is jeopardized, and it requires the most skilful management to keep it intact. Labor is jeopardized when it is contributed as a necessary element of production. This constitutes reciprocal relation, and it is the misunderstanding of his relationship which often leads to unhappy conditions, antagonisms, and eventually labor strifes in the form of strikes or lockouts.

Another thought in this direction: Capital seeks, and legitimately, to prevent impairment. It charges off depreciation of plant, but this charge is a part of the cost of production. So the loss to capital from wear and tear is recouped by the public through the price of commodities. Thus capital, if not used, or if no profitable use can be made of it to-day, is saved for use and profit in the future. Labor on the other hand must invest its capital to-day; if it does not meet with profitable investment now, it is not conserved for future employment. There is no charging off to cover the impairment of labor. This truth should be more thoroughly recognized when capital and labor treat with each other.

It is in the positive recognition of these principles by the promoters of great enterprises which are shaping themselves in every community that we may look for a happier condition. Imbued with this, managers are ready to meet men, and the manufacturer eager to make an alliance with the artisan, under which each shall recognize the manliness of the other. It is an alliance, however, the success of which depends upon the intelligence with which the employer and employee accept the fellowship. Ignorance of the condition of the wage receiver by the employer, ignorance of the complicated conditions of production by the employee, prevent moral relationship. The knowledge on the part of each of the necessary conditions

for success on the part of the other makes such a fellowship possible.

THE DEMAND OF LABOR

When a man is working for a wage that simply provides food, raiment and shelter in sufficient quantities to keep the physical machine in practical working order and without depreciation, it is natural and just and reasonable, if he be an intelligent artisan, to demand something beyond this, something that will enable him to become what all wish him to become, an active factor in society for society's good—to become a social and political factor. He demands something beyond mere subsistence in order that he may render more efficient social service and secure that culture which will enable him to educate his family and surround himself and them with some of the things that elevate; in other words, it is reasonable and just that he should desire a higher standard of living. This demand is recognized by all just employers, and especially by those who see in modern industry the basis of social development. No employer who is himself seeking the increase of his income can reject it as unreasonable or unjust.

Nevertheless, the demand cannot always be granted, it is then that difficulty arises. When this demand cannot be granted it is the bounden duty of the employer, who is at the same time demanding of the community in a larger sense just what the employee is demanding, to give the latter intelligent, reasonable and fair explanation why the demand cannot be granted, for it is the right of the laborer, when his remuneration is reduced below an amount which will give a fair standard of living, to know why, just as much as it is the right of the stockholder to know why his dividends are reduced or are not increased, for each has invested something of value to himself in the common enterprise. Whenever employers take this course harmony, peace and financial success are the usual results. Nor is there anything experimental in all this, for wherever these precepts have been put into practice the most beneficent results have been secured. I need not relate instances. They will occur to you all, you who have had such large experience in the management of industries and in the employment of men.

The hope for industrial prosperity is to be found in these principles. Men always wish to know why, and ethics insist that the answer shall be given. Ignorance of the conditions of production must be overcome with knowledge of such conditions. Under conditions of production at the present time the amount of capital necessary for the production of a given unit is greater than at any previous period; wages on the whole, barring temporary disturbances, are higher, the constant tendency, however, over any long period being upward, while the profit to capital is smaller and the cost of the unit to

the consumer is less. This statement is an economic axiom, and while there may here and there be exceptions to it, it is the rule of industry. This being the case, wages cannot be rapidly increased. They may be raised now and then by some artificial force, or depressed on account of some artificial condition, but they always seek their economic level.

A ball may be projected into the air perpendicularly by some applied artificial force, but the moment that force is expended the ball instantly, under the law of gravitation, falls to the ground. Water in a running stream, by the momentum it has received from a previous fall, will, on meeting an obstacle like a stone, flow upward, but the moment the force of the momentum it has received is exhausted, the water instantly seeks the general level; and this is by a law which cannot be overcome, except temporarily, and it is so in economics.

PROFITS REGULATED BY ECONOMIC LAW

Capital may receive now and then an exorbitant increase in the way of profits or of interest, and wages may be raised or depressed artificially, but under all normal conditions the profits to capital and the remuneration to labor will be regulated by positive economic laws; but these laws are more elastic than natural laws, and hence disturbances, misunderstandings and bitterness arise. On the whole, however, the remuneration to capital is constantly decreasing, and that to labor constantly increasing. This is the result, so far as capital is concerned, of the accumulation of wealth which may be turned into active and productive capital, and so far as wages are concerned, to the increased standard of living resulting from education and the culture which follows it.

Of course, in dealing with these principles, we have nothing to do with speculative conditions, but their working out depends upon the finest mental conception; for leadership is a necessity in industry as in all other lines, and to leadership must we look for the development of social conditions as a corollary of the development of industrial conditions. With intelligent leadership there is success. But leadership in industry sometimes begets the desire for leadership in politics, and then, if the leaders have no conscience, they will seize upon labor strifes or differences as a pretext to secure power, and to secure such power we are told sometimes that certain actions must be taken to prevent strife and industrial war. Such a position lowers the social force not only of capital, but of labor.

Probably there is no war, either industrial or political, in our immediate future. Politically we have no great questions which agitate our people as they do the European countries. We have no vital questions before us which mean to us what the vital questions of European politics mean to the

people of Europe. Our questions, so far as magnitude is concerned, belong to the economic development of the resources of our country. Our future must be a continuance of the contests with nature. The great questions for us to meet grow out of industrial relations and interests. Notwithstanding this, our industrial problems may well excite at times the anxiety of conservative and patriotic men, for upon their treatment depends the peace of the country to some extent, and it may be of the industrial world. So our very best services must be called to the social and economic contests of our epoch.

THE ARISTOCRACY OF BRAINS

It is fortunate that we have been able to project and carry to success great industrial and commercial enterprises. These men exhibit a great capacity for the organization of varied forces which commands our enthusiastic admiration. We demand fidelity and good ability of them, as we do of those in our governmental places; but we must have commanding genius in the leaders of industry and intelligence in those who make up the bone and sinew of industrial forces. This class of men are teaching the world that America holds the key to industrial supremacy among nations, and the result is an aristocracy here in whose ranks the proudest may march—the aristocracy of brains. The great development under this aristocracy gives us occasionally colossal wealth held by an individual, but such wealth is mere dross without a moral community for whose benefits the millions must really be invested. Fortunes belong to men, but the principles of their use and of their value are of God. There is no return for inactive capital, and mere money, whether in the hands of one man or of another, or in the hands of one man or a corporation of men, is nothing without activity. It is against the bad use, the uneconomic use, of wealth that men have a right to enter their protest. When used in fostering the grand projects of peace, in the establishment of institutions of learning, in carrying on the war of intercommunication, in opening new lines of industry, in building great communities—all such employments call for the very best genius of our land and the services of men who are convinced that moral forces should be recognized in the conduct of industrial affairs.

Under such conditions the necessity for the ownership of one's home is recognized, and the leadership which makes it possible for the artisan to secure his own home is the truest leadership that can be instituted, and one which ought to be gladly and earnestly followed; and when followed, all men, whether employers or artisans, recognize the great principle that property has no value except when surrounded by a moral and industrious people, and that a well-paid and reasonably con-

tented workman is worth more not only to industry, but to himself and his community, than one without a home and poorly paid. It is further recognized that the best-paid labor, accompanied by skill, is the cheapest in every social and economic sense. It is when these principles are reversed that labor troubles occur and iconoclastic socialism finds increased strength among wage-receivers.

The growth of the sentiment underlying the principles I have outlined belongs more thoroughly to the present than to any preceding age, and will overcome the labor difficulties which harass the public, injure the workman and damage capital. With the ethical spirit finding a lodgment, the antagonisms and the animosities will be softened, if not removed.

I need not urge in this presence the necessity of every man, whether he be employer or artisan, exerting his influence in the interest of all movements which tend not only to elevate labor but to teach the world the necessity of the full recognition of the utter worthlessness of capital until intelligent labor vitalizes the machinery it sets in motion. The application of such principles has a twofold action; it complicates the relationships as to rights, duties and privileges, but it helps more to solve some of the phases of what we call "the labor question," and such phases can be solved only under the regime of the aristocracy of brains, which aristocracy must be made up from the very best minds of all the parties engaged in industry. This aristocracy will solve vexed questions whenever they must be solved. It is true that such problems cannot be fully solved now, for the very questions which make the system of competition a necessity prevents solutions. These conditions are conditions of ignorance, but they are giving way and intelligent conditions are taking their place, and such intelligence will lead to a softening of present struggles when capital is ready, as it ought to be in this body, to associate itself with labor on an honorable basis as its fellow and labor is intelligent enough to accept the fellowship.

The experience of the world in its progress from militarism to industrialism leads to the belief that there is something more than mere sentiment in such principles. Do not allow anyone to tell you that their increased importance leads to the growth of socialism, for under our institutions there is no room for that, and you must remember, further, that it is through modern industry that militarism has been relegated to the past, that to it education owes its stimulus, and that as the result of it the relation of the employer and the employee is one of contract rather than of status. Under modern industry there might be some form of socialism, but it has no place in the present sys-

tem, with all its ramifications and its power for social good.

COMMUNISM AN EVIL

The communistic distribution of property would be retrogression to the infancy of tribes. The only communism needed is that which increases the opportunities for securing property, for in the idea of property is the fountainhead of our civilization. All our institutions of government have been framed upon it, and the comity of the nations, which is the welfare of the world, takes it for the basis of action, and it is to its sacredness and the inviolability of its rights we look for the further and continued progress of mankind.

When we compare the modern system of industry with that which preceded it, looking only to results which are not represented by figures, the marvel is as great as when we consider the statistics. Under the old system of hand labor the workingman was a clod, ignorant, debased, without social force, and having no relation even, or at least little relation, to the social condition which surrounded him. The inventions which led to the establishment of the factory system changed all this gradually but rapidly. It changed ignorance and poverty to intelligence and well-being; it led directly to the establishment of the national school system of England; it played its part in the interpretation of laws, and more strongly in the enactments of laws for the welfare of the wage-worker. Under it care has been taken for the sanitary and hygienic conditions of the worker everywhere. To it can be traced the establishment of great educational institutions. The production of art in a way to supply all the world is one of the direct effects of the modern system. All these things are the direct results of the gradual development of modern industry, by which all men may secure the commodities necessary for a comfortable existence at reasonable cost.

INCREASED INTELLIGENCE

The intelligence which comes from the friction of the modern industrial establishment is sufficient to justify its existence. It is sometimes alleged—and frequently indeed—that the complete modern establishment for the production of any class of goods has created an ignorant community. There is nothing more absurdly false than this position. The great establishment or the industrial community may bring together, perhaps, a body of ignorant men and women, but it does not create the ignorance. By bringing them together the community sees that something must be done to improve the masses employed, and thus the workingman has risen from ignorance to intelligence, and as he has reached intelligence he has become more or less a greater complication in industrial affairs. In his ignorance he did not strike; in his intelli-

gence he does strike. The next step in the development of his intelligence will be that he will not strike; that he will be able to accommodate himself to conditions, because he will know them and understand them better. He will be able to recognize his rights in relation to the rights of others, and to know fully what is necessary for successful production, where now he understands only a part.

A little learning is a dangerous thing; a little intelligence means difficulty. If you are dealing with an intelligent man you must recognize his rights. If you are dealing with an ignorant man you may get along peacefully without recognizing his rights; but your action towards the ignorant man is a brutal one, while your action towards the intelligent man is an intelligent one. This intelligence means further complication, but out of it will grow a better condition, a better feeling and a truer relation of the man who represents capital and the man who represents labor. This means, of course, the organization, the continuance, the perfection of labor unions.

Some of the methods of the labor unions are to be condemned. So are some of the methods of the capitalistic organization to be condemned, but because they cannot get on together does not mean that either or both should be destroyed. They must get on together. That is the necessity of the time, and it is to the intelligence of the leaders of both interests that society at large looks for the development of industry on a basis of social progress.

GROWTH ALONG INDIVIDUAL LINES

It is interesting to study the development along individual lines—I mean as relating to individual industries or individual elements of society, not individuals as persons. I will give you only one illustration to show what industry, through organized capital and organized labor, has accomplished, and you will all recognize it. You remember the railroad man of twenty-five or thirty or forty years ago. Our fathers told us we must not associate with him—that he was a tough. What is he to-day? Through the discipline and management of our great railroads, through the discipline of the leaders of our railroad brotherhoods, the railroad men throughout the country are among the most temperate, the most orderly, and the best citizens in the community in which they live. This illustration must suffice for others, but it is true, and it emphasizes what can be done when the two sides of a great enterprise join together to secure results which shall be beneficial to both.

In some of these things we may find a basis of sentiment. Sentiment is all right, but it must be practical sentiment. Charity is all right, but it must be discreetly applied, or it is a harm. Neither sentiment nor charity can amount to anything in any community without the very best business methods

behind it, and the best business methods are to be developed by the association of capital and labor in business relations. I believe that in the near future all industries will be organized on the two sides of labor and capital for the purpose of securing the best possible conduct of the business itself, each looking to the welfare of the other.

The other day I read of a business man who was asked to come to a conference between working men and employers, and his answer was that he had no time to devote to such things; that he devoted all his time to business. Can there be any more important business than that of securing reciprocal and confidential relations between employer and employee? Can money, time and suffering be saved in any better way, or to any larger extent, than by the mutual understandings of employer and employee relative to the conduct of business? It seemed to me that man had better attended that conference and hired somebody to look out for what he called his business interests. This is the sentiment which I mean, and it is the best business that can come.

TRUE SPIRIT OF WORK

Modern industry has taught us to recognize the spirit of work. As I have said, capital must work in the interest of society, or it is mere sand. Labor must work in the interest of society, or it gets no returns. But when we see the achievements and recognize that the ingenuity and the industry of man constitute the chief elements of society, we must also recognize that while business principles must and will prevail, there is something higher which touches the very heart of the nation and of every individual in it.

One illustration: Standing upon the highest point of the Brooklyn Bridge and looking in any direction, the eye, beyond its vision of sea and sky, beholds nothing that is not the result of human skill and the labor of the human hand. I know of no more impressive lesson than such a sight. Invention in every form has contributed to the view. The manufacturer and the artisan have met everywhere, and by their combined efforts have erected all that can be seen—the buildings, the warehouses, the shipping, the bridges. Human activity, guided by human forces, moulded by human sympathies, regulated by true relations, has accomplished it all. Is there nothing higher in life than the mere accumulation of wealth and the payment of subsistence wages? Shall not all participate, beyond a mere living, in the results of the great co-partnership of labor and capital which has accomplished all that can be seen from the bridge? For what is it all? Why the existence of art, of literature, of anything that helps to elevate the human being, if it is not that the lowest in mental attributes shall receive something out of the contests with opposites? To bring something of this, to enjoy each and all the fruits

of industry according to their capacity to enjoy, the promoters of every great enterprise must be responsible, and it is the mission of all employers everywhere and in all lands to see to it that the truest relations exist.

MANY COMMODITIES UNNECESSARY

This becomes more evident when we consider that a very large proportion of the commodities which are produced by the manufacturer have no relation to the needs of life. The world could dispense with a very large number of you gentlemen and not miss you one particle so far as its comfort and its convenience are concerned; but when it consults not only its comfort and convenience, but its aesthetic tastes, its higher wants, the things which are needed to secure a higher standard of living, then all of you come into importance.

Should the things not really needed—those which have no relation to health or any convenience—be dropped out of the list of manufactures, the world, industrially, would stagnate at once. It is the tastes, the appetites, the desires of the human race which have made modern industry what it is. So this means, again, that industry is a social force, and as such it must be fostered and developed, but everywhere made a social force, that the antagonisms which now exist shall cease.

The principles which I have outlined do not belong essentially to the altruistic spirit of the present day, nor are they the result of the study of industrial conditions from the doctrinaire point of view. They were easily applicable under the old relationship of manufacturer and artisan, when individual association prevailed, but to-day, with a great corporation as the employer and thousands of men constituting the body of employees, the practical application is more difficult, and herein, it seems to me, lies one of the essential phases of the problem. How shall the old ethical, personal relations have force in the new corporate relations? The attempt to accomplish this desirable result has not been free from difficulties and even strifes. As we have seen, organization leads to organization. The manager of a great corporation sometimes refuses to deal with a committee of men employed by it, on the ground that he can deal only with the individual when differences arise. He forgets in this that he is the representative only of hundreds or maybe thousands of stockholders, and that it would be just as reasonable for the committee of the employees to insist upon dealing with each individual stockholder as with the manager. To overcome the strained relations which result from the insistence upon an impossibility by either party, each must deal with the other through representatives, and then the principles of this address find easy application.

THE BOYCOTT

It has been very natural in these attempts that the representatives of one of the elements in production and of industry generally should imitate the methods of the other. The boycott is as old as human nature, and it is applied by all people, by all parties, and by all organizations, the application of it being only one of degree. The workingmen's union uses it; the employers' association uses it. It is one of the secretly recognized forces of society. Whether it exists in the form of an association to induce its members to trade with only a certain class of dealers, or of a union to prevent the consumption of beer manufactured by a company that does not obey the union's rules, or an association of railroads which seeks by it to divert shipping from one line to another, it is all one and the same thing, and whenever applied interferes with the individual freedom which must be preserved in order to secure the perpetuity of our own free institutions.

THE CORPORATION'S SOUL

The popular notion that the corporation has no soul relates purely and solely to the fact that its powers are exercised and its duties performed by representatives, and not by individual investors; but there is no more reason why a corporation should exist without soul than that the individual should. It all depends upon the character of the men, individually, who constitute the management. Of course, the corporation cannot die, as can the man. The corporation is not limited by human powers; sickness and death do not defeat its purpose. This gives it strength and perpetuity, and the capacity, when accidents occurs to any individual, to go on without interruption. This ought also to guide the power to deal justly with all concerned.

Individual selfishness ought to be excluded from corporate action. The same remark applies to the labor union; the men who administer its affairs should be moral men, just men—not men seeking individual advantage, but men seeking the good of the whole—and then, when they come into association with the men who represent the employers, there should be no difficulty in recognizing just principles and reasonable actions. I have no sympathy with the doctrine that, under the corporation, there can be no moral relationship between employer and employees. It is a vicious doctrine that such relationship cannot exist. We are often led astray when considering industry either from a purely economic or from a philosophical point of view, by a misunderstanding as to the true nature of capital. To set ourselves right, we must understand that capital is not wealth—dollars and money invested; that it includes everything necessary for production—the tools of industry, the means for the payment of

services, for the purchase of materials—the whole plant, in fact, and the labor of an establishment constitute its capital. Nor does it matter to society who owns this force. The great question for society is: Is this force actively and productively employed, and employed economically?

The savings banks of the country contribute to the productive capital of industry; the small means of thousands of individuals become the aggregated capital of a great corporation, and through the logical development of the working powers of the individual man.

CAPITAL IS LABOR

The first man to use a stick or a cudgel or an implement of the crudest possible form was the first capitalist. The moment he had something besides his hands with which to help his work, however primitive it may have been, then the capitalist was born; and each man seeks to be a capitalist, and is one. There can be, therefore, in the nature of things, and under a true philosophical consideration of them, no antagonism between labor and capital, for capital is labor. There should be no antagonism between the representatives of capital and the representatives of labor; and whether the representatives are the owners or not, makes no difference to the problem nor to society. The absolute necessity, therefore, of a complete knowledge of the conditions of production and of the confidence which comes through a common venture is easily seen. There is weakness in individual effort; there is strength in association, and modern industry is strong because it is the result of associated interests. It would be a sad result of such association to have the representatives of the various interests living in constant, irritating warfare. There is no sense in such warfare, and there is no necessity for it. The welfare of society depends upon the stability of industry, and the stability of industry depends upon the moral sense which enters into its conduct. With a proper recognition of these principles there can be no failure; there are always strife and disturbance of the community and interference of trade when they are not recognized. The manufacturer and the artisan, in the final analysis, are one and the same; they are only different names for the different phases of the one great power which centres in the individual—the power of association through the exercise of moral attributes—and it is this power which makes for social development and which constitutes industry, the greatest of social forces, for organized industry always reaches down and lifts the lowly to a higher plane. The great question, therefore, for employers and employees is: Will they, in the conduct of their mutual affairs, excite the militant spirit, or invoke that peaceful consideration which leads to the adoption of the highest elements of business interests?

THE CANADIAN MILLING INDUSTRY

Some of the largest and best equipped flour and cereal mills in the world are to be found in the Dominion of Canada and the quality of their product is second to none

EQUIPPED with Canadian-made machinery, controlled and operated almost entirely by Canadians, supplied with the finest home-grown wheat in the world, and producing flour of the first grade, the mills of Canada are one of the nation's proudest and most valuable assets. Out of a total of some 2,500 mills scattered from the Atlantic to the Pacific, fully 200 have capacities of over 200 barrels per day, whilst the largest mills are capable of producing between two and three thousand barrels every twenty-four hours. The value produced has increased annually. In 1871 the output aggregated \$39,135,919. In 1881 the total reached \$41,772,372 and in 1891 it grew to \$52,423,286. A conservative estimate would place the present output at \$70,000,000. Though apparently few men are employed in the mills and the machinery seems to do everything by itself, yet no small portion of the population of Canada is given employment both directly and indirectly by the milling industry. Mechanics are required to keep the machinery in repair, engineers to run it, coopers to make the barrels and other employees to sew the sacks, not to speak of the millers themselves, who perform the actual work required in grinding wheat. Were the industry to be removed from the country, then and only then would Canadians discover how important, industrially, it is to the welfare of the land.

The enormous possibilities before the industry fill the breast of the patriotic Canadian with enthusiasm. The rapidly increasing crops of the North West ensure a constant supply of grain of the best quality in the world, and the capabilities of Canadian mills to produce the finest of flour have been demonstrated. All that remains to be done is to secure the adoption of a policy which will foster and build up the industry. At present serious obstacles are in the way. These will be discussed in due order; but it is safe to say that none of these obstacles are insurmountable and that with the proper attention, Canada will find in her great mills of the future a treasure of which she may well be proud.

BIRTH OF THE INDUSTRY

The beginnings of the milling industry in Canada are closely associated with the early settlement of the country. In fact, grist mills may be said to have been, in nearly every case, the directing influences which have led to the formation of Canadian industrial centres. It was around the mills that the early settlements grew up.

Until it came to the grinding of his grist, the settler remained comparatively independent of his neighbor. He could clear his plot of land himself, rear his log-house with but slight need of assistance and sow and reap his first crop alone. But beyond that, few cared to go. There were, it is true, small hand-mills in many homes but the domestic condition of the industry was short-lived. Grist mills sprang into being in every locality very soon after the country was opened up.

EARLY QUEBEC MILLS

Naturally, since Lower Canada was settled at a much earlier period than Upper Canada, the industry had its birth in Quebec. There, the seigneurs early took advantage of their privilege of exercising a milling monopoly on their seigneuries to erect mills, at which the habitants were forced to have their grain ground. This monopoly continued to be exercised by the seigneurs until even as late as the middle of last century.

The earliest official census of French Canada, that for 1719, showed a total of 76 grist mills in the Province. Evidently this was a period of rapid development, for the following year there were 82 mills, in 1721 there were 90, and in 1734 there were 118. Until 1827 no further details are forthcoming but in that year the number of mills had grown to 324. At the census of 1860 Lower Canada had 450 mills, which were increased to 810 in the next ten years. This decade from 1860 to 1870 is noteworthy as being the period in which the greatest activity in mill-building was apparent all over Eastern Canada. Since then the tendency has been to centre the industry in the larger mills.

The Maritime Provinces have never been specially noted as milling districts. Wheat is not produced under such auspicious circumstances there as in Western Canada, and consequently much of the flour used is imported. Nevertheless, for a long time back there have been a considerable number of mills both in New Brunswick and Nova Scotia. New Brunswick in 1840 had as many as 247 mills, a number considerably in excess of present figures. Nova Scotia at the same time had probably about a hundred more in operation, while to-day its mills do not exceed 200.

RAPID GROWTH IN ONTARIO

It is to Ontario that the student must turn if he desires to study the most important development of the milling industry during the century that has passed. In the

Province of Upper Canada the necessity for mills during the period of settlement was much more acutely felt than in Quebec. To convey wheat from the settlements along the shore of Lake Ontario, down the St. Lawrence to the mills of older Canada and to bring back flour was a task of too much difficulty to be long undertaken. As a result, the number of mills in Upper Canada increased rapidly and every convenient water power was requisitioned to turn mill-wheels, whilst in such districts as water-power was not available, wind mills were erected.

Concerning the establishment of the first mills in Upper Canada, but little authentic information can be obtained. D. W. Smythe, the Surveyor General, writing of the country at the opening of the nineteenth century, refers to numerous mills along the St. Lawrence and speaks in commendatory terms of mills on the Gananoque and at Smith's Creek (now Port Hope), but fails to supply any details regarding their equipment, output or time of establishment. At Belleville, it is known, a mill was erected in 1794 by a Colonel Myers, which for some years supplied the needs of the settlers for a considerable distance round. Prior to this time there must have been mills on the upper St. Lawrence and at Kingston. Of these a relic still stands near Prescott. It is an old wooden wind-mill which played an important part in the war of 1812.

SOME EARLY MILLS

Passing still further westward an early mill is found to have been erected in the valley of the Don near what is now Toronto, just prior to the year 1800. It was built by a man named Parshall Terry and was operated for many years. In Western Ontario a number of mills sprang into existence between the years 1800 and 1812, for in the records of the incursions of the United States armies during the war of 1812, the destruction of several mills is related.

Notwithstanding all deterrent influences, the number of mills in Upper Canada increased rapidly, so that by the year 1825 there were 232 in operation. This number grew to 352 in 1835 and to 527 in 1847. Then during the period from 1847 to 1860 there was a slight falling off, the census returns for the latter year showing a total of only 502. As in Quebec, so in Ontario, the next decade witnessed an enormous increase in the number of mills, there being fully fifty per cent more mills in 1870 than in 1860. Since then the total has been increased only slightly.

IN THE GOLDEN WEST

Though Manitoba and the West have played but a small part in the development of the milling industry during the past century it is quite apparent that they are destined to enormous importance during the present century. The Dominion census of thirty years ago contained no mention of any western mills. The census of 1881 referred to some 25 and that of 1891 to 68. To-day there are in the neighborhood of 80, with an actual daily output of about 12,000 barrels. Of British Columbia little need be said. There is a small industry there and about thirty mills are operated.

THE CHANGES IN PROCESS

The milling industry in Canada has passed through several interesting stages. The early mills were at best but crude affairs. Grinding was accomplished by means of two stones, one revolving on top of the other. The bed stone, usually about

packer and four stands of elevators, the whole driven by two water-wheels, turbines with wooden buckets.

The Hungarian process or roller process was introduced about 1880. Its principle is one of gradual reduction. The wheat is crushed between chilled iron rollers and as it passes through each successive roll of the series, every possible atom of flour is freed from the grain of wheat. The actual separation of the flour from the feed is carried on, as before, on sieves. The whole process is completely automatic from the moment the wheat enters the elevator until the flour is packed in barrels or bags.

IN A MODERN MILL

The interior of an up-to-date Canadian mill lacks interest to a certain extent because almost the entire process of converting the wheat into flour is concealed from the spectator's eye. The wheat disappears from the elevator bins in the first place not

exhaust-suction blower for cooling the rolls and drawing away the moist air from them.

The next floor above contains the purifiers, bran dusters and reels and on the fourth floor are the sifters. The latest form of these are the square sifters, which have taken the place of the old-fashioned hexagon and round reels. On the top floor are the heads of all the stands of elevators. The cleaning process to which the wheat is subjected before it enters the rollers is carried on in a separate room, shut off carefully from the rest of the mill.

THE EXPORT TRADE

One of the earliest commodities to be exported from Canada was flour. When the first shipment was made is unknown, but it is a matter of fact that in 1793, 10,900 barrels left the port of Quebec for the old world. This statement is authenticated by Bouchette, who gives a table of the exports for several successive years.

At the opening of the century the average annual exportation from Canada reached 20,000 barrels, which was increased to 45,000 in 1820. About this point the figures fluctuated, until probably 1830, when a rapid increase took place, bringing the exportation up to 490,335 barrels in 1849. The next decade witnessed a still further advancement, so that in 1860 over 850,000 barrels left the country.

The period from 1865 to 1895 was one of stagnation so far as the export trade was concerned. The average annual exportation did not pass much beyond 300,000 barrels, though in some years results were more satisfactory than in others. A considerable development is to be noted since 1895 and the average over the years 1898 to 1902 inclusive has exceeded 1,000,000 barrels per annum.

WHEAT VERSUS FLOUR

The question naturally arises at this juncture as to whether Canada is exporting as much flour to-day in proportion to her exportation of wheat as she did at various periods in her past history. If this is found to be the case, the outlook is rendered so much the more hopeful. Beginning with the year 1870, the proportions range as follows: In that year 9 bushels of wheat were exported to every barrel of flour; in 1875, 14 to 1; in 1880, 9 to 11; in 1885, 19 to 1; in 1890, 4 to 1; in 1895, 39 to 1; in 1896, 53 to 1; in 1897, 18 to 1; in 1898, 14 to 1; in 1899, 13 to 1; in 1900, 22 to 1; and in 1901 only 9 to 1.

Now, considering that it is only within the last few years that the production of wheat in Canada has been increasing with any great degree of rapidity, it is most gratifying to find that milling has kept pace so well with its forward strides. For a time, in the early nineties, it seemed as if wheat would take and keep the lead but the experience of the past five or six years, has shown



THE GLORIOUS WHEAT FIELDS OF THE WEST, ON WHICH ARE GROWN ANNUALLY MILLIONS OF BUSHELS OF HARD WHEAT

four feet in diameter, was fixed in position and on its upper surface furrows were made leading out from the centre to the circumference. The top stone was poised above the bed stone and made to revolve rapidly upon it. The wheat was fed in through an opening in the centre of the upper stone and ground out between the two. There was also a system of reels or bolts to separate the bran from the flour.

Up to about the year 1880, the main alterations in process affected merely the separating and wheat cleaning mechanisms. Scalpers, bolt reels and bran dusters were introduced and mills became crowded with machinery. The average mill at the time the change came would usually have four runs of stones, one smutter of antique pattern, three hexagon reels, one flour

to reappear again until it has been completely transformed into flour. This change is effected only after the grain has traversed an endless succession of elevators and passed through a great many machines.

The average mill usually consists of five floors. On the ground floor are to be found the packing machines, which are by no means the least interesting contrivances in the mill. By an automatic arrangement, the flour pours out from a pipe and is compressed into a bag or a barrel, until the latter is completely filled, when the supply is shut off. The ground floor also contains shipping and storing facilities.

On the second floor are the rows of rolls in which the wheat is ground. In addition there are to be found on this floor, wheat-tempering or steaming machines and the

this to be as yet impossible. What the future will bring about is necessarily uncertain.

THE TRANSPORTATION PROBLEM

One thing, however, militates strongly against the proportionate advancement of the exportation of flour as compared with wheat. This is the question of transportation. At the basis of all the trouble is the incontestable fact that wheat is more easily handled than flour. Transportation companies naturally prefer to carry the more convenient commodity. With very little trouble the tall elevators of the west discharge their contents into the waiting cars and with the same ease the trains are unloaded at their destination. Flour requires more handling and more time is spent in loading and unloading the cars. As a result the freight on flour considerably exceeds the freight on wheat.

Manitoba millers complain that this gives the advantage to the Ontario millers, and the Ontario millers, who by the way, use a great deal of Manitoba hard wheat, find in the same way that the English millers can beat them out in the English market. With truth it may be said that under existing circumstances the place to grind with the greatest profit is Liverpool. The Liverpool miller, because of the cheaper transportation of wheat and the cheapness of labor in his market, can produce flour considerably below the price at which a Canadian miller can sell Canadian flour in the Old Country.

How this transportation problem is to be solved is a question that has long troubled the minds of millers. In the United States, where the industry has developed to enormous proportions, the identical difficulty is being met with. Every effort has been made there to equalize the rates on wheat and flour—hitherto without success. Should a solution be arrived at, Canadian millers will likely pursue the same successful policy.

THE SECRET OF SUCCESS

Meanwhile from their very magnitude and importance, United States mills are enabled to accomplish what Canadian mills find it so difficult to do, viz., to gain a substantial footing in the British market. Fostered and protected at the critical period in their history, the mills of the United States have flourished, until to-day they take rank as the most important in the world. The great millers of Milwaukee on finding that by running sixteen hours per day they can supply the home demand, utilize the other eight hours to turn out flour for export. This they sell at a low price in a foreign market, barely covering thereby the cost of the wheat and a portion of the labor. Yet, because, though remaining idle during the eight hours, they still have to pay the laborers' wages, they are in pocket slightly on the whole transaction. Only a large miller, and one with a good home market, could accomplish this feat.

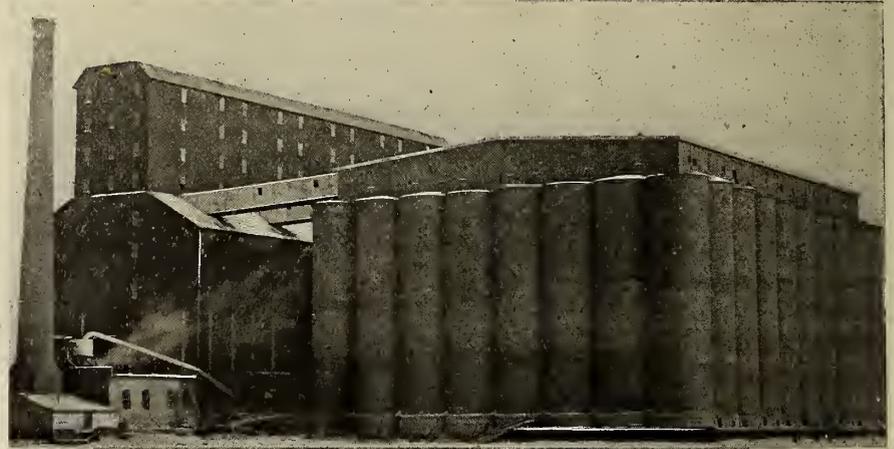
THE PRESENT SITUATION

The situation of the milling industry in Canada at the present day is practically this. There are a good many well-equipped mills of medium size in Ontario, which, besides grinding wheat grown in the province, also turn a good deal of Manitoba wheat into flour. In addition, there are several large mills in the West, devoted exclusively to making flour from Manitoba wheat. The mills throughout the rest of the country, with a few exceptions, simply supply local needs. As a result a great portion of the surplus output of the larger mills is required to supply the demand in the Maritime Provinces, Newfoundland and such parts of the country as have no mills. The excess over and above this is available for export.

Great Britain affords the best market for Canadian flour. There is a demand there estimated at probably \$450,000,000 a year. Of this amount Canada supplies barely 2 per cent. No one can fail to observe that there is a splendid field for development in

The step required to accomplish this object would be the granting of a preference on colonial products, to Canada and the other parts of the Empire. A small tax on foreign produce would be all that would be required, and this would in no way endanger the British food supply. The colonies to-day could probably supply a sufficiency, and with the stimulus of an increased demand in England, the production would be largely increased. Nor would the preference be at all liable to raise the price to the British consumer. During the recent period that the tax was imposed on food-stuff in England, the price did not rise. The tax was paid by the shipper and not by the consumer.

The result on the milling industry in Canada would doubtless be stupendous. Mills such as the one recently erected by a United States company in Peterboro, would spring up all over the country, and the money spent in their construction and equipment would be of enormous advantage to Canadian industry in general, while their



AMAMMOTH CANADIAN ELEVATOR. IN THIS HUGE STRUCTURE 3,500,000 BUSHELS CAN BE STORED

this direction. Britain absorbs a great proportion of the Canadian wheat crop, but, instead of getting flour as well from this country, she patronizes the United States mills.

A PREFERENCE REQUIRED

The great desideratum is that Britain should afford her colonies some assistance. She has it in her power to make or mar the milling industry in this country. It is for her to say whether her premier colony shall be developed rapidly and in proportion to its resources or not. The United States and Russia, whence Britain derives much of her food, cannot be expected much longer to produce an excess over and above the home demand. Sooner or later Britain will be compelled to purchase all or next to all her food-supply, beyond what is produced at home, from her colonies. Would it not be politic on her part to assist here and now in the development of Canada's natural resources

operation in the future would ensure work for many.

THE ORIENTAL DEMAND

Another direction in which the future is sure to see a great development is in the Orient. China and Japan up to recent years have not been what one would term wheat-consuming countries. But the tendency has been of late towards a greater and greater consumption of flour. In this trade the province of British Columbia seems bound to take no small share. Already the western states of the Union have obtained a hold on the Japanese trade. British Columbia, in a still closer proximity to the oriental market, and able to draw from Canada's western wheat fields, should have little difficulty in securing a share of the trade, and ultimately controlling a large proportion of it.

The great milling centre of the future, however, ought to be in Winnipeg. With the proper development of electrical power in the neighborhood, with the wheat fields so close at hand and with rapidly developing

lines of transportation, everything seems favorable to the growth of the industry in the prairie city. A second and a greater Minneapolis seems destined to rise in Winnipeg.

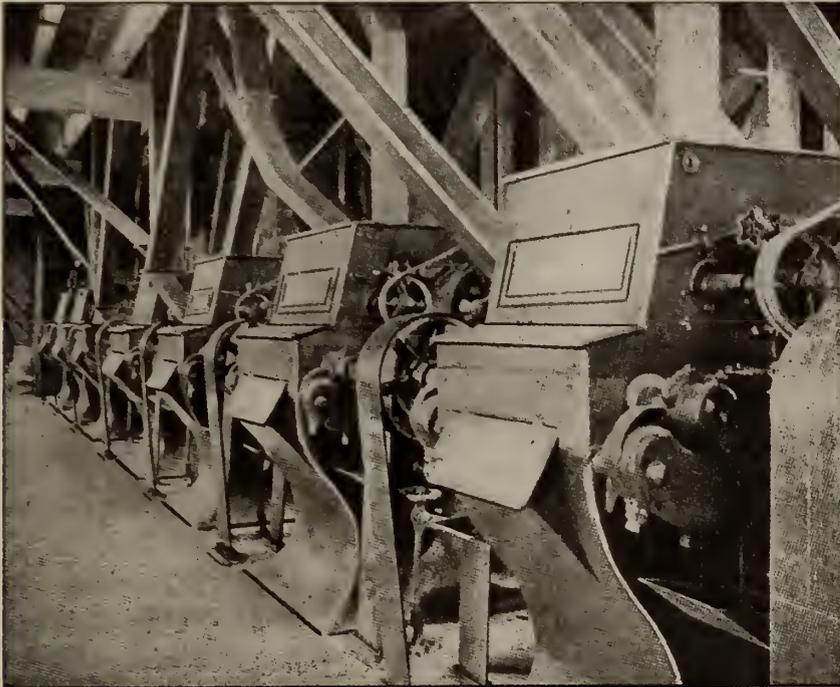
CEREAL MILLING

Within the last fifteen years there has been a very considerable development in Canada of cereal milling. In the term cereals, are included oatmeal, rolled oats, split peas, cornmeal, pot and pearl barley, rolled wheat, wheatlets, and numerous other

Rolled oats are made much after the same fashion, with the exception that instead of being ground they are rolled between rollers. Pot and pearl barley go through a wearing-away process between revolving stones in order to remove the husks. The former variety requires the removal of only a portion of the husk, the latter the whole of it.

AN EXCELLENT PRODUCT

Cereal milling has been in existence in Canada for some fifty years and by this time a considerable business has sprung up.



A SERIES OF ROLLS IN A FLOUR MILL. IN THESE MACHINES THE WHEAT IS GROUND BETWEEN CHILLED IRON ROLLERS

products of like nature. There are in the neighborhood of thirty mills in Ontario manufacturing these lines, some half-dozen in the North-West, one or two in British Columbia, and one or two in Quebec, with an occasional mill in the Maritime Provinces. These mills produce on an average one hundred barrels of oat meal every twenty-four hours. Of their total product, seventy-five per cent. is oatmeal or rolled oats.

PROCESSES

The first step in the production of oatmeal is the cleansing of the oats and the sorting up in sizes. The oats are then kiln dried, after which they are passed between shelling stones. These are two circular stones, the upper one of which rotates a short distance above the lower. The oats, being run between the stones, are set on end by means of a draught and the shells are knocked off by the revolving stone. The shell is separated from the kernel or groat in a separating machine. The groat is then ground into oatmeal, either on stones or in special machines fitted with knives.

There is a good demand for Canadian oatmeal in Great Britain and on the continent, and in point of quality, only Scotch oatmeal surpasses it. Oats grown in Ontario possess excellent characteristics, and already in the Northwest there has been a very considerable development in oat raising. The equipment of the Canadian mills is likewise good, so that taken all in all Canadian cereals are of undoubted excellence.

TARIFF MATTERS

A British preference would help the cereal industry immeasurably. In Ontario alone only one-tenth of the oats grown are made into oatmeal and of this a large portion is consumed locally. With a greater demand in Britain for Canadian oatmeal, a larger proportion of this crop would be manufactured into oatmeal in this country. There would be more capital sunk in the erection of mills to the great benefit of the Dominion.

The present tariff is not calculated to assist the industry particularly. Though at present there is little oatmeal imported from the United States, yet, were there to be a shortage in the Canadian oat crop, the

United States millers would hold the key to the situation. The trouble is that, in the case of cereal milling, the millers' raw material is taxed to such an extent as to be detrimental to the industry in case of a shortage. The duty is 10 cents a bushel on oats. The United States miller makes a barrel of oatmeal out of 2 bushels, but the duty on oatmeal is not \$1.12 per barrel. It is only 70 cents. Hence the Canadian miller cannot procure oats sufficiently cheap to make oatmeal at a price to compete with the imported article. What should be done, is to increase the duty on oatmeal sufficiently to prevent such a state of affairs, should it ever come about.

A company to be known as the Montreal Steel Works, Limited, has been organized to acquire the business of the Canada Switch and Spring Company, Limited, of Montreal. The authorized capital of the new company is \$1,500,000.

THE PACIFIC EXCURSION

Important details regarding the proposed trip to the Canadian Manufacturers' Association to the Pacific Coast

A LETTER has been addressed from the Secretary's office to the members of the Canadian Manufacturers' Association, giving details regarding the proposed excursion to be taken by the Association to the Pacific Coast, and asking for the support of the members.

DATE

The excursion will take place immediately after the annual meeting in Toronto, September 17th and 18th, 1903. A special train will be placed at the disposal of the excursionists for twenty-one days, leaving Toronto on Saturday, September 19th, and returning on Saturday, October 10th.

ITINERARY

The routes have been selected to cover the important districts and the attractive points. The going and returning trips are indicated on the accompanying diagram.

| | |
|-------------------|----------------------------------|
| Leave Toronto, | 1.00 p.m., Saturday, Sept. 19th. |
| Arrive Winnipeg, | 11.45 a.m., Monday, " 21st. |
| Leave Winnipeg, | 2.00 p.m., Wednesday " 23rd. |
| Arrive Vancouver, | 11.40 a.m., Monday, " 28th. |
| Leave " " | 1.15 p.m., Wednesday " 30th. |
| Arrive Victoria, | 6.30 p.m., " " 30th. |
| Leave " " | 1.00 a.m., Friday, Oct. 1st. |
| Arrive Winnipeg, | 9.30 p.m., Thursday, " 8th. |
| Arrive Toronto, | 3.00 p.m., Saturday, " 10th. |

Three hours will be spent at Brandon, 10 at Strathcona, 24 at Banff, one each at Field and Glazier, 16 at Rossland, and 12 at Nelson, besides the stops at Winnipeg, Vancouver and Victoria.

PRIVILEGES

The Excursion is for members of the

Association *only*, though each may be accompanied by his wife or any members of his family. Tickets will not be sold to any others.

RATES

Tickets.—(Toronto to Vancouver and return). This rate depends upon the number of passengers as follows: For 120 passengers or more \$50; for 100 passengers or less than 120, \$60.

Berths.—For 21 days and 21 nights. Upper berth, \$40; lower berth, \$60; section complete, \$100; drawing room, \$150.

Note 1. This provides for sleeping accommodation during the entire trip.

Note 2. Excursion rates to Toronto (in connection with the Convention) may be secured by members living in other centres.

MEALS

Meals are extra as follows: Breakfast and lunch, *a la carte*. Dinner, \$1.00.

All members of the Association are urged to give their support to this excursion. It has been arranged for their special benefit in order to give them an insight into the

resources of the great North-West. Everything possible will be done for their comfort and enjoyment.

Whether the excursion is to take place or not depends on the number of members who will signify their willingness to go. An answer to this question, as contained in the letter, is asked for on or before July 15th next.

Berths in the sleeping cars will be allotted in the order of the replies received until all the lower berths and drawing rooms have been engaged.

FOREIGN TRADE NEWS

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies—A Liverpool firm well known to the Association for some time back desires to represent Canadian firms either as buyers or sellings agent. As selling agents they are particularly interested in linseed and linseed meal, mica, tallow, oils and similar products.

A London gentleman who is highly recommended to us as an agent desires to represent Canadian manufacturers of **Hardware, Builder's Ironmongery, Machinery and Manufacturers of Wood**. He already has a business connection with dealers in these different lines.

An importing agent in Mexico who has been established for 15 years desires to represent Canadian manufacturers and sends as reference a Mexico Chamber of Commerce.

Box Shooks—A firm of fruit shippers in Ealing, Eng., require a large quantity of Box Shooks cut to dimensions and wish to hear from Canadian manufacturers who can fill orders.

A wholesale seed firm in Surrey, Eng., requiring large supplies of wooden boxes, cut to specified sizes, have asked to be placed in touch with Canadian shippers of box shooks.

Brushes—A Glasgow firm of manufacturing agents, already representing Canadian manufacturers, desires to correspond with shippers of the above with the end in view of representing them in Great Britain.

Application has been made by a London firm for the addresses of the leading houses in Canada dealing in brushes.

Brush Boards and Backs—A correspondent at King's Lynn, England, desires to purchase the above for cash against shipping documents. He asks for quotations delivered at London or Liverpool.

Calf Skins, Russet and Dressed Box—

A London firm of manufacturers agents desire to procure the sole purchasing agency of a Canadian shipper of the above.

Casein—The addresses of casein manufacturers in Canada are asked for by a firm in Scotland.

Chairs, Wood and Cane Seat—A merchant in Antigua, B.W.I., known to the Association and carrying on since 1850 a wholesale and retail business, desires to purchase the above. He asks for quotations, f.o.b. St. John and Halifax. Canadian references are sent and payment will be made by sight draft on New York.

Chair Material—A London firm of manufacturers' agents possessing a long experience and large connection would like to represent a first-class Canadian producer of chair materials.

Cheese—An import and export house at Malmo, (Sweden), has asked to be furnished with a list of leading Canadian shippers of cheese.

Crushers, Corn and Cob—A wholesale and retail merchant established since 1850 in Antigua, B.W.I., desires to procure corn and cob crushers, 1 horse gear. He sends Canadian references and payment will be made by sight draft on New York.

Desks, Roll Top—A commission agent in Wolverhampton desires communication with shippers of roll top desks.

Doors and Lumber—A London timber merchant desires names of Canadian manufacturers who can supply doors, shelving, carpenters' clear pine, poplar, etc.

Doors and Sash—A correspondent at King's Lynn, England, desires to purchase the above for cash against shipping documents. He asks for quotations delivered at London or Liverpool.

Doors, Windows and Sash—A merchant in Antigua, B.W.I., known to the Association and carrying on a wholesale and

retail business since 1850 desires to purchase the above. He asks for quotations, f.o.b. St. John and Halifax. Canadian references are sent and payment will be made by sight draft on New York.

Duck—A merchant in Georgetown, Demerara, desires to procure Canadian duck.

Enamel and Tinware—A Glasgow firm of manufacturing agents already representing Canadian manufacturers desires to correspond with shippers of the above with the end in view of representing them in Great Britain.

Flour, Wheat—An import and export house at Malmo, Sweden, has asked to be furnished with a list of leading Canadian shippers of wheat, flour, etc.

Fruit and Vegetables—(1) A firm of London brokers already engaged in the Canadian trade and able to furnish Canadian references seeks additional agencies in evaporated apples, canned fruit and vegetables.

(2) A firm in London already handling Canadian goods desires to purchase canned fruits and vegetables in Canada. They send good Canadian references.

(3) A London firm of manufacturers' agents desire to procure the sole purchasing agency of a Canadian shipper of canned fruits and vegetables.

Furniture, Rattan—Application has been made by a London firm for the addresses of the leading houses in Canada dealing in rattan (reed) furniture.

Handles—A Wolverhampton firm has forwarded to the Association a case of 27 different wooden handles which include, pick, axe, hatchet, hammer, sledge, shovel handles, etc. Our correspondents are in a position to buy large quantities of the different samples and we hope our members will make use of the same. The firm comes highly recommended to us.

Handles — Broom—(1) A Bristol house is prepared to contract for supplies of broom handles and invites correspondence from Canadian producers.

(2) A correspondent at King's Lynn, England, desires to purchase the above for cash against shipping documents. He asks for quotations delivered at London or Liverpool.

Handles, Spade and Shovel—An enquiry has been received from Berwick-on-Tweed for names of Canadian lumber houses in a position to export 32-inch spade and shovel box or D handles (English pattern); also shovel stems 32, 29 and 34 x 1½ inch diameter.

Hay and Potatoes—A London house wishes to hear from Canadian shippers of hay and potatoes; first-class references.

Leather—A firm of wholesale leather goods manufacturers in Liverpool desires to procure dressing leather, light hides, or the offal of same. Good business to be developed if the right kind of goods are found.

Lobsters—A London firm of agents and brokers for the sale of provisions asks to be furnished with names of packers of lobsters in the Maritime provinces of Canada.

A firm in London already handling Canadian goods desires to purchase the above in Canada. They send good Canadian references.

Lumber—A London merchant desires to purchase carpenters' clear pine, poplar and hickory.

Maple Syrup—A firm of wholesale general merchants established in London since 1882 desire to purchase large quantities of maple syrup done up in 1 and 2 lb. tins. They ask for quotations, c.i.f., London, and also f.o.b. Canadian port, and send good references and state that payment shall be made against document at 30 days.

Meats, Canned—A firm in London already handling Canadian goods desires to purchase the above in Canada. They send good Canadian references.

Mica—A Dundee firm of mica merchants wishes to be put into communication with Canadian producers of mica.

Oil, Corn and Cotton Seed—A merchant in Stockholm, Sweden, desires to correspond with shippers of the above. He states that these goods are now procured in large quantities from the United States, and he would like to make Canadian connections. He sends a London house as reference.

Oils, Lubricating, Cylinder and Burning—An oil merchant in Glasgow and Liverpool desires to procure the above and asks for lists of tests and prices delivered.

Peas, Bottled—A London firm of manufacturers' agents desire to procure the sole purchasing agency of a Canadian shipper of the above.

Piano Key Boards—A London manufacturers' agent asks to be placed in touch with Canadian manufacturers of bass wood piano key boards.

Pork, Salted—A merchant in Stockholm, Sweden, desires to correspond with shippers of the above. He states that these goods are now procured in large quantities from the United States, and he would like to make Canadian connections. He sends a London house as reference.

Raspberry Pulp—A wholesale firm of general merchants doing business in London since 1882 desires to procure raspberry pulp and other fruit pulps in large tins. They send references and state that payment will be at 30 days against documents. They ask for quotations c. i. f. London and f.o.b. Canadian port.

Rings—Bull—A firm of hardware manufacturers at Withywood, England, established 1760, desires to purchase wrought copper bull rings, outside diameter, 2½ x 5-16; 2½, 2¾ and 3 x ¾. Prices per gross delivered f.o.b. port are asked for in lots of 200 dozen assorted.

Salmon—An import and export house at Malmo, Sweden, has asked to be furnished with a list of leading Canadian shippers of salmon.

School Slates—A well known firm in Christiania, Norway, desires to purchase the above and asks for samples and quotations f.o.b. New York.

Screen Frames—A Liverpool house desires to purchase portable white wood screen frames, suitable for enameling and covering with material.

Sheep Skins, Tanned—A London firm of manufacturers' agents desire to procure the sole purchasing agency of a Canadian shipper of the above.

Shelving—A London merchant desires to purchase the above.

Skewers—A well known firm in Christiania, Norway, desires to purchase the above and asks for samples and quotations f.o.b. New York.

Iron Standards for Fencing—A wholesale and retail merchant established since 1850 in Antigua, B.W.I., desires to procure iron standards for wire fencing, 4 feet high, above ground. He sends Canadian references and payment will be made by sight draft on New York.

Syrup, Cane Sugar—A merchant in Stockholm, Sweden, desires to correspond with shippers of the above. He states that these goods are now procured in large quantities from the United States, and he would like to make Canadian connections. He sends a London house as reference.

Timber—A Wolverhampton commission agent desires to procure cheap timber for machine chopping and bundling firewood.

Whips—Application has been made by a London firm for the addresses of the leading houses in Canada dealing in whips.

Wood Pulp—A Liverpool correspondent desires to handle on commission all kinds of wood pulp in cargoes to all United Kingdom ports, particularly Manchester and asks for quotations c.i.f. He sends references and is willing to accept business on the usual terms or would consider any proposals as to guaranteeing buyers or acting as buying agents.

Wooden Ware—A Glasgow firm of manufacturing agents who already represents Canadian manufacturers desires to correspond with shippers of the above with the end in view of representing them in Great Britain.

Woodenware, Household—A correspondent at King's Lynn, England, desires to purchase the above for cash in receipt of shipping documents. He asks for quotations delivered at London or Liverpool.

Yarns—A correspondent in Walthamstow, about to emigrate to Canada and carry on the manufacture of knitting hosiery and underclothing, desires to purchase 2, 3 and 4 ply yarns for the above purpose.

THE CANADIAN COMMERCIAL AGENCY IN BIRMINGHAM

The new offices of the Canadian Government recently opened in Birmingham have already found many firms enquiring about the developments of Canadian business, and we have pleasure in publishing below a list of the different enquiries that have already been made at that office.

A large user of Canadian Red Pine Deal, would like to form a connection with saw millers in Canada.

A firm using 5,000 to 10,000 tons of lead from time to time, would like to be put in touch with lead mines.

A firm in Manchester would like to be placed in direct communication with exporters of cheese, butter, eggs and bacon open to act as agents, or sell on commission, or would purchase.

Two firms wish to purchase quantities of shovel, axe, mallet and other handles.

A firm using about 25,000 barrels of potash per annum would like to hear from exporters. Must be best sort.

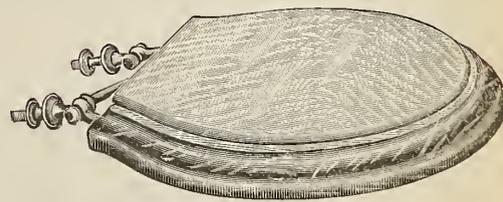
A firm who can handle 250 to 300 barrels of flour per day, would like to hear from a mill who could supply that amount.

A firm of commission merchants wishes to handle for the midlands all sorts of canned goods, fruit pulp, pickles in bulk, catsups and maple syrup.

For Home and Export Trade.

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HIGH AND LOW TANKS



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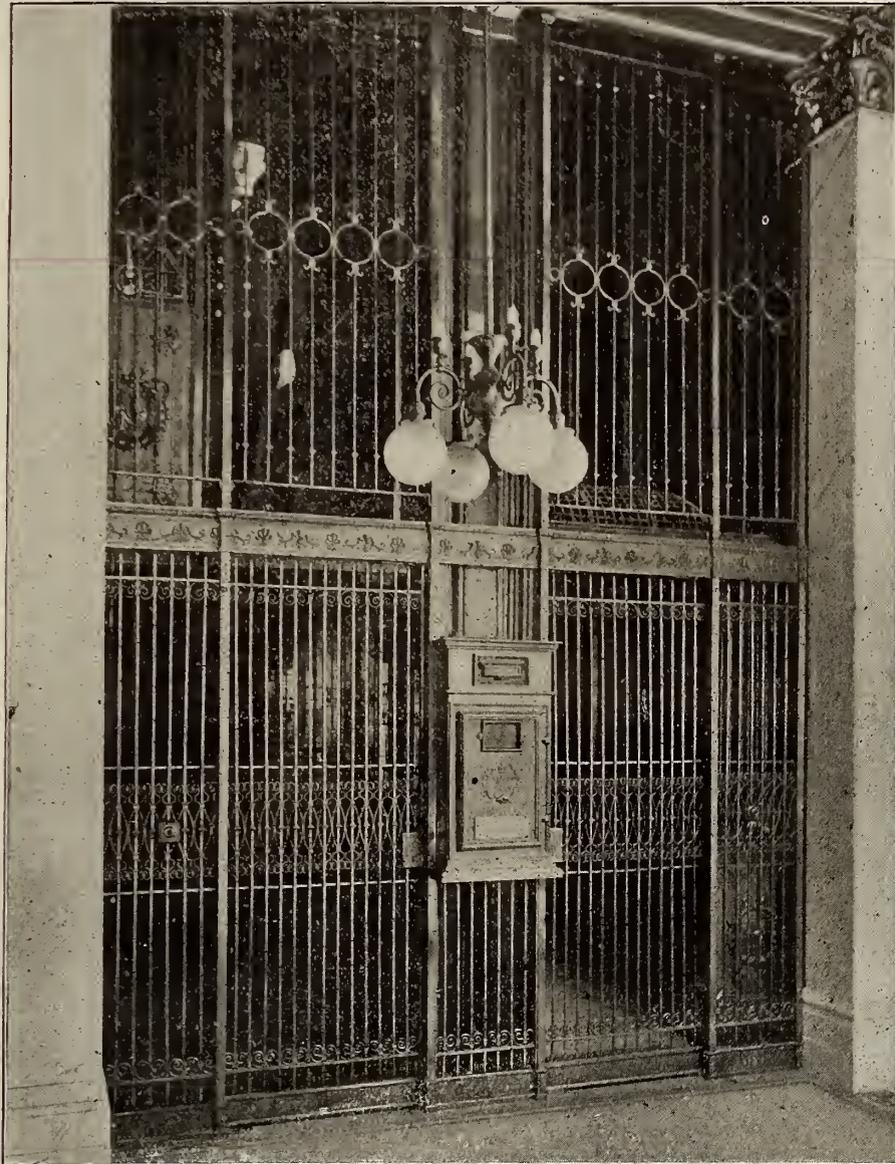
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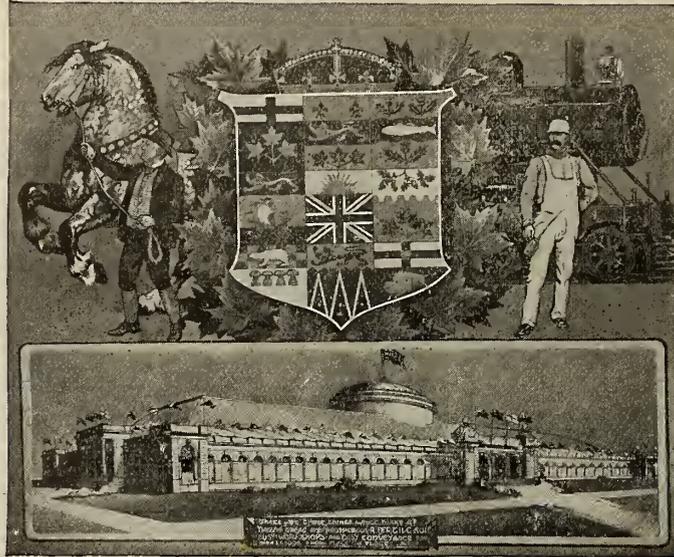
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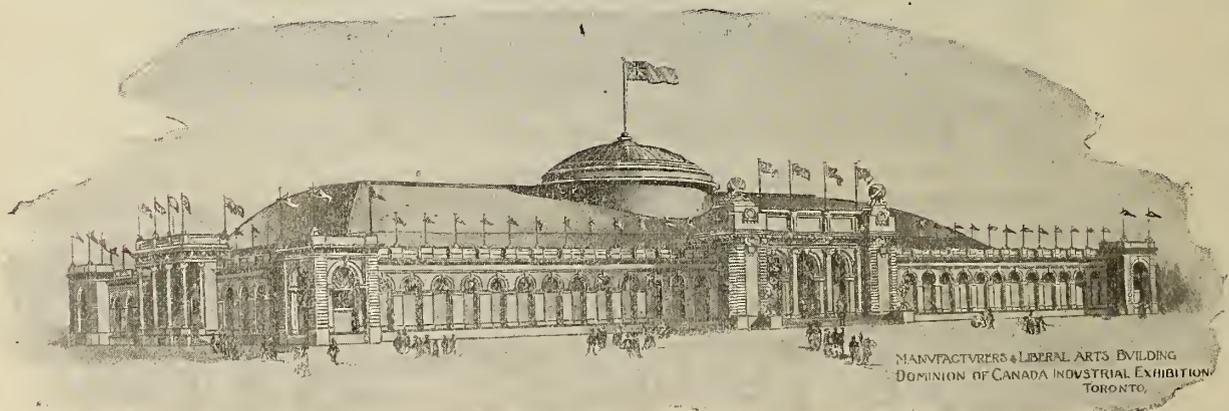
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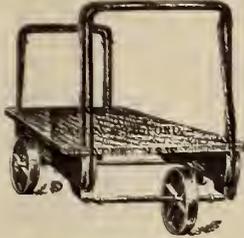


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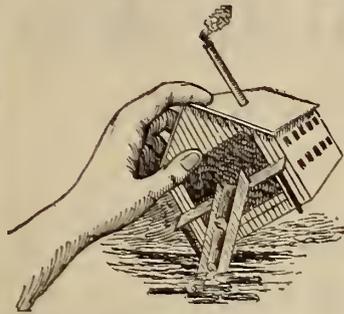
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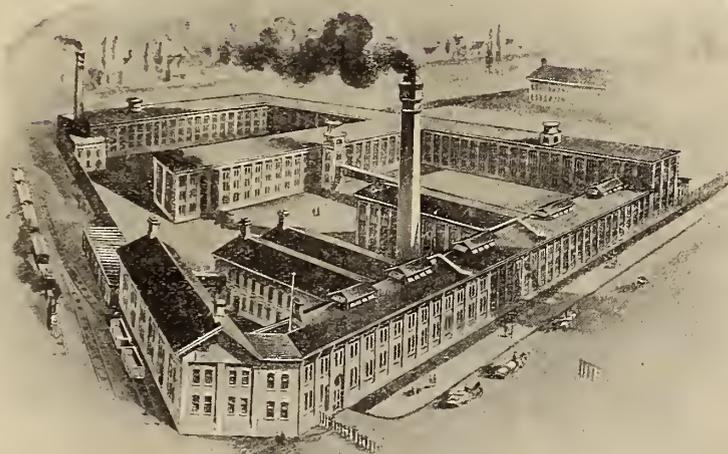
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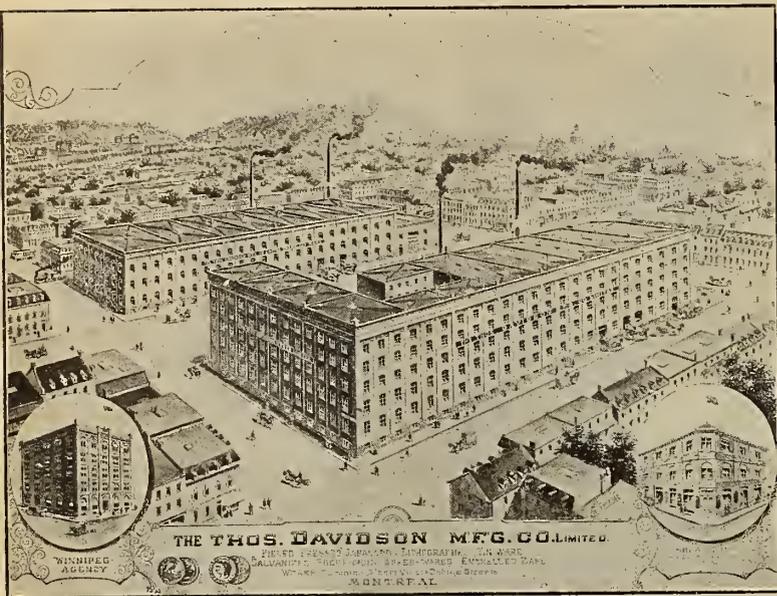


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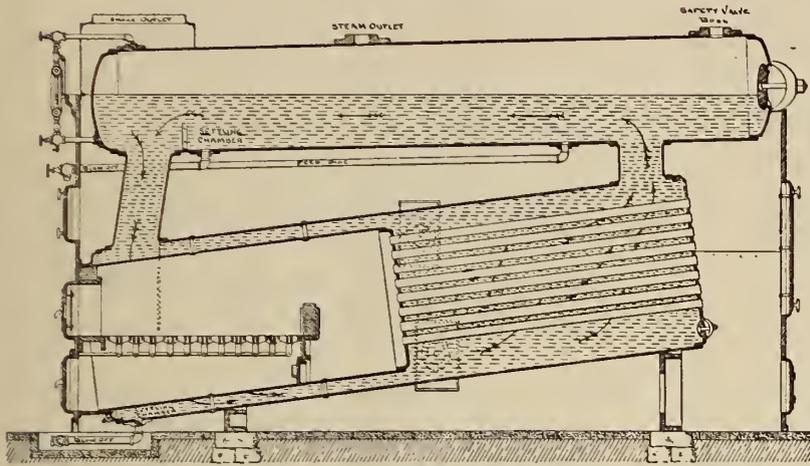
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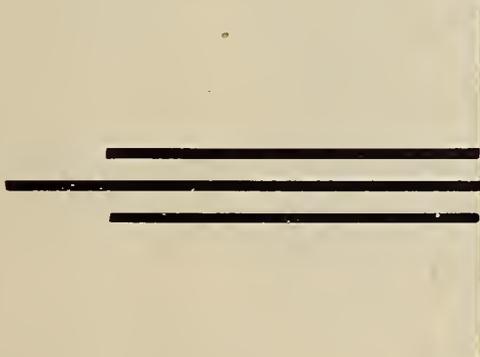
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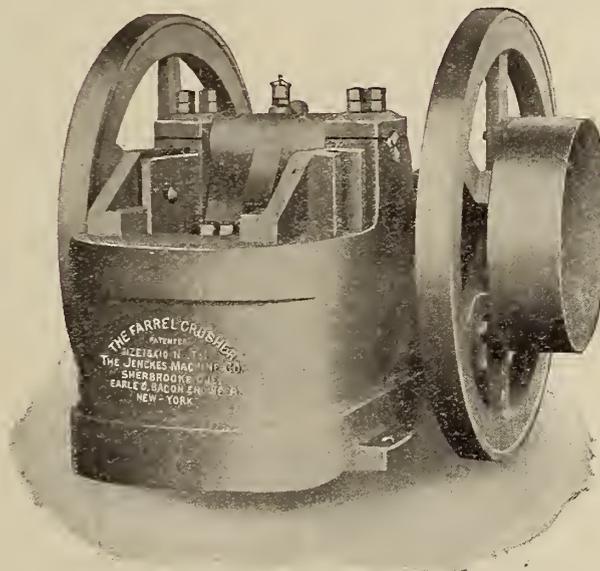
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No. 12

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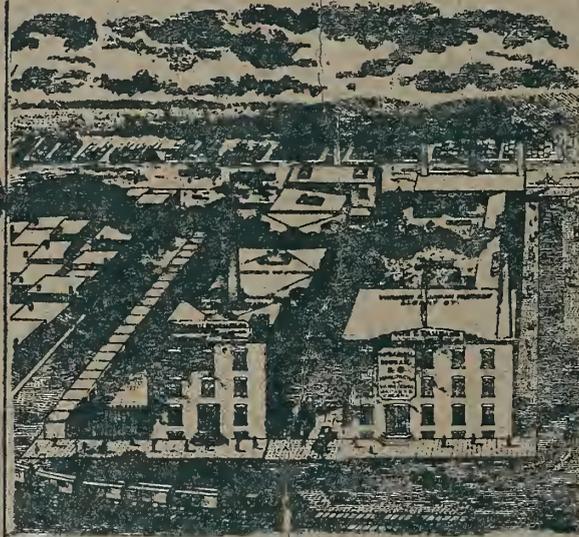
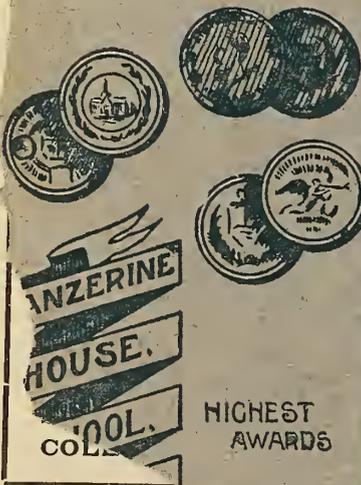
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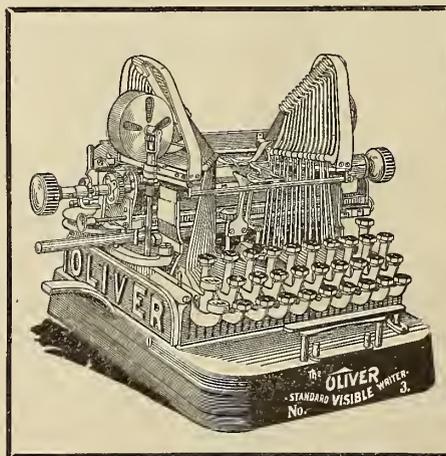
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ISSUED BY

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(INCORPORATED)

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TORONTO, JULY, 1903.

No. 12

## Industrial Canada.

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

Industrial Canada circulates to

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2. The British Consuls, the world over.
3. Chambers of Commerce in the United Kingdom.
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Secretary,

Canadian Manufacturers' Association,  
(Incorporated)

Head Office, Toronto, Canada.

### TWO EMINENT SPEAKERS

THE attention of the members of the Canadian Manufacturers' Association resident in Toronto and the surrounding district is directed this month to the Annual Meeting of the Toronto Branch which is to be held on the 10th of July next. In connection with this meeting, there is to be a dinner at which the principal speaker will be Mr. Clinton Rogers Woodruff, the Secretary of the National Municipal League of the United States. This gentleman has been for several years associated with the movement in the great American Republic towards the solutions of questions of Municipal Government and Citizenship. He holds numerous important offices in various associations which have in view the elevation of American civic life. He is also a writer of no mean ability and contributes valuable articles to some of the more important monthly reviews of the United States. In fact he is a man whose visit to Toronto is a distinct compliment to the city and no less so to the Manufacturers' Association. Our members should not fail to be present at the gathering at which Mr. Woodruff is to speak, and we have no hesitation in saying that they will be in no wise disappointed with what he will say on that occasion.

The second guest at the dinner is to be Professor Goldwin Smith, a man so well-known to Canadians that he requires no in-

roduction from us. His wide learning and his keen insight into all manner of social and municipal questions renders any opinions that he may express on present day problems exceedingly valuable.

With two such speakers as Mr. Woodruff and Prof. Goldwin Smith those who attend the banquet will be richly repaid. We bespeak for the coming meeting the support of all members and trust that both the business meeting and, later, the Annual Banquet, will be largely attended.

### WOOLLEN MILLS IN THE NORTH-WEST.

THE last number of INDUSTRIAL CANADA contained quite a long list of manufacturing industries in operation in Brandon. The *Brandon Times*, of June 11, says that another industry is to be added to the number. A company under the management of B. N. Fraser, a practical woollen man, will establish in Brandon a woollen mill to manufacture yarns, blankets, flannels, etc. It is expected that the factory will be in operation in about two months and fifteen hands will be employed at the start.

It is also announced that Ontario capitalists are about to establish a woollen mill at Medicine Hat in the Territory of Assiniboia, employing about forty hands at the start. Medicine Hat is in the centre of a great ranching country, very suitable for raising sheep, so that there should be no difficulty in getting local supplies of wool. Natural gas has been discovered in the vicinity of Medicine Hat; and the citizens of that town claim that this should make it a very desirable location for manufacturers.

If adequate protection is given to all Canadian industries, the people who believe that the Canadian Northwest must always be a purely agricultural country will be astonished at the number of factories that will start up in the towns of Manitoba, the Northwest Territories and British Columbia within a few years.

### INDUSTRIAL POSSIBILITIES OF ALBERTA

NO part of Canada has more to gain from the adoption of a policy of adequate protection than Alberta. The farms of Alberta are very far from the

markets of both the United Kingdom and the United States. Distance from markets means high charges for transportation which eat up the farmer's profits. Not only must the farmer pay the railway and the steamship companies to carry his products across the continent and over the ocean, but the merchants must pay high freight rates on all the goods they have to sell, and consequently they must charge the farmers higher prices for these goods.

The remedy is to bring the factories and farms closer together. If the fertile farm lands of the Canadian Northwest could be lifted up and set down close to the great manufacturing centres of England or the United States the whole question of transportation could be quickly settled and the farmers would soon grow rich. The farms cannot be moved closer to the factories, but factories can be brought closer to the farms.

Alberta is naturally well adapted for the development of manufacturing industries. There are extensive coal areas in both Northern and Southern Alberta and the Crow's Nest coal mines of British Columbia are not far distant from Southern Alberta. Edmonton, which seems destined to be one of the great manufacturing and distributing cities of the Canadian Northwest, has coal right at its doors. Imagine what the province of Ontario would give for Alberta's coal! A great variety of raw materials can be obtained from the territory of Alberta itself and the eastern sections of British Columbia. It may be noted that raw materials brought by rail from the mountains to the towns of Alberta will have the advantage of the down grade which should make transportation less expensive.

If the Canadian protective tariff is raised as high as that of the United States Alberta will not have to wait long for factories. The

### NOTICES

Executive Council Canadian Manufacturers' Association—regular monthly meeting, Board of Trade Building, Toronto, Thursday, July 16th, at 2 p.m.

Montreal Branch Executive—Association Rooms, Temple Building, Thursday, July 9th, at 2.15 p.m.

manufacturers of the United States, who under our low tariff are able to sell many millions of dollars worth of goods in Canada every year, will begin to look for sites in the Dominion for branch factories as soon as the tariff is raised and a district having such great natural advantages as Alberta cannot fail to attract some of them.

Of course it is not to be expected that all the needs of Alberta will be supplied by local factories under a system of high protection. Considerable quantities of goods from the factories of Eastern Canada will be sold, but the local factories will have the advantage of saving the long railway haul.

An industry for which Alberta appears to possess peculiar natural advantages is the manufacture of woollens. Ontario woollen manufacturers are now using considerable quantities of wool produced in the ranching country of Alberta near the foothills of the Rocky Mountains and the flocks are rapidly increasing.

The development of mining and manufacturing industries in British Columbia is also of great importance to the farmers of Alberta. The farms of British Columbia do not produce enough to feed even the present population and large quantities of agricultural products are imported from the United States in addition to the supplies obtained from Alberta. A policy of high protection that would develop the mining and manufacturing industries of British Columbia and at the same time shut out American farm products would be very beneficial to the farmers of both Alberta and British Columbia.

#### UNPRECEDENTED PROSPERITY OF THE UNITED STATES.

IN considering the value of the tariff of 1897 as a means of protecting home manufacturers it is necessary to bear in mind the extraordinary prosperity that has prevailed in the United States ever since that tariff was adopted. Some figures regarding the progress of the United States during the last five years published by the New York Commercial Advertiser are worth quoting :

The bank and trust company deposits increased \$4,000,000 or \$1,000,000 more than they gained in 23 years before.

Bank clearings went up \$61,000,000,000 or \$59,000,000,000 more than they gained in eleven years before.

Money in circulation increased \$600,000,000 as much as the whole gain of 18 years before.

Production of iron increased 8,000,000 tons, equal to the gain in 28 preceding years.

Production of coal increased 100,000,000 tons, as much as the gain of 17 years before.

The increase in freight carried one mile by railways, 52,000,000,000 tons, more than equalled the gain in the previous 14 years.

Such extraordinary development has created an immense home demand for all kinds of manufactured goods and the manufacturers of the United States have been busy filling home orders. It must be evident to every Canadian business man that American manufacturers do not offer such dangerous competition to Canadian manufacturers during a period of extraordinary prosperity as they would do during a time of depression. Why should they sell goods at cost price in Canada when they can sell them at a good profit in the United States? But when hard times come there will be a different story to tell. The capacity of the machinery in the mines and industrial establishments of the United States has been greatly increased in order to meet the extraordinary home demand for manufactured goods. When the home demand becomes normal the manufacturers of the United States will begin to seek foreign markets in earnest. Will the Canadian tariff of 1897 afford sufficient protection for our industries when that time comes? We think not.

#### THE INTERDEPENDENCE OF INDUSTRIES.

THE recent slump in the stock market furnishes a good illustration of the interdependence of industries and the various branches of commerce dependent on them. It is almost impossible to seriously depreciate the market price of an important industrial stock without affecting others. At the beginning of the bear movement it was generally believed that only one or two Canadian stocks would be seriously affected. It is probable that some of those who aided in depressing these securities have lost heavily by the depreciation of other stocks which declined in sympathy, for nearly all the stocks listed on the exchanges have been affected. And even business men who have never speculated or invested in stocks have felt the evil effects.

If a slump in the prices of industrial stocks can have such a widespread influence while the industries which they represent are in full operation imagine what the effect would be if a number of Canadian industries should suddenly close down as the result of insufficient protection, throwing thousands of men out of employment. Banks, railways, insurance companies, and loan companies throughout the country would suffer serious losses; men interested in various enterprises not directly affected would grow over-cautious and curtail their operations; new undertakings would be postponed; building operations would to a great extent cease; the demand for labor would fall off; many retail merchants would fail; and a general feeling of want of confidence would be created which would make it hard to do business in any line of trade.

Manufacturers who have sufficient protection for themselves sometimes think that it makes no difference to them whether other industries are protected or not. But one industry depends upon another even when they seem to have no connection.

#### CANADIAN MONEY FOR CARNEGIE

WE hear a great deal about the money that Mr. Andrew Carnegie has given to Canada, but nothing about the millions of money which Canadians have sent to Mr. Andrew Carnegie. Last year Canadians sent to the United States about twenty-five million dollars for iron and steel and manufactures of iron and steel. A very large part of this went directly or indirectly to the United States Steel Trust from which Mr. Andrew Carnegie derives most of his wealth. Of course all these millions did not represent profits for Mr. Carnegie and his associates in the United States Steel Trust. The greater part of the money was paid out in the United States in wages to workingmen, in renewing machinery, in purchasing raw materials and in other ways, but the profits on the steel sold to Canada during the last twenty years would build a great many libraries. The best reply to Mr. Carnegie's sneers about Canada would be to make the Canadian tariff on iron and steel and manufactures thereof as high as the United States tariff. The effect of thus raising our tariff would be to build up in Canada great iron and steel industries which would give employment to thousands of Canadian workmen and keep in circulation in the Dominion many millions of money which we now send to the United States.

But iron and steel and manufactures thereof are not the only things that require higher protection. Canada bought from the United States last year about \$115,000,000 worth of merchandise and sold to the United States about \$47,000,000 worth of merchandise. The population of the United States is estimated to be about eighty millions and the population of Canada about six millions. Assuming that the average household in Canada and the United States includes five persons, Canada's purchases from the United States last year averaged over ninety-five dollars per household, while the average American household bought less than three dollars' worth of Canadian products. What is the reason for this extraordinary difference? The United States has a high protective tariff, while Canada has a low protective tariff. Every believer in fair trade will say that the Canadian tariff should be made as high as the United States tariff. Such an increase of the Canadian tariff would not show enmity to the United States. It would not excite any hostility in the United States. The average American would simply say, "Those Canadians have more sense than I thought they had," at

the big American manufacturing concerns that are now making millions of dollars' worth of goods for Canadian consumption would hasten to establish branch factories in Canada, giving employment to many thousands of Canadian workmen and creating a profitable home market for Canadian farm products.

#### A BALANCE AGAINST CANADA.

AN Ottawa special to the *Toronto Globe* of June 12 stated that the aggregate foreign trade of Canada for the eleven months ending May 31, amounted to \$386,337,277, an increase of \$37,632,192, as compared with the same period of last year. There would be more cause for jubilation over these figures if there were not a balance of trade against Canada. The imports were valued at \$196,961,653 and the exports at \$189,375,624, so that the balance of trade against Canada was \$7,586,029. For the same period of the preceding fiscal year the imports were valued at \$175,779,140 and the exports at \$172,925,945, the adverse balance against Canada being \$2,853,195. Thus the unfavorable balance is nearly three times as great for the eleven months ending with May 31 as for the same period of the previous year.

To get at the true business situation we should add to the amount paid for imports the interest paid on Dominion, provincial and municipal debts to money lenders in other countries and the interest and dividends on bonds and stocks of Canadian railway and industrial enterprises held abroad, setting against such payments, of course, the income received by Canadians from foreign investments. The amount paid by Canadians to British and foreign steamship companies must also be taken into consideration.

In the United States it is thought that the value of exports of merchandise in excess of imports of merchandise should be sufficient to at least offset the interest and dividends on American securities held abroad, the freights paid on foreign ships, and the amounts expended by Americans travelling in foreign countries.

An American writer has said that it is as foolish for a nation to add its imports and exports together and boast of its large foreign trade as it is for a man to add his income and expenditures together and boast of his prosperity without considering whether the income is equal to the expenditure.

It may be noted that for the ten months ending with April, the United States had a favorable balance of \$359,384,747 in its trade with foreign countries.

Canada will not be in a sound commercial position until we have a balance of gold coming in instead of going out every year.

#### IMPORTANCE OF SMALL INDUSTRIES

A MANUFACTURER in one of our small towns asked a certain politician to support a proposal for increased protection. "How many men do you employ?" asked the politician.

"Fifty," said the manufacturer, "but I am afraid I will have to discharge most of them as soon as hard times begin in England and the United States, for the manufacturers of those countries will then begin to slaughter their surplus stocks in the Canadian market."

"It would pay the country better to bring your fifty men to Ottawa and board them at a first-class hotel than to give you increased protection," said the politician.

"Well," said the manufacturer, "if you followed the same plan with every Canadian industry employing not more than fifty men, the city of Ottawa would have an enormous increase in population and you would have to build a great number of hotels. In our little town there are quite a number of industries, but only one of them employs more than fifty hands. Altogether there are some hundreds of workmen employed in the town and they have families dependent on them who help to swell the population. What is true of our town is true of many other little towns and villages throughout the country. It is true also that there are many city industries that employ less than fifty hands. What would you do with the families of the workmen whom you propose to board in Ottawa hotels at the public expense? Would you let the women and children stay at home and starve? How would you compensate the merchants who sell them food, clothing and household furniture? Would you pension the tailors, dressmakers and milliners who make their clothes? Would you pay the doctor's bills and the salaries of the school teachers and ministers? Would you buy the eggs, butter, vegetables and fruit that the farmers now sell to these people?"

Many politicians seem to forget the old saying that "many a little makes a muckle."

There are many little industries in cities, towns and villages throughout the country which seem of small importance when looked at individually, but altogether they provide employment for a great many people, create a valuable home market for the farmers, make business for the merchants and keep in circulation in Canada many millions of dollars which would go out of the country if they were wiped out of existence.

The little industries as well as the big ones require more protection and they should not be forgotten in the revision of the tariff.

#### MR. CHAMBERLAIN'S EXPECTATIONS.

A NUMBER of the Canadian Liberal newspapers are taking the ground that Mr. Chamberlain has started his campaign in favor of Imperial Preferential Trade with the idea that it means free trade within the Empire, and they argue that it will come to nothing because Canadian manufacturers will not agree to the abolition of the protection against British goods.

It is altogether improbable that so shrewd a man as Mr. Chamberlain would undertake to revolutionize the British fiscal system without making some enquiry as to what the colonies are willing to do.

He must know that the politicians of both political parties in Canada are now committed to a policy of protection for home industries. The statement of Hon. Mr. Fielding should certainly be accepted by Liberal newspapers as proof that Mr. Chamberlain does not expect the colonies to agree to free trade within the Empire at the present time. Mr. Fielding recently made the following statement in Parliament

"Several years ago Mr. Chamberlain took the position that a mutual preference such as was sought by us could only be obtained by our adopting in the colonies a policy of free trade. We told him frankly that, so far as Canada was concerned, we could not agree to that. What he proposes to-day is a mutual preference, in which there shall be moderate duties on our side and moderate duties in England on those things upon which she cares to have them."

Since Mr. Chamberlain began his campaign, Hon. C. C. Kingston, Minister of Trade and Customs for the Australian Commonwealth, has stated that the Commonwealth *might give a preference to Great Britain by maintaining existing duties levied on British products and raising them against foreigners*. A similar statement has been made by Premier Seddon of New Zealand. These statements have been widely published by British newspapers. Mr. Chamberlain has undoubtedly read them, but he continues to speak as if there were no doubt that the colonies would support his policy. Is it not probable, therefore, that the plan he has in mind is one on the lines proposed by the Australian Minister of Trade and Commerce.

The position of the Canadian Manufacturers' Association on this question is well known. The policy favored by the Association is to raise the general tariff so high that when a preference is granted to British manufacturers, the minimum duties will be sufficient to safeguard Canadian industries.

It has been argued by some of our Canadian newspapers that such a preference would be useless to the British manufacturers. It would be as reasonable to say that the British manufacturers would gain nothing by the reduction of the United

States tariff to nearly the level of the present Canadian general tariff.

The most striking fact in Canadian trade statistics is the extent to which British manufactured goods have been crowded out of our market by American and German competition. The most important effect of raising the tariff so high that many lines of goods manufactured in the United States and Germany would be almost entirely shut out of the Canadian market, would, be to stimulate manufacturing enterprises in Canada, but British goods would to a considerable extent replace American and German goods. If the manufacturers of the United Kingdom secured one-half of the money that Canadians now pay for goods made in the United States and Germany, it would mean a large increase in British exports to Canada. It should be remembered, too, that Canada is now growing rapidly in population, and the growth would be greatly increased by a preference in the British market. Mr. Chamberlain is looking to the future. Per head of population the people of Canada buy far more from British manufacturers than the people of the United States do, and any policy that has the effect of stimulating the emigration of farmers from the United States to Canada, as a preference for Canadian farm products would undoubtedly do, would cause a proportionate increase in British exports.

Any careful reader of Mr. Chamberlain's recent speeches must see that he is appealing to the rapidly growing British sentiment against the competition of German and American goods in the British home market. Mr. Chamberlain knows very well that he cannot carry his policy to a successful issue without the support of the manufacturers and workingmen. In asking them to co-operate with him he lays great stress on the danger of American competition during a period of hard times. It may be taken for granted, therefore, that Mr. Chamberlain intends to give protection to British manufacturers as well as to British farmers, and it may be expected that the preference given to the colonies will apply to the duties on manufactured articles as well as on farm products.

It is generally assumed in Canada that Canadian farm products only are to get a preference in the British market and that the manufacturers are to be asked to make great sacrifices for the sake of the farmers. The whole situation is altered if it be granted that Canadian manufactures are to receive a preference also, that in fact they are to have protection in the British market as well as in the Canadian market.

Taking this view of the case it is easy to see that if the general tariff of Canada were raised as high as the United States tariff, giving almost absolute security against unfair German and American competition in our home market, while Canadian pro-

ducts of all kinds received a preference in the United Kingdom and the other colonies, our manufacturers would be in a better position to endure British competition than they are at present. Just what preference we could afford to give British goods under such circumstances would to some extent depend upon the measure of preference given to Canadian goods in the British market. In any case the minimum duties must be high enough to thoroughly safeguard all Canadian interests. The best way for Canadians to help the Empire at the present time is to make Canada strong and great. A powerful Canada will be a source of strength to the Empire. A weak Canada would be a source of danger.

### THE SPECULATION EVIL.

AS a general rule a manufacturer does not speculate upon the stock market. He realizes that he has enough to do to watch his own business, and in nine cases out of ten he is precluded from gambling by the fact that his money is all tied up in bricks and mortar.

But, nevertheless, he is interested in this matter of stock speculation, for during the past few years the fever has spread through every town and city in Canada, and in some cases the manufacturer has found quite recently that "credit" merchants have been speculating with his money. That is as dangerous as having a "credit" customer who does not keep his stock insured. It is a point that no manufacturer can afford to ignore, and on that account it is important to notice that Mr. Henri Bourassa, M.P., has recommended that stock gambling could be constituted a crime. That is perhaps not feasible, but nevertheless the aptitude of a man's adopting this financial policy must hereafter be duly reckoned with in the estimation of his financial standing.

It is interesting to read what the General Manager of the Sovereign Bank said in an address in Montreal six months ago upon this matter:

*"I have spoken longer than I intended, but with your kind indulgence I will refer for only a moment to my one other point. I would not do so, but for the fact that I am impelled by a sense of duty, which this opportunity perhaps renders more than ordinarily incumbent. I will refer to the subject of stock speculation. Gentlemen, you have no idea of the extent of this pernicious evil, it exists in banks, wholesale houses, shipping offices, and even amongst the farming community, and I feel that a word of warning may not be out of place here. For the benefit of the young men of the commercial world, I would say that I have never known a man of ordinary ability who worked hard and attended strictly to his own business that did not make a success, whereas it has been the experience of most of us to know men of*

more than average ability and brains to be swamped in the vortex of the stock markets, who might have been princes among merchants had they devoted their energies and abilities to the business they understood.

*"Canada holds out inducements to the young man to-day that cannot be excelled, if indeed equalled by any country in the world. But to be successful he must learn to earn his bread by the sweat of his brow; he must learn some one line of business, stick to that and master it, and he must carve his way upward and onward by hard work, which is the only royal road to success. He cannot do this and have his mind on the stock market, but in these days it requires a strong will to resist the temptation to make some of the money for himself which he hears of others making so easily. It is characteristic of men to speak about their profits, but you seldom hear of their losses on the stock exchange. During the last two years, however, there has been such an enormous rise in the prices of certain stocks that certain men became rich beyond all their expectations, and many a merchant and trader, who had worked hard all his life, became dumbfounded at the apparent ease with which their fellow citizens accumulated fortunes, besides which the results of his years of labor and diligence paled into insignificance.*

*"Now, gentlemen, it is only fair to say that I think Montreal has suffered less in this respect than probably any other city in the Dominion, and I attribute this in a large measure to the conservative attitude of our local stockbrokers. I know a case in a western city where a broker carried \$25,000 worth of a non-dividend paying stock for a man whose salary was less than \$2,000 a year on a margin of \$1,000. He is probably carrying it yet, as the stock is unsaleable now at 30 points below what he paid for it. This is but one illustration of many similar cases which exist, and which are bound to lead to the financial ruin of many young men, if the period of depression in stocks is further prolonged.*

*"I do not wish to be misunderstood in this matter. Trading in stocks is just as legitimate as trading in dry goods or boots and shoes. The wholesale merchant buys goods on the expectation of selling them five or six months later and then takes notes, which he expects to be paid three or four months after that; he cannot tell whether he will get paid or not, and buys his goods wholly on his judgment of the future and expecting to sell out at a profit. But he has the advantage of years of experience; he knows his clients as well as his market and makes due allowance for emergencies. All that is part of his experience; and it is his business, and he is expected to know and understand it. But when he buys stocks and shares what does he know about them?"*

Nothing.

# EXECUTIVE COUNCIL

*Enthusiastic Meeting—Many Important Matters—Large Number of New Members Passed.*

THE regular monthly meeting of the Executive Council of the Canadian Manufacturers' Association was held in the Council Chamber, Board of Trade Building, Toronto, on Thursday, June 18th, 1903, at 2 p.m.

The following gentlemen were present: Messrs. John Bertram, Cyrus A. Birge, C. N. Candee, R. J. Christie, H. Cockshutt, E. B. Eddy, P. W. Ellis, W. K. George, W. P. Gundy, J. Hewton, R. Hobson, W. K. McNaught, James P. Murray, F. A. Ritchie, Thos. Roden, T. H. Smallman, John M. Taylor, Arnold W. Thomas, J. O. Thorn, C. R. H. Warnock, S. M. Wickett.

Mr. Cyrus A. Birge, president, occupied the chair.

Minutes of the previous meeting were taken as read.

## COMMUNICATIONS

A letter was read from the Honorable R. H. McCarthy, of Trinidad, accepting with pleasure the invitation of the Association to attend their annual meeting, and expressing his desire to assist in bringing about closer trade relations between Canada and the West Indies.

Reports of officers and committees were then received as follows:

## TREASURER

The report of the treasurer was read, in his absence, by the secretary, and was adopted upon motion of Mr. P. W. Ellis, seconded by Mr. W. K. George.

## SECRETARY

The secretary reported with regard to legislation at Ottawa and the Pacific Excursion. He also stated that he was arranging to visit the Quebec and Nova Scotia branches of the Association, and to be present at their annual meetings.

## FINANCE COMMITTEE

The report of the Finance Committee providing for the regular running expenses of the month was presented by the chairman, Mr. P. W. Ellis, and upon his motion, seconded by Mr. J. O. Thorn, was adopted.

## RAILWAY AND TRANSPORTATION

The report of the Railway and Transportation Committee was presented by the chairman, Mr. J. O. Thorn. This report is an important one and appears in full on another page. It was adopted on motion of Mr. Thorn, seconded by Mr. W. K. George.

## RECEPTION AND MEMBERSHIP

The report of the Reception and Membership Committee was presented by the chairman, Mr. S. M. Wickett. It dealt with a number of minor details in connection with the Pacific Excursion. Arrangements had been made by the railways interested whereby the members of the Association attending the Convention in Toronto, and also attending the excursion, may have their return tickets from Toronto extended until October 12. It was recommended that during the early part of July a circular should be sent to all the members who had not replied definitely regarding the excursion, and it was also recommended that a deposit of \$25 be requested for each reservation. This was considered necessary in view of the fact that the Association has to guarantee a certain sum to the railways.

Twenty-seven applications for membership were recommended for acceptance, the names of which appear in another column. The report was adopted on motion of Mr. Wickett, seconded by Mr. C. R. H. Warnock.

## COMMERCIAL INTELLIGENCE

The report of the Commercial Intelligence Committee was presented by the chairman, Mr. J. P. Murray. It reported that the assistance of the Dominion Government was being asked with regard to certain grievances in connection with the Canadian-South-African Steamship Service.

Arrangements were being made to meet the authorities from the University of Toronto, in order to bring about closer relations between the University and the business men, and to inform the University more fully of the requirements of the Canadian manufacturing industries at the present time.

The report was adopted on motion of Mr. Murray, seconded by Mr. Jno. M. Taylor.

## "INDUSTRIAL CANADA"

The report of the "Industrial Canada" Committee was presented by Mr. A. W. Thomas in the absence of the chairman. A satisfactory financial statement accompanied the report.

The committee had selected the Canadian Jewelry and Silverware Industry for the leading article in the next issue.

It was also considering the question as to whether or not the work of the Association should be reported to the members in a special bulletin issued once a month.

The report was adopted on motion of Mr. Roden, seconded by Mr. McNaught.

## PARLIAMENTARY COMMITTEE

The report of the Parliamentary Committee was presented by the chairman, Mr. P. W. Ellis, and upon his motion seconded by Mr. J. O. Thorn, was adopted.

The report outlined the stage of development reached by the various legislative measures introduced in the Federal and Provincial Parliaments. With all fairness to the workmen of Canada and acting even in their interests, the Association had taken a broad and strong stand on labor legislation. The time had come when employers in Canada must sever themselves from the domination of irresponsible bodies who have little or no interest in the industries of this country.

A scarcity of labor was still reported throughout the country, and the members of the Association have been advised of sources of supply in Great Britain. It was also found necessary to correct the slanderous statement made by Canadian organized labor that there was an over supply of workmen in Canada at present, and that the conditions here were uninviting. Canada offers comfortable homes and steady employment to the intelligent workmen of Great Britain. Prominent authorities in the Old Country had already interested themselves in the question, and everything possible is being done to supply the needs of the industries.

## ASSOCIATION FEE

The special committee with regard to the Association fee presented its report, recommending that the members should be consulted with regard to the adoption of a new basis instituting a graded fee in the Association. The suggestion was to be sent out by circular letter.

## TRADE INDEX

A special report was submitted on the compilation and advertising in connection with the new edition of the Canadian Trade Index, which showed satisfactory progress in every respect.

## BRANCHES

The reports from the Montreal and Toronto branches were presented, the former by the Secretary, the latter by Mr. W. P. Gundy, chairman. These reports were both formally received.

Mr. J. B. Port, of Perth, West Australia, then addressed the Council briefly, after which the meeting adjourned.

## TORONTO BRANCH

### Arrangements for Annual Meeting Completed.

THE regular meeting of the Executive Committee of the Toronto Branch was held on June 11th, the Chairman, Mr. W. P. Gundy, presiding. Other members present were Messrs. R. J. Christie, Robt. Crean, D. T. McIntosh and J. P. Murray.

#### EDUCATION BILL

At a meeting of the Executive held May 14 last a resolution was passed and forwarded to the Hon. Mr. Harcourt approving of the general principles of the Education Bill introduced by him in the Ontario Legislature. This provided for a single Education Board to take the place of the three at present existing—High, Public and Technical. A few days later Mr. Robt. Glockling, speaking for a deputation, stated that he represented the views of the Manufacturers' Association in opposing the transfer of the management of the Technical School to the new board. This was called to the attention of Hon. Mr. Harcourt, who replied that he was quite aware, when listening to Mr. Glockling, that the views of the manufacturers were not being correctly stated.

#### TAXES ON MACHINERY

A deputation consisting of Messrs. W. P. Gundy, J. O. Thorn, J. F. Ellis and Secretary Stewart, that had waited on the Municipal Committee of the Provincial Legislature re the exemption of machinery from taxation, reported that the privilege now enjoyed had been extended until December, 1904.

The Committee re Electric Power reported attending a meeting of Western Ontario Municipalities, held at the

Parliament Buildings on May 18th. A full report from this Committee will be made when the Bill now before Parliament is disposed of.

#### ANNUAL MEETING

It was decided that the Annual Meeting of the Branch should be held on July 10th next; that the business meeting should be called for 4.30 and that an adjournment should be made for dinner at 6.30. The Executive Committee recommends to the Annual Meeting of the Branch for adoption:

(1) That the Past Presidents of the Canadian Manufacturers' Association be not ex-officio members of the Toronto Branch Executive as at present.

(2) That the Past Chairman of the Toronto Branch be Ex-officio members of the Executive.

(3) That the Toronto Branch elect 15 members instead of ten as an Executive Committee.

(4) That five members of the Executive Committee constitute a quorum.

#### TORONTO BRANCH DINNER

For the dinner in the evening Mr. Clinton Rogers Woodruff, Secretary of the National Municipal League with headquarters in Philadelphia, and Prof. Goldwin Smith of this city have been invited. The evening will be devoted to the questions of Municipal Government and Citizenship. Mr. Woodruff is recognized as an authority on these questions all over the United States, and Prof. Goldwin Smith needs no introduction to Toronto manufacturers. It is expected that this gathering will be of a very interesting character.

## MONTREAL BRANCH

### Parliamentary Legislation Under Discussion.

A MEETING of the Montreal Executive was held on June 9 to co-operate in the support of Sen. Loughheed's bill in regard to foreign agitators coming into Canada. Hon. J. D. Rolland was in the chair. There were also present: Ald. Sadler, James Davidson, J. T. Hagar, C. W. Davis, Geo. E. Drummond, R. Munro, J. C. Holden, S. W. Ewing, J. E. Matthews.

The report of the first delegation to Ottawa was submitted by Mr. J. T. Hagar, who thought that the Association should be strongly represented at the postponed hearing. Messrs. S. W. Ewing and Geo. E. Drummond added to the report. It was decided that as many members of the executive as possible should go to Ottawa. A resolution was also passed inviting the co-operation of the Montreal Street Railway, the Montreal Heat, Light and Power Co., the cartage companies and the shipping

interests to co-operate with our Association in support of the Bill.

At the final hearing of the petitioners at Ottawa, Montreal was represented by J. T. Hagar, Col. Burland and the Montreal Secretary, who brought strong letters from the Montreal Street Railway, the Montreal Heat, Light and Power Co. and the cartage companies.

The Secretary has also been closely in touch with several of the Montreal Senators upon the matter, and if the Bill is brought up again in the Committee of the Senate it will not be wanting support from the representatives of Montreal in that body.

Sen. Beique has drafted an amendment strengthening the Bill in many particulars.

During the past month there has been considerable discussion in the Montreal newspapers upon the scarcity of labor in Canada and several of the papers have re-

futed the contention of the trades unions that we do not need any foreign mechanics in this country. Quite a number of our members have written to the Immigration Bureau in London and Liverpool stating their requirements. A number of English and Scotch mechanics who have arrived at Montreal have obtained positions through the office of the Association.

The following new members were admitted: The Diamond Flint Glass Co., the Stonewall Jackson Cigar Co. and the Peck Rolling Mills Co.

### NEW MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION

#### Applications Passed June 18, 1903

The C. Beck Mfg. Co., Ltd., Penetanguishene, lumber, boxes of all kinds, box shooks.

Belleville Pottery Co., Belleville, Ont., stoneware and filters.

Berlin Furniture Mfg. Co., Limited, Berlin, Ont., furniture.

Berlin Piano and Organ Co., Berlin, Ont., pianos.

Wilbrod Blais, Quebec, P.Q., tanners and carriers.

The Canada Shingle Co., Limited, Vancouver, B.C., shingle.

The G. Carter Sons & Co., Limited, St. Mary's, Ont., flour, oatmeal, cereals.

Diamond Flint Glass Co., Limited, Montreal, Que., glass bottles and pressed ware, lamp chimneys, etc.

The Federal Engraving Co., Ottawa, designers, engravers, and advertising specialists.

Felix Gourdeau Co., Quebec, P.Q., tanners and carriers.

Granby Con. Mining, Smelting & Power Co., Limited, Grand Forks, B.C., blister copper.

L. O. Grothe & Co., Montreal, cigars.

Guelph Foundry Co., Limited, Guelph, Ont.

Huttonville Woollen Mills, Huttonville, Ont., woollens.

Keenan Bros., Owen Sound, Ont., lumber.

Lockerby & McComb, Montreal, Que., tarred felt and roofing.

The Mac Machine Co., Limited, Belleville, Ont., rock drills.

J. C. Mundell & Co., Elora, Ont., furniture.

The Peck Rolling Mills, Limited, Montreal, bar iron and steel, nails, tacks, spikes, horseshoes, etc.

The Schultz Bros. Co., Limited, Brantford, Ont., box manufacturers.

The Standard Ideal Sanitary Co., Limited, Port Hope, Ont., porcelain enameled baths and lavatories, soil pipe, soil pipe fittings.

H. Jacobs & Co., Montreal, cigars.

The Stratford Mill Building Co., Stratford, Ont., flour mill machinery, steam engines, stationary and mounted boilers, gas engines, stationary and mounted.

Telfer Bros., Collingwood, Ont., biscuits and confectionery, brooms and brushes, blankets and clothes.

John W. Flanders, Toronto Carpet Mfg. Co., Limited (2nd member), Toronto, carpet manufacturers.

Freeman Woollen Co., Limited, Warton, Ont., woollen goods, blankets, etc.

Wilson Bros., Collingwood, Ont., doors, sash, blinds, mouldings, wood turnings, pine and hardwood flooring, boxes, dressed lumber, interior finish, stair builders.

### REPORT OF RAILWAY AND TRANSPORTATION COMMITTEE TO EXECUTIVE COUNCIL, JUNE 18th, 1903

#### AN INTERESTING DISCOVERY

THE Railway and Transportation Committee beg to report as follows: A most important revelation has come to light through an interview obtained by the Chairman and Secretary with the Department of Railways and Canals at Ottawa last week. We have the authority of the Department to state that all Canadian freight classifications announced since January 1st, 1900, have not been authorized by the Governor-General in Council, and are therefore illegal. Steps are being taken to communicate this information to our members, and also to make representations to the Government that the recent classification should not be put into force owing to the exorbitant increases on a number of important lines. At its last meeting the Committee considered several complaints with regard to the recent classifications, which will be dealt with in due course.

The Honorable the Minister of Railways has assured us that the suggestions made by our Association with regard to the provisions of the new Railway Act will receive his most careful consideration.

A communication from Mr. Geo. H. Dobson, of Sydney, C.B., recommending that the Association should take action towards having the South African mails forwarded from that port was referred to the Commercial Intelligence Committee.

All of which is submitted

J. O. THORN,  
Chairman.

### A VISITOR FROM JAMAICA

A recent visitor at the office of the Association has been Mr. D. D. C. Henriques, of Kingston, Jamaica. Mr. Henriques is a manufacturers' representative and general commission agent and has been visiting Canada with the object of establishing relations with firms in this country. He has, we believe, been most successful in his mission and now represents several

important Canadian firms in Jamaica. Mr. Henriques sails shortly for England and expects to return to Jamaica about the middle of September. Meanwhile his business card is to be found in another column and all communications addressed to him in care of the Bank of Nova Scotia, Toronto, will be duly forwarded. To prospective traders with Jamaica, Mr. Henriques gives the advice to first consult with him before entering the market, as conditions may not be suitable for the particular lines they wish to introduce.

### OUR NEW ZEALAND LETTER

The Preferential Tariff Question, discussed by Mr. Theo. de Schryver, correspondent member of the Association

MR. CHAMBERLAIN'S great speech on this burning question has given general satisfaction throughout the colony. The consensus of opinion is, that if the Government of New Zealand brings its Bill before the House next Session to establish a Preferential Tariff with any British colony willing to reciprocate, the Bill will be passed almost unanimously. I had occasion to gauge the opinion of some of the Opposition papers, and was assured that they were on this point in full accord with the Government.

Some time ago, the New Zealand *Herald*, the leading Opposition paper in the colony, commenting on the threatening tone of the German Press, stated, that as the Motherland did not interfere with the fiscal policy of the colonies, the colonies certainly would not allow any foreign power to dictate to them on this matter.

Quite a different state of affairs prevails in Australia, where nearly the whole of the press has condemned Mr. Chamberlain's speech, which they consider to be simply an election manoeuvre. The general opinion is that the Federal Government does not intend to further Mr. Chamberlain's views.

New Zealand will again be the first in the field on this side of the world to make a practical move towards the ultimate end, "Free Trade within the Empire."

It will be of the greatest importance to Canada if New Zealand takes this step, as Canada no doubt will reciprocate at once. It will give her an enormous pull over the foreign manufacturer with regard to exports of manufactured articles to this colony, and it will divert a large slice of the exports of produce from New Zealand to foreign countries, to Canada.

Mr. R. A. Alley has returned from his round trip, and is sailing by the mail steamer "Sierra" to Canada. He assures me that the first steamer will be dispatched in August next, to inaugurate a regular monthly cargo service between the two countries. "Trade follows the steamer," as Mr. Seddon says, and I am certain that the results will prove my continual assertion that only an efficient and quick steamer service was needed to increase the trade between the two sister colonies by leaps and bounds.

### A BIG CAMPAIGN FUND

HOW THE BRITISH MANUFACTURERS CARRIED FREE TRADE ABOUT SIXTY YEARS AGO.

From the *Toronto News*.

It is just as well to recognize the fact that the fate of Mr. Chamberlain's new programme lies very largely—if not wholly—in the hands of the British manufacturer. It was the British manufacturer who forced free trade on the United Kingdom. We in this country are accustomed to think of the manufacturer as the champion of protection; but in Britain he has been the leader, the financial backer and the sleepless guardian of the free trade movement.

Richard Cobden was a manufacturer. The Anti-Corn Law League was largely a manufacturers' organization. Cobden himself, writing in 1842, called the movement "a middle class agitation"; and he "charged the great body of intelligent mechanics with standing aloof." Campaign funds of a hundred thousand pounds were not impossibilities—a sufficient proof of the moneyed core of the movement. We find estimates of £100,000 being spent up to the summer of 1842, £50,000 during the next year, and a fund of £100,000 demanded for the year to come, about £90,000 of which sum had actually been raised before the end of 1844. "Of this amount," says Morley, "nearly fourteen thousand pounds were subscribed at a single meeting in Manchester."

This was no academic presentation of opinion by doctrinaires. It was a determined political campaign undertaken by men who could afford to pour out money in educating the people. The manufacturer of that day gave a heavy contribution to the Free Trade League, with the feeling that thereby he was probably saving the rest of his fortune.

The result of the campaign was that the manufacturer and the business man absolutely routed the land-owner. This was accomplished at a time when the land-owner was relatively much stronger than he is now, and the manufacturer far weaker. From that day to this, the land-owner has never dared to challenge battle again. At the present time, it would be an absurdity to attempt to overthrow free trade by marshalling the agricultural interests against it alone. But we are told that many manufacturers are rallying to the Chamberlain standard. This brings a new element into the field. If the manufacturers and the land-owners are agreed in demanding a return to protection, it is difficult to see who will stand effectively before them. If the manufacturers are divided, only a political expert could give an opinion as to the probable end of the struggle. But any notion that Britain is free trade because the common people have demanded it is based upon a careless reading of history.

# THE IRON AND STEEL TARIFF

*The Protection given to Canadian Iron and Steel Industries very low compared with that enjoyed by the great industries of the United States*

IN the course of his speech in favor of increased protection for the iron and steel industry, Mr. Robert L. Borden made the following comparison between the Canadian tariff and the United States' tariff on iron and steel:

## COMPARISON OF RATES OF DUTY ON IRON AND STEEL

(DIRECT PRODUCT OF BLAST FURNACES AND ROLLING MILLS).

|                                                                | Canadian.                  | American.                            |
|----------------------------------------------------------------|----------------------------|--------------------------------------|
| Pig iron and scrap cast                                        | \$2.50 per ton.            | \$3.75 per ton.                      |
| Billets and blooms                                             | \$2.00 "                   | \$6.00 "                             |
| Scrap (wrought)                                                | \$1.00 "                   | \$3.57 "                             |
| Rails (tramway, &c.)                                           | 30 p.c. = \$7.50 per ton.  | \$7.00                               |
| Rails                                                          | Free                       | \$7.00                               |
| Wire rods                                                      | "                          | \$8.00 and higher.                   |
| Barbed wire                                                    | "                          | 1 1/4 c. per lb. and higher.         |
| Galvanized wire                                                | "                          | 1 1/4 c.                             |
| Wire, spring                                                   | "                          | 1 1/4 c.                             |
| Wire, fencing                                                  | 15 p.c. = \$10.80 per ton. | 1 1/4 c. per lb. = \$25 per ton.     |
| Wire, covered                                                  | 30 p.c.                    | 45 p.c.                              |
| Wire, N.O.P.                                                   | 20 p.c. = \$10.80          | 1 1/4 c. per lb. = \$25 per ton.     |
| Wire for ships                                                 | Free                       | \$25 per ton.                        |
| Canada Plate, Russia iron, gal. sheets, &c.                    | 5 p.c. = \$2.63 per ton.   | \$18 per ton and higher.             |
| Sheets, 17 gauge and thinner                                   | 5 p.c. = \$2.55 per ton.   | \$14 "                               |
| Sheets, corrugated                                             | 30 p.c. = \$8.46 per ton.  | \$14 "                               |
| Tin plates (sheets)                                            | Free                       | \$30 "                               |
| Billets and flat spring                                        | "                          | \$6 & \$10 per ton and higher.       |
| Spiral spring                                                  | "                          | \$10 per ton and higher.             |
| Steel for windmills, &c                                        | "                          | 10 "                                 |
| Steel under 1/2 in. diam.                                      | "                          | 12 "                                 |
| Steel bars                                                     | \$7 per ton.               | \$12 per ton.                        |
| Steel shafting and forging                                     | 30 p.c.                    | Shafting, 45 p.c.; forgings, 35 p.c. |
| Steel fish and tie plates                                      | \$8 per ton.               | \$8 per ton.                         |
| Steel angles less than 35 lbs. per yard                        | \$7 "                      | \$10 "                               |
| Plates                                                         | \$7 "                      | \$10 per ton and higher.             |
| " not less than 1/4 in. thick                                  | 10 p.c. = \$2.93 per ton.  | \$10 "                               |
| " universal or rolled edges                                    | 10 p.c. = \$2.83 per ton.  | \$10 "                               |
| " agricultural                                                 | 5 p.c. = \$3.80 per ton.   | \$10 "                               |
| Skelp for pipe                                                 | 5 p.c. = \$1.50 per ton.   | \$10 "                               |
| Tubing for boilers                                             | 5 p.c. = \$3.75            | \$40 "                               |
| Tubing under 2 in. dia.                                        | 35 p.c. = \$22.75 per ton. | \$40 per ton                         |
| Tubing, N.O.P.                                                 | 30 p.c.                    | 35 p.c.                              |
| Tubing (item 617)                                              | Free                       | \$40 per ton.                        |
| Tubing over 2 in. dia.                                         | 15 p.c. = \$9.60 per ton.  | \$40 "                               |
| Angles, tees, beams, &c., weighing over 35 lbs. per lin. yard. | 10 p.c. = \$2.85 per ton.  | \$10 "                               |
| Hoops, 18 gauge and thinner                                    | 5 p.c. = \$2.30 per ton.   | \$12 per ton and higher.             |

The United States tariff, particularly the iron tariff, is very complex, and is a very carefully thought out production, and it has not been easy in all cases to make an exact comparison between the Canadian tariff and the United States tariff, but in some instances at least that comparison is possible, and I will point out to the House what the difference is between the duties which are thought necessary even to-day in the United States, and those which we grant as a measure of protection to this great Canadian industry.

The House will see from this table that in almost every item of the United States tariff, certainly in every important item, the steel industry in the United States of America receives a measure of protection which is much larger than we give to that industry in Canada.

Mr. Borden also made the following comparison between the Canadian tariff of 1894, and the Canadian tariff of 1897 now in force.

Let us compare the duties levied under the Conservative tariff of 1894 with the duties levied by my hon. friend the Minister of Finance in the tariff introduced by him in 1897:

## HOW THE PROTECTION WAS REDUCED

|                                                                    | Tariff 1894.                                | Tariff 1897.                    | Decrease.                   |
|--------------------------------------------------------------------|---------------------------------------------|---------------------------------|-----------------------------|
| Pig iron                                                           | \$4 per ton                                 | \$2.50 per ton                  | \$1.50                      |
| Scrap (cast)                                                       | \$4 "                                       | \$2.50 "                        | \$1.50                      |
| Billets and blooms                                                 | \$5 "                                       | \$2 "                           | \$3.00                      |
| Scrap (wrought)                                                    | \$4 "                                       | \$1 "                           | \$3.00                      |
| Steel bars                                                         | \$10 "                                      | \$7 "                           | \$3.00                      |
| Steel fish and tie plates                                          | \$10 "                                      | \$8 "                           | \$2.00                      |
| Steel bands                                                        | \$10 "                                      | \$7 "                           | \$3.00                      |
| Plates                                                             | \$10 "                                      | \$7 "                           | \$3.00                      |
| Steel shaftings and forgings                                       | 35 per cent, or not less than \$15 per ton. | 30 per cent. = to \$10 per ton. | 5 per cent, or \$5 per ton. |
| Steel angles less than 35 pounds per yard                          | 35 per cent, or not less than \$10 per ton. | \$7 per ton                     | \$3.00                      |
| Plates not less than 1/4-inch thick                                | 12 1/2 per cent.                            | 10 per cent.                    | 2 1/2 per cent.             |
| Tubing for boilers                                                 | 7 1/2 "                                     | 5 "                             | 2 1/2 "                     |
| Angles, tees, beams, etc., weighing over 35 pounds per lineal yard | 12 1/2 "                                    | 10 "                            | 2 1/2 "                     |
| Plates, rolled edges                                               | 12 "                                        | 10 "                            | 2 1/2 "                     |
| Barbed wire                                                        | 3/4 "                                       | Free                            | 3/4 "                       |
| Galvanized wire                                                    | 20 "                                        | Free                            | 20 "                        |

You will observe, Mr. Speaker, that these differences are very large indeed. In some cases three-fourths of the protection has been taken away; in many cases from twenty-five to fifty per cent of the protection has been taken away; and it was apparently expected by the Hon. Minister of Finance that the system of bounties he introduced in 1899 would take the place of this protection, and that the iron industry in Canada would have the same opportunity of development which it had previously enjoyed. Well, Mr. Speaker, I cannot think that this is the case. I cannot think that the bounties provided by my hon. friend, which will come to an end in the year 1905, have afforded the same measure of encouragement as that

which was afforded by the tariff of 1894; and my hon. friend the Minister of Finance in announcing, as he did in the county of Yarmouth, N.S., during the past year, that the system of bounties would not be continued after the year 1905, gave to this industry a very severe blow indeed; because the bounties coming to an end in 1905, and the protection to the industry having been decreased by the very large reductions which I have mentioned, and being now very slight as compared with that afforded in the great country to the south of us, it is not much matter of wonder that the iron industry of Canada is not at the present moment in a very flourishing condition.

Is there any reason why we should not give in Canada adequate protection to the iron and steel industry? If we give to it the protection which it should have, having regard to our raw materials, and the resources of our country, will it follow that there will be any permanent increase in prices in this country? Well, Sir, let us look at the lessons of the past with regard

to that. We have taken the duty from binder twine; we have to some extent taken the duty from coal oil; we have taken the duty altogether from barbed wire; and yet, every one of these articles commands a higher price in Canada to-day than it did at the time the Conservative tariff was in force. Let us look at the history of the United States. Thirty years ago in that country steel rails were quoted at \$112 a ton; in 1902 they were quoted at \$28; No. 1 foundry pig iron was quoted at \$48 a ton, now it is quoted at \$22.19; bar iron, rolled, was \$97.63 per ton, now it is \$47.79; cut nails have come down in price from \$4.92 to \$2.29; and so on, through the whole list of products of iron and steel in the United States. Can we not

trust, Mr. Speaker, to the competition, the enterprise and the ability of our own business men to keep prices down in Canada? Let us look around Canada today and see the industries which have flourished. Can any hon. gentlemen on either side of the house tell me that, in respect of those industries which have had a fair and adequate measure of protection in Canada, any undue price has been exacted from the consumer? I have paid some attention to this question; I have looked around for evidence upon it, and I do not know of one single instance in Canada in which an industry has been developed by protection and the price to the consumer is not a fair price, brought down to a fair basis by the very competition which exists in the country among our own people. So I say I do not think we have anything to fear in Canada from giving an adequate measure of relief to this industry.

I see no reason therefore why the Government should not restore to that iron and steel industry the protection at least which it formerly enjoyed, and I should be inclined to think that in giving that question all the consideration and the attention it deserves, they might well take into consideration whether or not the protection which existed under the Conservative tariff of 1894 should not, so far as some of the articles are concerned, at least, be very materially increased, with every advantage to the true interests of the people of Canada as a whole.

I recognize the fact that in dealing with the duties upon iron and steel, the Government would be obliged to give consideration to other industries in this country, and probably to revise our tariff in respect of many articles into the manufacture of which iron and steel enter. So far as we on this side are concerned, we are not afraid of that

position. We believe that there should be a revision of the tariff generally, and if the Government, in deciding to give some measure of increased protection to the iron and steel industry, finds it necessary to make some revision of the tariff in connection with articles into the manufacture of which iron and steel enter, we on this side will be glad to lend them a helping hand and support them in that measure of protection to those industries which we think the true interests of this country demand. So that considering the importance of this industry, even if it should prolong this session to a greater extent than anticipated, even if it should involve a more complete revision of tariff than might occur to one at first blush, I say that, having a regard to the condition of affairs in this country at present, the parliament of Canada could do no better work than give attention to that revision at once.

## SOME OPINIONS ON THE LABOR QUESTION

*Three different aspects of the Question discussed—The Freedom of Labor must be Maintained—  
The Outcome of Industrial Strife sure to cause a Cessation of Prosperity—  
How employers should meet the difficulty.*

IN view of the troubled condition of the labor market at the present time, all judicious expressions of opinion in regard to the labor question and the probable outcome of labor agitations, deserve careful consideration on the part of the readers of "Industrial Canada." Below are reprinted two or three brief articles dealing with various aspects of the all-important question. To them particular attention is directed as being eminently sane and valuable additions to the literature already published on the subject.

### THE TYRANNY OF UNION LABOR. (“A Bystander” in the *Weekly Sun*).

In a contest between the labor unions and the community, the course of the community seems clear. On one hand, the right of labor to combine must be fully admitted; on the other hand, the freedom of labor must be resolutely maintained. The right of a non-union man to earn his bread must be defended, if necessary, by the power of the State. He must be protected in the exercise of his natural right to maintain himself and his family by the work of his hands, not only against violence, but against annoyance and insult. The rules of some of the unions, limiting a man's powers of earning, under the name of “ca' canny” or “go easy,” are in the highest degree arbitrary and oppressive. Submission to them is a forfeiture of liberty, and almost of manhood, to which it is monstrous that any man should be constrained. If the community, through carelessness or unwillingness to endure a temporary inconvenience, flinches

from this duty, it will be bowing its neck to an intolerable yoke. No one can read unionist journals or speeches without seeing what are the sentiments and aims of the violent, which is too apt to be the ruling party. The world had a foretaste of unionist tyranny in that of the guilds, which is believed to have driven industry and commerce from the places where it prevailed. But no tyranny of a merely local guild could approach in its pressure that of vast combinations, not only national, but international, led by ambitious agitators, and powerful enough to arrest the industrial life not only of a city or of a province, but, as was seen in the case of the coal strike, of a whole continent.

### THE OUTCOME OF LABOR'S DEMANDS. (*Saturday Night*).

Though not writing for the industrial classes—for I am told that my views are quite objectionable to them, though they should not be, for they have no better friend on the press of America than I can demonstrate myself to have been—I see in the enormous strikes which are taking place the temporary finish of industrial prosperity on this continent. On every side I see business men getting poorer and wage-earners becoming more insolent. The men who are slaving night and day to give the men employment can be seen to be worried and hard stricken. The workmen themselves are affluent and in many cases insolent. Apparently the new civilization is teaching the people that those who work with their hands must be equally paid with those who work

with their heads, though their responsibilities are marvelously less and their undertakings are very small. . . . Rents have become so high in modern buildings, for the erection of which extraordinary prices are paid, that they make less than two per cent. on the investment. This sort of thing cannot go on. Even the workingman who has nothing invested must bear a share of the burden. He is paying it where he lives; a wage-worker seems to think he does not pay it where he works. If, as all the writers contend who are spending their time on industrial subjects, he lives up to his entire income and is working for a wife and children with no regard for the future, he and his family must spend an alternate period as extended as that of his good times, in want and possibly starvation, that the evening up of things can be brought about. The world has not changed, though its conditions apparently have undergone many alterations. The good times and the hard times must be put together. Building and commerce generally are discouraged by extraordinary demands of laborers. The only way things may be equalized is by extraordinary reductions in pay. Those who think that they can make exorbitant demands and have their clamor listened to for a short season, should remember that the season will come when they will receive less. The country which can provide a more equitable distribution must be made up of level-headed people and not be controlled by those who think that while the money is going they must seize it. Those are the people who spend it, entirely

oblivious of the fact that the law of average will leave them unemployed for months, if not for years, after they have established a rate which it is impossible to maintain.

#### EMPLOYERS MUST ORGANIZE.

(New York Commercial Editorial).

One hears and reads in these days a vast lot about the necessity for organization among the working classes because of the great and powerful "combinations" of capital that are allegedly seeking to crush every obstacle that would obstruct their march toward the goal of universal domination. Popular sympathy for organized labor has been induced and stimulated very largely through the false assumption that there is somewhere and always a sort of powerful conspiracy to injure the laboring classes. The reverse is the truth, however.

The great masses of the capitalists and employers in this country—those who furnish labor with its opportunities and keep the wheels of industry and trade in constant motion—are practically without organization. It is this very weakness that has enabled organized labor to lay its heavy hand

on the country's business. Confronted with no opposition more effective than an occasional protest, labor has for years been perfecting its own organization and step by step, has so increased its power that to-day it has the manufacturers, and the employers of the country generally, by the throat. It is high time for the employers to organize for breaking that grasp and protecting themselves against future attack. The devil must be fought with fire.

This is the most serious problem that confronts the business man to-day. No matter how large or how small his affairs, there is not an employer anywhere in the land who is not now or then confronted with the "demands" of labor—demands that are too often not only insolent and arrogant but worse than preposterous in the "principles" that they affect to assert; and in the vast majority of instances the employer, a weakling, standing alone, lacking the co-operation and aid of his fellows, must inevitably surrender. Every triumph, small or great, by organized labor, serves only to make its demands more unreasonable, its assumptions the more arro-

gant. It bulldozes the politician, intimidates the law-maker, even "approaches" the courts. It is the "bete noir" of the legislator from one end of the country to the other. Through both the open and the more subtle operations of this highly organized machine labor conditions are daily growing more serious, more nearly intolerable. They threaten to destroy our great industrial success, to check our industrial progress.

The only remedy lies in the general organization of manufacturers and employers everywhere—in the deliberate fashioning and perfecting of a machine with which to combat trades-unionism. This calls for the wisest heads and the most skilful hands among employers. By such organization they can both protect themselves and mould public opinion—and in the latter direction lies their greatest opportunities for good. Already a movement of this sort is taking shape in different localities, but it lacks the force of general co-operation. It needs intelligent, hard-headed, self-sacrificing and determined leaders, and at their backs the aid of an aroused public press.

## WORK OF THE CANADIAN SECTION

*Extracts from the Report addressed to the Minister of Trade and Commerce of Canada, by Mr. Harrison Watson, secretary of the Canadian Section of the Imperial Institute and representative in London of the Canadian Manufacturers' Association.*

THE year 1902, embracing as it did the historical Coronation festivities, in celebration of which were congregated in London representatives from every section of this vast Empire, will long be remembered as marking an important era in the consolidation of Imperial interests. The deliberations of the Colonial Conference were also followed with the keenest attention. To Canada, individually, the past twelve months have been of vital importance, for they have witnessed the commencement of what can best be described as the "boom" in everything pertaining to the Dominion, which is happily still in full swing in the United Kingdom.

Until recently, Canada had notoriously "hung fire" in the appreciation of the people of the British Isles. At length the period of indifference has ceased, and the campaign of missionary work unwearingly conducted by the Canadian Government, the Canadian Pacific Railway and other corporations, and also by the press and public of the Dominion, has borne fruit, and the British public appears to have suddenly awakened to the recognition of the remarkable natural wealth of the Dominion, and the vast field it offers for successful colonization and profitable investment. The last few months have certainly brought in a volume of enquiries relative to immigration to Canada,

and also regarding the trade and products of the Dominion never previously experienced by its representatives in this country.

#### TRANSFER AND FUTURE MANAGEMENT OF THE INSTITUTE

My previous report foreshadowed the probability of an important alteration in the control and organization of the Institute. As a result of the negotiations then pending the future management was from 1st January, 1903, transferred by legislation to the control of the Imperial Government, the Institute being more immediately attached to the Department of the Board of Trade, which, it may here be remarked, corresponds to some degree with our Canadian Department of Trade and Commerce. The direct result of this step should be of great benefit, for under the auspices of the Government and forming part of the elaborate machinery at its disposal, the Institute should gradually realize many of the objects which its original promoters had in view, and which various causes, not the least important of which was financial weakness, have under previously existing conditions both retarded and checked. A memorandum embodying elaborate proposals and suggestions for the re-organization of the Institute, and the future scheme of work under the control of the Board of Trade has been issued by that Department and submitted to the Canadian and other

Colonial Governments for consideration. It is understood that the proposals have been purposely made of a very general character so that the opinions and requirements expressed by the different countries interested could be ascertained and kept in view in the formulation of the plan of organization which will finally be adopted. The main features of the scheme include the utilization and co-operation of the following machinery:—(1) The Collections, illustrative of the resources, products and manufactures of the various portions of the Empire located at the Imperial Institute, South Kensington, systematically arranged and to be kept up to date. (2) The Scientific and Technical Laboratories, where products can be examined and reported upon, and where the most recent information, both scientific and commercial, will be devoted to the investigation of the economic value and utilization of new or little known products. (3) The City Offices, where the Commercial Intelligence Branch of the Board of Trade will be located in charge of a central Information Bureau, and where it is suggested that the different countries, such as Canada, Australia, etc., shall occupy independent offices and sample rooms under the control of their own officials, but attached to or working in direct co-operation with the central authority, the whole forming a general Bureau of Informa-

tion upon Imperial matters located in the heart of the commercial quarter of London. This organization, when completed and in full working order, should be capable of much practical benefit to the Empire. In addition there is to be a Consultative Committee, consisting of representatives of the Imperial and Colonial Governments, to supervise the whole organization, and the various colonial sections would naturally be conducted in co-operation with the general scheme of work of the Colonial Agents General having offices in the United Kingdom. The scheme is an ambitious and comprehensive one, but with the co-operation of all the countries included in the British Empire the new organization should become a powerful factor in the development of Imperial interests.

#### EXHIBITIONS

There is good reason to suppose that the excellent displays made by the Dominion at the Glasgow and Wolverhampton, and also at the Royal Exchange Exhibitions, have contributed materially to the increased public interest now being evinced in Canadian matters. As mentioned in previous reports, we are constantly receiving applications from the promoters of temporary exhibitions held in the neighborhood of London and in the Provinces, for the loan of specimens of the resources and products of Canada. To these so far we have unfortunately been unable to adequately reply, owing to the absence of the necessary materials. As the results of these exhibitions are often far-reaching, for they constantly advertise the natural wealth of the Dominion to different sections of the population, it is to be hoped that future arrangements made by the Canadian Government will include the provision of facilities for doing this work. As it is understood that a special Department has recently been organized at Ottawa to deal with the whole question of the representation of Canada at exhibitions, it would appear the most practical plan would be to delegate to this central authority the provision, from the materials at its disposal, of a thoroughly adequate and representative display for the Canadian Section at South Kensington. This department could also keep the exhibits up to date by constantly supplementing the display as the occasion would demand. The requirements of Commerce, Immigration and Education should form the basis upon which the new collections should be formed. Duplicates of certain of the most important features could be kept in the store-room attached to the Canadian Section, for loan purposes.

#### TRADE EXHIBITIONS

During the year I have brought before the Department of Agriculture and the Canadian Manufacturers' Association the popularity of certain of the trade exhibitions periodically held at the Royal Agricultural

Hall, London, and elsewhere. These exhibitions are devoted to separate branches of industry and trade, and, in many cases, possess the characteristics of a market rather than of the ordinary exhibition, and I am of opinion that our Canadian manufacturers and shippers might advantageously participate in certain of them. Apart from the successful efforts of the Canadian Government to familiarize the public with the general resources of the Dominion, it must be patent to any practical business man that the introduction and advertising of any special line or manufacture is essentially a matter for the private enterprise of the individual personally interested. Among exhibitions to be held this year, the furnishing trades, the building trades, the colliery, the ironmongery and hardware, the confectionery, the grocers, the brewers, the shoe and leather fair, and the dairy show, should more particularly appeal to Canadian manufacturers and shippers. In the course of visits paid to many of these exhibitions, I have noticed with interest that an occasional Canadian display is to be come across, but taken as a rule, Canada is practically unrepresented. Each one of these exhibitions is open from a week to ten days, and the arrangements are entirely in the hands of the promoters of the particular exhibition. To the display of each firm is generally attached an office occupied by the representative or agent of the firm, familiar with all the details of the particular business, and there visitors are seen, samples shown, and transactions conducted. Representatives of particular trades from all over the country are congregated at the exhibitions, some of which are also attended by large numbers of the public, and the occasion would appear to afford unique facilities for a Canadian business man wishing to build up trade, to bring his goods before firms whom he would at other times have to seek out in various districts at considerable cost and loss of time. The display would also furnish an excellent opportunity of studying the requirements of the market and the methods of doing business. Participation in these exhibitions if promptly followed up by active canvassing should be most advantageous to Canadian firms who produce goods in which a trade is capable of being developed. I have remarked in connection with certain of these trade shows a considerable attendance of the operatives engaged in the particular industry, and sight should not be lost of the indirect benefit resulting from educating the working classes and the public up to a knowledge of what the Dominion produces. American, German and other foreign houses are extensively represented at these exhibitions, and the conclusion must be that they derive practical advantages from so doing.

#### WORK OF THE CANADIAN SECTION.

Work has continued much on the usual lines. Owing to causes already cited and

the special efforts of the Department of Agriculture and of the Canadian Manufacturers' Association, United Kingdom houses are gradually becoming familiar with the names of our leading Canadian manufacturers and shippers. There is still, however, a pretty constant application for the addresses of exporters of produce and provisions, grain, timber and other lines of which the Dominion is recognized as a considerable natural producer. Enquiries also come in to a considerable extent as to Canada's capabilities for furnishing supplies of partly manufactured materials and occasionally also for completely manufactured goods. In many cases it is possible to furnish information immediately, but in others it is found desirable to supplement the same by instituting a special enquiry in Canada for more special details. On the other hand the phenomenal development of the Dominion is constantly increasing the scope of products, both natural and industrial, for which an export outlet is desired, and this office is in receipt of applications from all parts of Canada for information as to the practicability of establishing trade in the United Kingdom in various kinds of goods. An endeavor is made to deal with all these matters and to judge from letters to hand the preliminary information and advice furnished are often regarded as being of practical value. In addition to the causes indicated, I am of opinion that the moral effect of the preferential tariff has indirectly been a great factor in developing Anglo-Canadian trade. It has promoted a cordial feeling towards Canada and induced many important business men to devote an attention to Canadian conditions and requirements which was previously lacking. There have been for some time a number of applications from British manufacturers and shippers seeking to develop a market in Canada, and the volume has increased as a result of the closer association of this office with the department of the Board of Trade. In certain instances these British houses decided to send a representative out to Canada to personally examine into the conditions ruling. To such, not only general information is furnished, but letters of introduction are given, which in many cases the recipients report were of considerable practical assistance. It is moreover, quite certain that most of these gentlemen who visit Canada return with a knowledge of her commerce and resources which often produces very important results. The number of Canadian business men visiting this side is also markedly increasing, and we are often able to assist them with preliminary information affecting their particular branch of trade. The custom of supplying items of commercial enquiry to the press both in Canada and this country has been continued. In this connection it might be remarked that the difficulties of obtaining authentic information relative to

the possible development of trade in unaccustomed channels are much greater in Canada than in this country. Even after making due allowance for the difficulties unavoidable in connection with a scattered population settled over a vast territory, the delays which occur at present are often excessive and a distinct hindrance, although the various officials are most courteous in furnishing details of such matters as come under their individual supervision.

The creation of improved methods in Canada for collecting commercial intelligence information covering *all* branches of Canadian enterprise deserves the consideration of the business community, particularly those who are interested in the export trade.

#### MANUFACTURES

Canadian exports of partly and wholly manufactured goods are steadily growing both in volume and variety. As London representative of the Canadian Manufacturers' Association, the features attending the development of this branch of trade have been the subject of special observation upon my part. It is apparent that the trade in wholly manufactured goods, apart from articles for the production of which the natural resources of the Dominion furnish peculiar facilities, is one attended by special circumstances. The investigation of the details, often intricate, can only be satisfactorily carried out by the manufacturer himself or his representative who is personally familiar with every feature of the particular industry. The chances of establishing trade in an article often depends upon some trifling detail which to the casual observer would seem almost unworthy of attention. It has before now been urged in these reports that the only royal road for the Canadian manufacturer to follow who seeks to establish a market over here where investigation shows prospects to be promising is to come over and be prepared to spend not only a few days but often several weeks in carefully studying conditions and requirements. The experiences which constantly come under my notice of individual visitors tend to confirm this view. Indeed, one is sometimes inclined to think that in some quarters in Canada an erroneous if not exaggerated view is held as to the practicable possibilities of this country under existing conditions as an outlet for Canadian manufactured goods, more particularly as to scope. Raw materials and partly manufactured goods are undoubtedly the primary requirements of this country, and there is often a market for articles which have attained a stage of manufacture almost complete save as to actual finish, but which admit of transportation in a "knock down" or compressed shape when the same article wholly finished is either not in request or cannot be laid down at a return profitable to the shipper. Moreover, the wants of the Canadian manu-

facturer and the British importer run often in different channels. Nearly all Canadian industrial enterprises were originally established for supplying the wants of the domestic market without, in most instances, any particular attention to the possibilities of export. That was a later phase. As a result, whereas capital has naturally been forthcoming for ventures from which local markets promised an immediate and profitable return, investment in other industries the product of which is more particularly suitable for outside markets has been, until recently, restricted.

There are evidently many varieties of goods in steady demand in this and other countries which Canada does not as yet produce to any large extent, and yet for the manufacture of which the Dominion obviously possesses remarkable natural resources and facilities. A large proportion of Canadian manufacturers can naturally have no expectation of developing export trade, and many others have no wish to do so. On the other hand, some who would like an outlet for surplus production, are not always in a position to establish such trade on a basis remunerative to themselves without the provision of special and extra facilities for dealing with foreign requirements. Briefly summed up, the situation is that the Canadian manufacturer often offers one article and the outside demand is for another. The opinion has frequently been expressed by business men who have visited Canada for the purpose of endeavoring to arrange for regular supplies of goods in established demand that, in most lines, those manufacturers who possess the necessary organization for conducting export trade, have invariably orders on hand in advance of their existing output capacity. Now, however, that the question of export trade has assumed such importance, it can be reasonably anticipated that capital will be more readily available for developing such industries, and, indeed, the last year or two have witnessed several phenomenal instances of the development on a large scale of enterprises, the product of which is largely destined for the world's markets. Incidentally, it may be marked that a less favorable result of this same question of export trade has been the attempts of quite a few Canadian factories possessing neither the necessary capital nor organization for successfully coping with the requirements of foreign markets, to dabble in the same. To this cause may be attributed the many complaints prevailing as to the failure of Canadian shippers to carry out their agreements, more especially as regards delivery, which unfortunately do Canadian trade a great deal of harm. It is apparent that the method of "specialization" so universally in vogue in the United States must be of great advantage in connection with foreign trade. The smaller population of Canada has hindered its adoption to any

great extent, but the reduced cost of production resulting from devoting the whole capacity of a plant to the production of a very few lines instead of running at odd times on a wide range of articles, must be considerable. Great Britain is just beginning to awaken to the industrial possibilities of the Dominion, and the forthcoming visits to Canada of members of the British Parliament and of leading business men in connection with the Congress of the Chambers of Commerce of the Empire, should be taken the fullest advantage of, so that visitors may obtain not only a knowledge of existing enterprises, but also an appreciation of the splendid opportunities awaiting the investment of British capital.

#### MANUFACTURERS AT TORONTO FAIR.

Manufacturers requiring space at the Dominion Exhibition, Toronto, to be held from Aug. 27th to Sept. 12th, should make application to C. B. McNaught, General Supt., Industrial Exhibition Offices, 70 King St. East, Toronto, Ont., as the magnificent new building that has taken two years to erect is rapidly filling up. There is every assurance that it will be the greatest exhibition of manufactures ever made on this continent. Twenty-seven processes of manufacture will be on view.

#### THE McCLARY EXTENSION.

On Saturday, June 6, the mammoth addition to the plant of the McClary Mfg. Co. of London, Ont., was formally opened. A picnic and banquet at which over 1,600 people participated marked the event. The history of the McClary Works has now extended over fifty-five years during which time the factories have grown out of all collection. The new extension has been designed to meet the increasing demand for McClary stoves. It is a huge stove works, including moulding shops and finishing departments, extensive in character and perfect in every detail.

#### THE WINNIPEG EXHIBITION

Winnipeg Industrial Exhibition is to be held this year during the week of July 20. As usual, preparations are on foot to make the 1903 Fair maintain the standard set during the preceding year. At the present time, when the flow of immigration into the great west is enormous, the value of such an exhibition is quite apparent, and the manufacturers of the east should not fail to take advantage of the opportunity now afforded by gaining a permanent footing in the western market.

# CANADA'S TARIFF NEEDS

By W. R. S.

*The Tariff should be removed from the Arena of Party Politics and made a Question of National Business.*

**D**URING the controversy upon the subject of the revision of the tariff, which ended in the resignation of Hon. J. Israel Tarte from the Dominion cabinet, the ex-minister of Public Works enunciated the idea that the two great political parties in Canada should unite upon a fiscal policy calculated to best advance the commercial and industrial interests of the country at a time when all the energy and enterprise of the Canadian people is required to enable them to take full advantage of the enormous possibilities of success which the coming years have in store.

Even those who differ with the ex-minister of Public Works in his views upon the question of the revision of the tariff must admit that his idea of removing the question of the tariff from the arena of party politics as far as possible is worthy of serious consideration. In former days, when the Liberal party espoused the fiscal policy of free trade and the Conservative party was equally strong in its support of the policy of protection, such a suggestion would have been impracticable, but to-day there is very little difference in the principle underlying the fiscal policies of the two parties. The differences which do exist are not differences upon a question of principle, but rather upon the extent to which that principle should be applied in order to advance the general interests of the country. There can be no doubt that upon that question there is room for varied opinions. Different sections of the country with different interests naturally demand what is in the best interests of their individual sections, and when these demands are made the subject of political strife the best interests of the whole country are lost in the accentuated difference of opinion from the individual sections. We are told, for instance, that the solid west of Canada demands a general reduction in the tariff, even if that reduction works destruction to the industrial sections of the east. If it were not for the unreasoning insistence which political exigencies lend to such demands as this, the west would realize that but for the east, and the burdens which it bore for many years, the west would not be the enormously important factor in the national life that it is to-day. The removal of the whole question of the tariff as far as possible out of the political arena, would go a long way towards creating a national sentiment in which the sectional good would be merged in the greater good of the whole country.

## A QUESTION OF BUSINESS

After all, is the deciding upon, and the making of, a custom's tariff anything more than a simple question of business? The fundamental principle underlying all sound business relations in private life is the accumulation of profit. Individuals trade with those from whom they can make the most money. Is it not the same with nations? In a manufacturing business the margin of profit lies between the cost of the plant, labor and raw material and the selling price of the finished article. The larger the scope of a firm's operations, the greater the ability to sell cheaply, but do smaller concerns go out of business because of that fact, or do they seek by good business methods and the acquiring of new markets to increase the scope of their operations? The United States are in the same line of business as Canada, only the scope of their operations is much larger than ours. Is it not good business for us as a nation to preserve our home markets, and when they want raw products out of which to make goods which will compete with ours, to make them pay the highest cash price for these raw products? That, at any rate, is the policy under which the United States have become one of the greatest manufacturing countries of the world.

The consumer, however, says, why should I have to pay more for manufactured goods than they could be purchased for if there was a custom's tariff only sufficient to provide the national revenue? To the consumers in the large cities of the east it is only necessary to point out that if it were not for the manufacturing firms in our midst, and the amount of money they pay out, there would not be so much money to buy things with. To the consumer of manufactured goods in the country districts, it is only necessary to say that if it was not for the money paid out by the manufacturers, he would not get the money he now does for the goods he produces to enable him to pay for cheaper manufactured articles. Canada can well be likened to a firm producing many lines of goods in which each line feeds and enriches the other, while the whole is enriched by what outside firms like the United States, Great Britain and other nations have to buy from us. Supposing there were no protective tariff in the country, and the Canadian farmer purchased all the manufactured goods he uses from the United States because they were cheaper his

money would go out of the country to enrich United States' manufacturers and pay for foreign labor. Canadian manufacturers would have to go out of business, and the labor now employed here would have to seek employment elsewhere. The nation would lose the money thus paid, for what have we to sell to the United States save natural products, which we would have to purchase over again in the shape of manufactured goods for more money than we sold them for in the first place. If, on the other hand, he buys from a Canadian manufacturer, his money goes to enrich Canadian manufacturers, who spend it in the country and pay Canadian labor, which gives back to him a proportion at least of the money paid for the produce of his farm.

## BUILD UP THE NATION

What does the farmer of Western Canada most want just now? Does he not want cheaper transportation for his grain to the markets where he can get the highest price for it? Who is his greatest competitor? Is it not the farmer of the United States who sells in the same markets? Where is the money to come from to provide this cheaper transportation which the western farmer must have? Must it not come from the national bank account or credit? If the nation is wealthy it is because it makes all it wants itself and more besides, for which it is paid in money. With that money it can provide cheaper transportation both on land and sea for the western farmer, so that his better quality of grain can be disposed of with a larger margin of profit. The farmer who buys Canadian goods is upbuilding a home market in which to sell his grain, and adding to the national wealth and transportation facilities which will enable him to market his grain in Europe as cheaply, or more cheaply, than his United States competitor.

It seems plain, therefore, that the tariff Canada needs is one which will enable the country to make all it uses and sell all it can at the highest market prices to outsiders, a tariff which will give the home market to native industries, even at some cost to that market, but never at a greater cost than is necessary. Such a fiscal policy would most conduce to the nation's wealth, and as its wealth increases so will its importance as a commercial power increase.

# THE CANADIAN JEWELRY INDUSTRY

*An Industry which owes its birth and subsequent development to the adoption of a policy of adequate protection*

PROBABLY no other Canadian industry affords a more striking example of the benefit to the country of a protective tariff, than the jewelry industry. Its birth, its growth and its present prosperity have been directly due to the protection it has received. Other industries contrived to subsist in a weak condition before they received adequate protection, but there was not nor could there have been a jewelry industry in Canada worthy of the name, prior to the year 1879, when this department of industrial activity first received attention from the Government. This was owing in a large measure to the nature of the industry as well as to the condition of the market.

The jewelry industry, being most dependent on the welfare and prosperity of the land, cannot be successfully operated in a country with a small and struggling population. It is only when other industries are flourishing and when capital is returning a fair dividend that the people are able to give it their support. Until such a time as there is a moneyed population, there can be little hope for the success of the industry. In order, then, to create a jewelry industry in any country, capital must be invested in other directions, until such a general tide of prosperity sets in as will ensure it adequate support.

The condition of Canada up to 1879 was not such as to encourage effort in this direction. Neither was it for some years later that the country was in a position to support any extensive jewelry industry. But the great step towards bringing about the desired condition was taken in 1879 and it only remained for the other industries to develop sufficiently until the jewelry industry too, could make an advance. This actually occurred some few years after the raising of the tariff, and about the year 1890 rapid development set in. So that, by means of advancing the tariff, not only were existent industries encouraged and built up but new industries were ultimately called into being, giving employment to many hundreds and thus indirectly advancing the general prosperity of the land.

## FROM CONFEDERATION TO 1880.

During the period from Confederation until 1880, there was practically no jewelry manufactured in Canada, with the exception of a few wedding rings, which were made principally to order. The great mass of the jewelry consumed at the beginning of this period came from Great Britain, though as the years passed the United States succeeded

in ousting the Mother Country from the market. By 1880 or thereabouts the United States practically controlled the situation. The same was true of silverware, watches and other articles, which compose a jeweler's stock in trade, though watch movements and cases still came entirely from England or Switzerland.

The tariff situation during this period was detrimental in more ways than one. A duty of 15 and afterwards of 17½ per cent. was imposed on all jewelry entering the country. What little protection was afforded by such a duty was insufficient to encourage the establishment of factories in Canada while it was quite enough to seriously affect prices in this country. In fact the Canadian consumer, in purchasing jewelry, had to pay not only the foreign price but the duty as well. As will be seen later, when the duty was raised a flourishing industry was able to start operations in Canada, while domestic competition brought down prices until today they are as low as in the United States market and in many lines of goods certainly lower than in the English market where free trade prevails.

The immediate result of raising the tariff in 1879 was to open the eyes of United States manufacturers to the fact that they could not much longer hope to enjoy the Canadian market unmolested. There was a prospect that rival concerns would spring up north of the border and take the business from them. Rather than see this, branch factories were established in Canada a the Canadian jewelry and silverware industries came into being. At the same time certain Canadians, who had already been interested in the jewelry business, were enabled to commence operations on a factory scale.

## DEVELOPMENT OF INDUSTRY.

Among early Canadian jewelry industries may be mentioned that of W. C. Morrison, who started a factory in Toronto in 1865 and one in Montreal established by Mr. Harper. The Morrison factory suspended operations in 1880. To Mr. P. W. Ellis of Toronto is generally conceded precedence as being amongst the first of the present-day manufacturers to establish a jewelry industry in Ontario. About 1877 he started a factory in Toronto, which has since developed into an important concern. Other factories sprang into existence as the years passed and every rise in the duty increased their number and scope. To-day the number in operation in Canada may safely be placed at forty, some of which are quite ex-

tensive institutions. Employees vary in the different factories from ten to over one hundred, and all told there are in the neighborhood of one thousand hands engaged in the industry. So far as prices are concerned there has never been the slightest tendency to take advantage of the protected market to arbitrarily increase them. Indeed, the higher the tariff went, the lower prices became. The exceeding reasonableness of Canadian prices is well illustrated by the extent to which Canadian jewelry stores are patronized by United States tourists.

## MAKING JEWELRY

To describe with any degree of detail the work that is being done daily in the jewelry factories of the Dominion would require far more space than is at present available. When the statement is made that Canadian factories are prepared to duplicate any piece of jewelry that may be shown to them, some idea of the diversity and extensiveness of the industry may be obtained. The work on jewelry proper, including in the term rings, brooches, bracelets, necklaces, chains, etc., is principally done by hand. Apart from a few machines which are utilized in working up the material to particular forms and shapes, everything is hand-wrought.

The setting of precious stones and the stringing together of the tiny links in chains, probably afford the most interesting object lessons of the skill requisite on the part of the workmen. For the first, the article is imbedded in wax held on the end of a convenient handle and the stones are fastened in one by one, each stone, as it is put in place, adding to the brilliancy and beauty of the whole. The tiny links for chains are first made by machines from gold or silver wire and then joined together by hand.

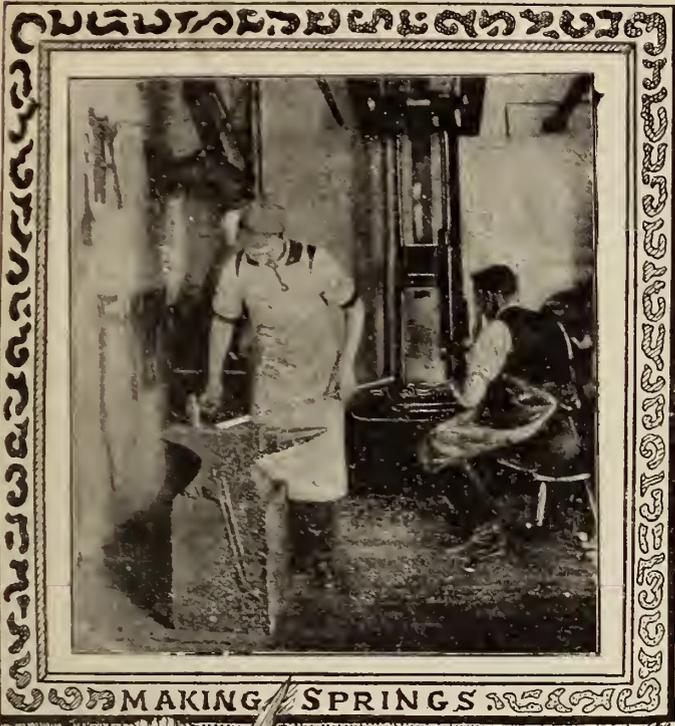
Of plated jewelry there is little or none made in this country with the exception of roll plate chains only. In this division of industry quite an extensive business is springing up and probably one hundred and fifty hands are employed in this particular work. The result is that, while all roll plate jewelry other than chains consumed in this country is imported from the United States, fully three-quarters of the chains used here are made in Canada.

## EXCELLENT QUALITY

The quality of Canadian workmanship in the finer branches of the jewelry industry is unsurpassed, Canadian settings of precious stones having won a fame for themselves that is recognized far and near. In this

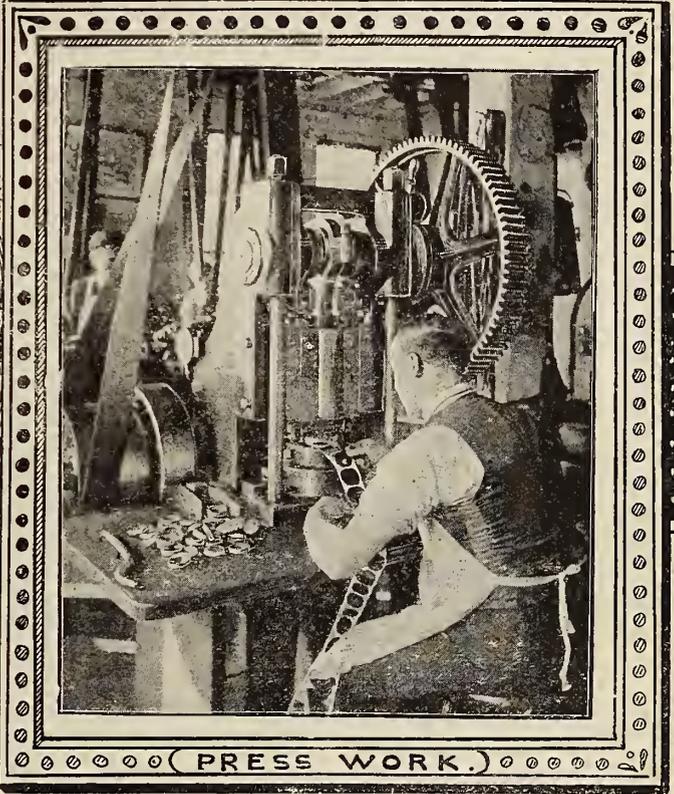
connection, reference might be made to a condition of affairs, which brings the Canadian industry into especial prominence. In order to build up a diamond-cutting industry in the United States, the Government of that country imposes a ten per cent. duty on all stones that have been cut in foreign countries. These stones, ready for setting, come into Canada, duty free. As a result, Canadian jewelers can produce diamond jewelry cheaper than United States jewelers, and the Canadian articles enjoy much favor with tourists from the south. Returns show that nearly three-quarters of a million dollars worth of unset diamonds entered Canada in 1902, nearly all of which were set here.

British styles, which were at first very generally followed, have of late years been superseded by United States' designs. These have been so well copied or improved upon that Canadian jewelry cannot be distinguished from the best United States' product. Indeed, cases are not uncommon in which purchasers, having the workmanship of both countries before them, mistake the Canadian for the American, believing that the former must certainly be the inferior of the two.



MAKING SPRINGS

TORONTO ENG. CO.

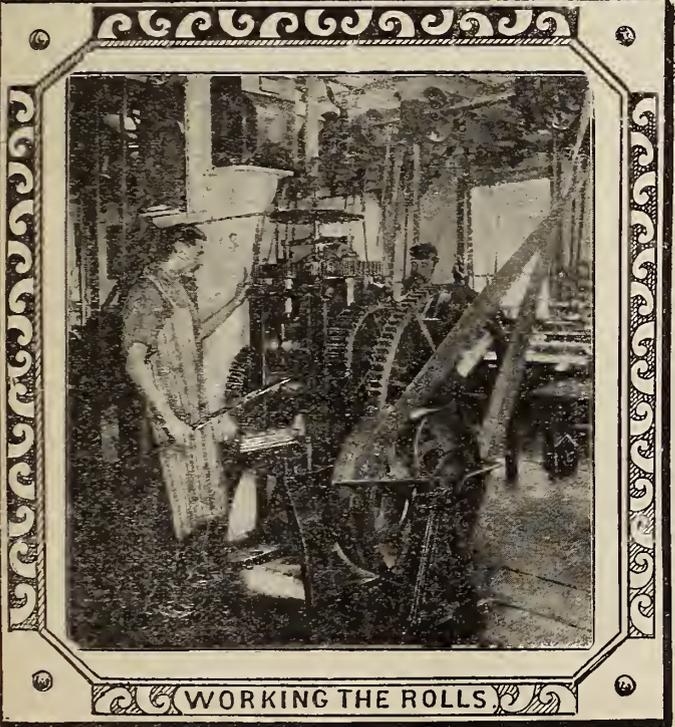


(PRESS WORK.)

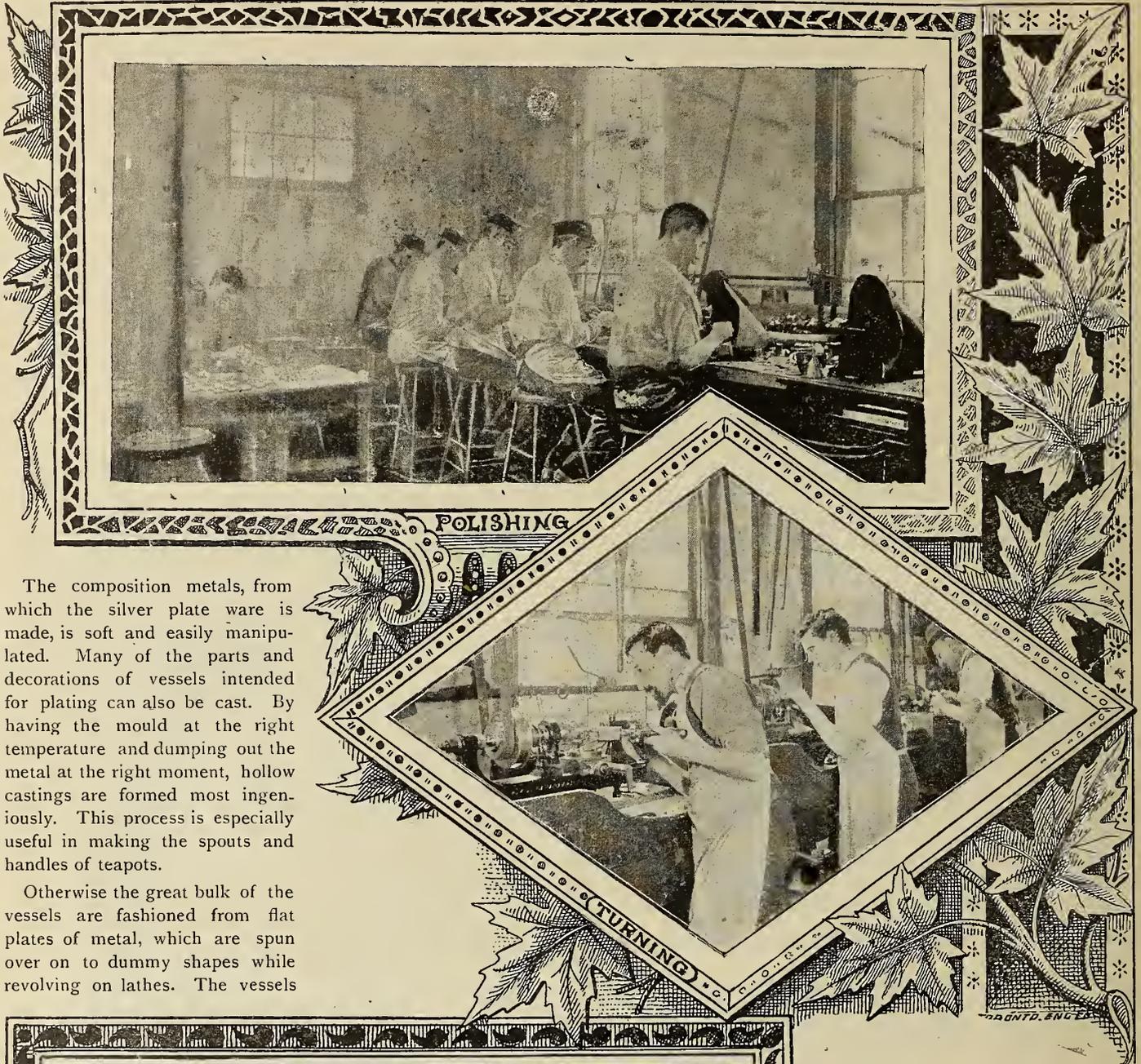
SILVER PLATED WARE.

A second and most important subdivision of the jewelry industry embraces the manufacture of silver plate ware. This was probably the first branch of the industry to feel the benefit of the increased protection of 1879. Simpson, Hall, Miller & Co. were the pioneers in Canada. They were followed by the Meriden Britannia Company of Hamilton, the Toronto Silver Plate Company and the Acme, now the Standard Silver Plate Company. Six hundred hands are to-day employed in the various factories and an output valued at three-quarters of a million dollars per annum is produced.

Canadian factories are practically a duplicate of United States factories and the latest and most approved devices are utilized. The goods produced are the equal of any made in the world, and prices under the present tariff are lower than when the low revenue tariff was in force and all goods were imported.



WORKING THE ROLLS



The composition metals, from which the silver plate ware is made, is soft and easily manipulated. Many of the parts and decorations of vessels intended for plating can also be cast. By having the mould at the right temperature and dumping out the metal at the right moment, hollow castings are formed most ingeniously. This process is especially useful in making the spouts and handles of teapots.

Otherwise the great bulk of the vessels are fashioned from flat plates of metal, which are spun over on to dummy shapes while revolving on lathes. The vessels

so formed are still further shaped up and pieced together before being handed over to the plating department. This is the most interesting and possibly the most important process to which the vessels are subjected. They are boiled in caustic potash, scrubbed, rinsed and rubbed, until as much of the foreign matter adhering to the metal is removed as is possible.

They are then placed in the plating baths, in which the chemical preparation from which the silver is to be deposited is held in solution. The electric current is set in motion and plating begins. Considerable care is taken that just the correct amount of silver is deposited. Plating with gold is conducted much

FINISHING THE WATCH CASES.

more rapidly, and a thin surface of gold is seen to grow on the metal as one watches.

The subsequent processes to which the vessels are subjected remove all unevennesses from the surface and give them the brilliant silvery lustre characteristic of silver plate ware. This is accomplished by burnishing the surface with pieces of steel and polishing it on revolving buffs.

#### STERLING SILVERWARE.

The third division of the jewelry industry, as it will be discussed here, comprises the manufacture of sterling silverware—an industry which has branched off from the silver plate industry. At least seven large factories are engaged in turning out numerous handsome designs in flat ware, hollow ware, souvenirs and silver-mounted cut glass. In each of these factories from twenty-five to eighty hands are employed, so that the total number of workers in sterling silver may be estimated at fully four hundred.

Sterling silverware as made now was first produced in the form of souvenir spoons by Mr. Ellis about 1889, though Hendry & Leslie, of Montreal, had made silver spoons by hand some years before. During the past twelve years the development of this branch of industry has been rapid, especially since 1896. The number of employees has increased enormously and the size of the factories has grown in proportion.

Canadians are now doing the big bulk of the trade on the home market, having by slow degrees driven out United States competitors. This result is of course perfectly natural since, not only are prices here quite as low as in the United States, but the Canadian-made article is in every respect the equal of the United States article. Machinery and processes are the same, the Canadian factories being practically duplicates of the factories across the line.

About 1886, the first silver enamel jewelry was made in Canada. To-day Canadian jewellers can successfully compete with the world in this line. A great deal of enameled jewelry is exported to England and United States tourists take away still more. The superior skill of the Canadian employees must be credited with this victory. They are nearly all girls, who have developed a wonderful proficiency in this delicate work.

The main expense incurred in the production of sterling silverware is entailed in the making of the dies from which the various shapes and patterns are struck. Completely equipped machine shops are necessary in which these steel dies may be manufactured. They are cut from steel blocks, two blocks being necessary for each design, one the reverse of the other. For three months every spring, die-cutters are employed in transferring designs to these blocks and it may be readily seen that a great deal of capital must be expended before results are felt. Dies average according to size and complexity of design, from

five dollars to one hundred and seventy-five dollars in value, and the store-room in which they are kept represents an enormous investment.

In a small market like the Canadian where possibly only a few hundred articles of any one design can be disposed of, the manufacturer labors under an immense disadvantage as compared with his United States competitor. There, the same design could be disposed of by the thousand. Notwithstanding, by dint of energy and perseverance the Canadian manufacturer is overcoming this handicap by extending his market and where he can compete with some degree of equality, as in Australia and England, his product is gaining rapidly in favor.

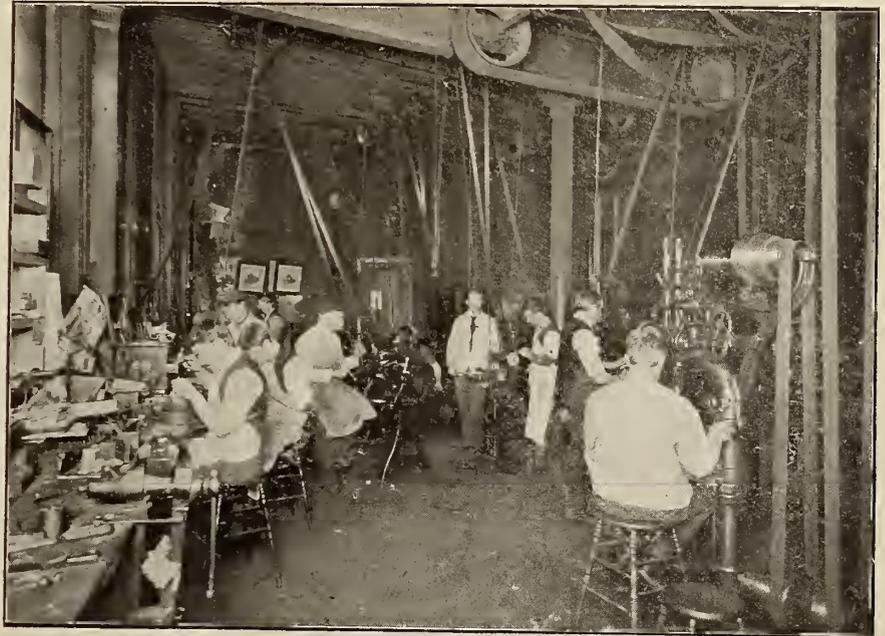
In the production of silverware, the dies described above are inserted in presses, the sheet of silver is placed in position and the

workmen who smooth up the imperfections. The articles are then ready to be polished and cleaned, the polishing being done on rapidly revolving buffs.

In nearly all the sterling silver factories, attention is paid to the mounting of cut glass. In some, cut glass plants have been installed and the visitor may see the interesting process in operation. The pattern is traced on the vessel to be decorated and is then cut out by a revolving steel wheel, operated by a skilled workman. The process is clean and rapid. Afterwards, if necessary, silver mountings are attached.

#### WATCH CASES

The manufacture of watch cases forms the fourth important division of the subject under consideration. No watch movements have as yet been made in Canada, owing no doubt to the enormous capital required to



MAKING THE DIES IN A STERLING SILVER FACTORY.

pressure applied. The exact shape of the die in all its details is thereupon imparted to the silver. In the case of teapots and hollow ware of irregular shape, the article is struck in two pieces, which are later soldered together. The same process is applied to the spout and the handle. In other cases where the shape of the proposed article permits, the whole vessel is struck from a single plate of silver. Sometimes, also, the plate is spun into position as it revolves rapidly on a lathe. This process, of course, only applies to vessels that are absolutely round.

In the manufacture of flat ware, in which term is included spoons and forks, etc., the silver is first rolled out between eccentric rollers, which give it the proper thicknesses, to prevent any unnecessary waste. The fork or spoon shape is then cut out by a machine and the dies give it the proper curve and design.

This is the first step. Later the silverware in the rough passes into the hands of

establish such works, but there is a thriving industry engaged in preparing the cases into which the movements are inserted. At present the latter are imported almost entirely from the United States, though about Confederation, English and Swiss-made movements held the market. About 1870, United States movements began to enter the country. These were the original machine-made watches manufactured by the Waltham Co., and though they were at first somewhat ridiculed, they eventually won the day. Nine-tenths of all the movements used are made in the Elgin and Waltham factories of the United States. These huge concerns are capitalized at about \$4,000,000 each and employ 3,000 hands. At the present time the imports of English watches have diminished to about one per cent. of the total importation, and of Swiss watches to about ten per cent.

The movements, as it were, form the raw material, or rather the basis for several

Canadian industries, and a wise policy has placed the duty on them as low as ten per cent. Prior to 1887 the duty stood at twenty per cent., and as a result a great deal of smuggling was carried on. This fact is well authenticated by the trade returns. In 1887 the imports of movements were valued at only \$175,000. Next year they stood at \$324,000. Such an increase could never have been due to the lowering of the duty, but must certainly have resulted from the cessation of smuggling.

The first watch cases were made in Canada by Mr. Crawford, of Guelph, about 1870. His plant was bought by Mr. Quigley, of Toronto, about 1876, and the industry established by him became ultimately the American Watch Case Company of Toronto in 1885. There were then about twenty-five hands employed. To-day there are three factories in operation, giving work

them to the required forms. From them it is handed over to the workmen, who turn the grooves which form the springs, put on the threads of the screws if a screw case or add the joints if an ordinary jointed case. Last of all just before the case is put together, the engraver takes it in hand and traces out beautiful designs on the surface.

In this department of the work, engine turning is carried on quite extensively. The latest machines which do this work are most ingenious contrivances and are probably the most interesting mechanisms to be seen in any jewelry factory. A little steel point is made to trace out a tiny design on the back of the case. The case itself revolves, while contemporaneously a brass plate of similar size, bearing the required design in relief, revolves at the same rate near by. A pointer likewise touches its surface. Whenever this pointer meets a portion of the

employees. A thorough system of weighing and counting is generally established and the workmen have to give a daily account of the material entrusted in their care. Some loss is, of course, inseparable from their operations and consequently a latitude dependent on the nature of the case is allowed. Losses from the dishonesty of employees are fortunately of rare occurrence.

It is with the waste from the process of manufacture that manufacturers are principally concerned. To minimize the loss in this direction, great care is taken. Every particle of matter that is separated from the articles under construction is preserved and passed through a separating process by means of which the valuable portion is preserved. Even the water in which the employees wash, the towels they use and the aprons they wear are subjected to this process. As a result in the course of a year an almost incredible saving of thousands of dollars is made.

#### THE JOURNEYMAN JEWELER.

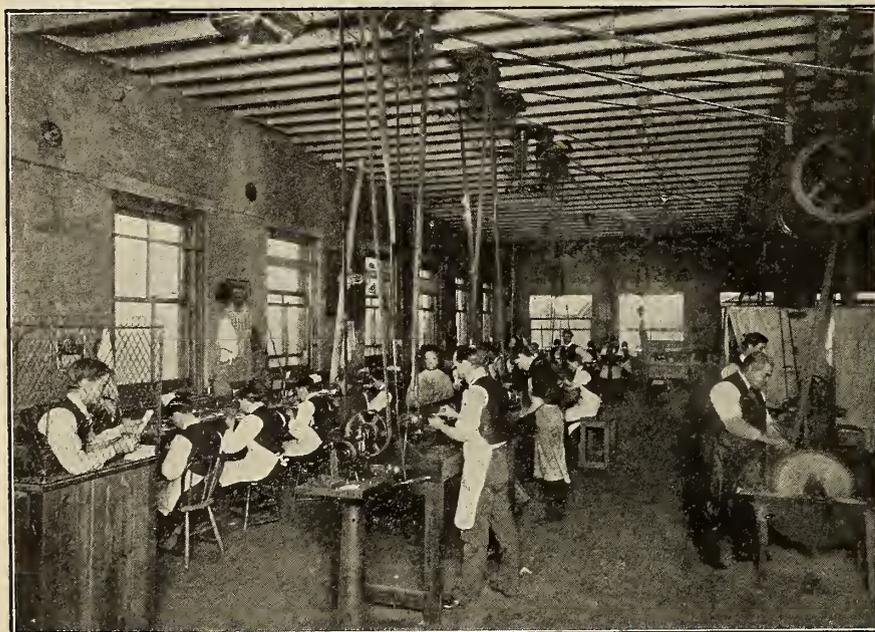
As a rule the mechanics who are employed in the jewelry and silverware factories of the Dominion form a valuable class of citizens. They are paid from twelve to twenty dollars per week, which means that a good workman need find no difficulty in earning his three dollars a day. The appearance of the average workman as he pursues his particular task is prepossessing, and the number of bright, intelligent-looking young men to be found at work at machines and benches speaks well for the future of the industry. A generation of Canadian artisans has grown up and has, to all intents and purposes, displaced or absorbed the foreign workmen who were first employed.

The various factories from a sanitary point of view appear to be well-equipped. The workrooms are large and well-lighted and conditions seem to be as pleasant as possible for the employees. There is very little crowding, and none of the factories are what might be termed congested with machinery or work-tables. In some institutions, dining rooms and other contrivances for the advantage of employees have been established

#### THE FUTURE.

Having thus reviewed the past and present conditions of the industry, a word or two must be added with respect to the future. To-day conditions are exceptionally favorable for the continued prosperity of the industry. Manufacturers are branching out, adding new departments to their factories and perfecting their equipments. Markets in other parts of the world are being opened out, and in the general tide of prosperity the industry is flourishing.

This result was to be anticipated when the tariff was advanced in 1879. The jewelry industry, being dependent on the welfare of the other industries of the country, began to flourish as soon as they had



SCENE IN A JEWELRY FACTORY.

to two hundred hands, and producing an annual output valued at some half million dollars. About the same value in movements is also imported annually. The watch cases made in Canada are sold at the same prices as prevail in the United States, so that, as in the case of the other divisions of the jewelry and silverware industry, a protective duty has been a large saving to the Canadian consumer.

The making of gold filled watch cases forms an exceedingly interesting process. Beginning with a bar of metal, two sides of which are usually faced with gold, and ending with the glittering engraved and machine-turned case, each step is full of interest and instruction. The bar is first rolled out until the proper thickness is secured. It is then passed over to the operators of the machines and presses, which cut out the various shapes and stamp

design in relief, it is pushed back and an electric current is set in motion. This magnetizes an armature, which draws back the first pointer and the tracing of the design is stopped. The minute the second pointer falls back, the current is broken and the first pointer resumes its work. An adjustment to secure the gradual motion of the pointer towards the centre of the case is attached as well as an adjustment to counteract the curvature of the case.

#### PREVENTION OF LOSS.

In all the manufactories in which the precious metals are handled every precaution is taken to prevent loss. The waste, incidental to almost every industry, is in the case of the jewelry industry particularly worthy of attention and manufacturers are endeavoring to reduce the loss therefrom to a minimum. Every care is taken to remove all opportunities of theft from the hands of

obtained a fair footing. The more successful the other industries of the community became, the more demand was there for the output of the jewelers' and silversmiths' factories.

This dependence of the jewelry industry on the general prosperity of the community has its dark as well as its bright side. At present a period of good times is being enjoyed, and the industry is flourishing. When hard times recur the jewelry industry is bound to suffer more in proportion than the other industries of the land. It will suffer in two directions. In the first place there will not be the same demand as at present and worse still the market will be flooded with the slaughtered surplus output of the large United States factories. The first cause will be serious enough, but the second will be infinitely more so. A certain demand can always be counted on, and, were this demand confined to Canadian-made goods, our industries might continue to operate with some measure of success. But the danger of a United States invasion puts a different face on the situation. The whole industrial community must be protected from the possibility of such a crisis, and the jewelry industry doubly so. If the tariff be at present sufficient to foster the industry, it is only because conditions in foreign countries are favorable. Foreign manufacturers have all they can do to supply their own markets. Once the foreign demand is subjected to a contraction, however, the case will be materially altered. United States manufacturers for instance will not curtail their output to any extent, but they will endeavor to slaughter their surplus here. While now it may not pay them to send travellers into Canada, as soon as hard times come every nerve will be on the strain to secure every possible customer, and to win them special price inducements will be offered.

It has been shown, conclusively, in the case of the jewelry industry, that an increased tariff has not only been the prime cause of the establishment of that industry, but that it has reduced prices to the consumer. This being so, it is obvious that a further advance will in no way militate against the present prosperity of the industry, while it will prove a safeguard, when the inevitable reaction comes. An ounce of prevention is better than a pound of cure and now is the time to take precautions.

H. C. Slingsby, of London, England, the inventor of the celebrated sliding wheel trucks, is on a visit to Canada inspecting the Canadian works. While in the United States he organized a large factory in New York for manufacturing his several devices. The development of these trucks has been phenomenal. At the present time there are 4 factories, 25 branches and over 2,300 agents.

## PROGRAM FOR ANNUAL MEETING

Toronto Branch.

**A** NNUAL Meeting and Dinner, Association rooms, July 10th, 1903, at 4 p.m.

### RECOMMENDATIONS FROM THE EXECUTIVE COMMITTEE

The Executive Committee will ask the members in annual meeting to adopt the following resolutions :

(1) That the past presidents of the Canadian Manufacturers' Association resident in Toronto be not recognized as ex-officio members of the Executive Committee of the Branch.

(2) That the past chairmen of the Branch be ex-officio members of the Executive Committee.

(3) That the number of elected members of the committee be changed from 10 as at present to 15.

(4) That five members of the Executive Committee constitute a quorum.

### REPORTS WILL BE RECEIVED AS FOLLOWS :

- (1) Technical School Representatives.
- (2) Industrial Exhibition Representatives.
- (3) Secretary's Report.
- (4) Chairman of Executive Committee.

### NOMINATIONS AND ELECTIONS AS FOLLOWS :

(1) Chairman and (2) Vice-Chairman of Branch for 1903-4.

(3) Executive Committee (Ten or Fifteen).

(4) 22 Nominees for Representatives on the Executive Council.

(5) Four Technical School Representatives.

(6) Twelve Representatives to the Industrial Exhibition Association.

Dinner at the National Club at 6.30 p.m. The evening will be devoted to Municipal Government and Citizenship. The guests will be Mr. Clinton Rogers Woodruff, Secretary of the National Municipal League, with headquarters in Philadelphia, and Prof. Goldwin Smith, of Toronto. Mr. Woodruff is recognized as an authority on Municipal Government all over America. Prof. Goldwin Smith, a citizen of our city, needs no introduction.

Dinner tickets, \$1.25.

Advise the Secretary at once if you will be present.

## FOREIGN TRADE NEWS

### TRADE ENQUIRIES

*NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.*

**Agencies.**—(a) A Liverpool firm desires to hear from Canadian manufacturers who require active representation in Great Britain and West Africa, where they have important connections.

(b) A Canadian who has spent the last two years in England, and speaks very highly of the prospects for trade in Canadian goods, desires to represent manufacturers. He expects to come to Canada in August next, but in the meantime desires communication with any firms seeking representation.

**Bacon, Butter and Cheese.**—A Bristol produce broker wishes to get in touch with responsible Canadian shippers of bacon, butter and cheese who require representation in his district.

**Belts.**—A correspondent who has been well and favorably known to the Association for a number of years, and who already represents Canadian manufacturers in London, desires to represent manufacturers in the above line. He will be willing to accept an agency on a basis of 10 per cent. commission.

**Broom Sticks.**—A Birmingham correspondent desires to get in touch with Canadian shippers of all kinds of broom sticks.

**Closet Seats.**—A correspondent in Burnley, England, asks for the names of firms manufacturing the above. He also asks for catalogues.

**Copper.**—A London house is desirous of being placed in touch with parties in Canada in a position to export manufactured copper for electrical purposes.

**Desks, Roll Top.**—A correspondent in Burnley, England, asks for the names of firms manufacturing the above. He also asks for catalogues.

**Felspar and Gypsum.**—A correspondent in Staffordshire has asked to be placed in communication with producers of felspar and gypsum in Canada.

**Flour.**—(a) A Norwegian firm has asked to be placed in communication with large milling houses in Canada.

(b) A firm in St. Vincent, Cape Verde Island, desires to procure 100 bbls. of wheat flour.

**Flour, Meals, Etc.**—A London importer wishes to correspond direct with large producers in Canada of flour, meals, etc.

**Frames, Photo.**—A correspondent who has been well and favorably known to the Association for a number of years, and who already represents Canadian manufacturers in London, desires to procure

representation in the above line. He will be willing to accept the same on a basis of 10 per cent. commission.

**Fruit**—Reports from the Canadian Government agent in **Paris, France**, show that, owing to the spring frosts, the fruit crop will be very short in cherries, plums, peaches, pears and early apples, and he states that a good trade will be done in dried and canned fruit, and he asks to be put in communication at once with shippers.

**Furniture, Office**—A correspondent in **Burnley, England**, asks for the names of firms manufacturing the above. He also asks for catalogues.

**Hams, Bacon and Pork**—The Canadian Commercial agent in **Paris, France**, desires to get in touch with a Canadian shipper of the above. He states goods would have to be free from borax and hams to be lean and weigh from 6 to 10 lbs. He is in a position to make good connection with a suitable company.

**Handles**—(a) We have received a package of handles from **Wolverhampton, England**, containing 25 different handles. These handles are pick, axe, hatchet, hammer, sledge, miners, etc., and the party forwarding the same desires quotations from Canadian manufacturers. The market for such goods is very large, and it is the desire to procure the same in Canada. These sample handles are at the disposal of our members.

(b) A **Birmingham** correspondent desires to get in touch with Canadian shippers of all kinds of wood handles.

**Handles, Ash Shovel**—A **Birmingham** house wishes to hear from Canadian manufacturers of ash shovel handles.

**Handles, Broom, Fork and Rake**—A **London** firm are open to buy the above from Canadian shippers.

**Handles, Hickory and Shovel**—A wholesale merchant in **Griffithstown, England**, established in 1892, desires to purchase the above in quantities, delivered Cardiff or Newport. Payment against 30 days sight bill.

**Handles, Spruce and Hoe**—A **London** firm, who handles a large quantity of spruce hoe handles, states that their present source of supply is quite inadequate, and desires to procure the same in Canada.

**Hay**—A **Cardiff** firm desires to secure the agency for South Wales of a large shipper of Canadian hay.

**Lumber**—A **London** importer wishes to correspond direct with large producers in Canada of lumber.

**Lumber, Pine and Spruce**—We have received specifications from a firm in **St. Vincent, Cape Verde Island**, for a good sized shipment of white pine and spruce, and we would be glad to forward the same to any of our members.

**Machinery, Agricultural**—A **London** firm doing a business in Rhodesia desires to get in touch with manufacturers, and asks for catalogues of the above with the end in view of introducing the goods in Rhodesia.

**Mica**—A **London** house is desirous of being placed in touch with parties in Canada in a position to export mica in the raw and manufactured state.

**Oats, Wheat and Barley**—A **London** importer wishes to correspond direct with large producers in Canada of oats, wheat and barley.

**Paper**—The Canadian Government agent in **Birmingham** has forwarded to the Association samples of news and brown paper. Very large quantities of both kinds can be marketed in England, where manufacturers can make suitable quotations and deliveries at stated intervals.

**Plugs, Tap Hole**—We have an enquiry from a **German** brewer for tap hole plugs. The firm was established in 1890, and do a wholesale business only.

**Polish, Harness and Shoe**—A correspondent who has been well and favorably known to the Association for a number of years, and who already represents Canadian manufacturers in **London**, desires to procure representation in the above line. He will be willing to accept the same on a basis of 10 per cent. commission.

**Pork Products**—A **Norwegian** firm has asked to be placed in communication with pork packers and manufacturers of oleo oil, lard, etc.

**Poultry**—A firm in the **Midlands** desires to hear from Canadian poultry exporters.

**Pulp, Raspberry and Currant**—A **London** firm asks to be placed in communication with Canadian producers of raspberry and black currant pulp.

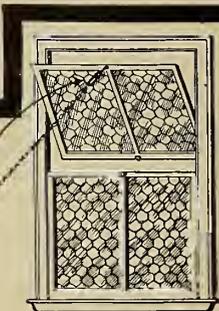
**Purses, Metal**—A correspondent who has been well and favorably known to the Association for a number of years, and who already represents Canadian manufacturers in **London**, desires to procure representation in the above line. He will be willing to accept the same on a basis of 10 per cent. commission.

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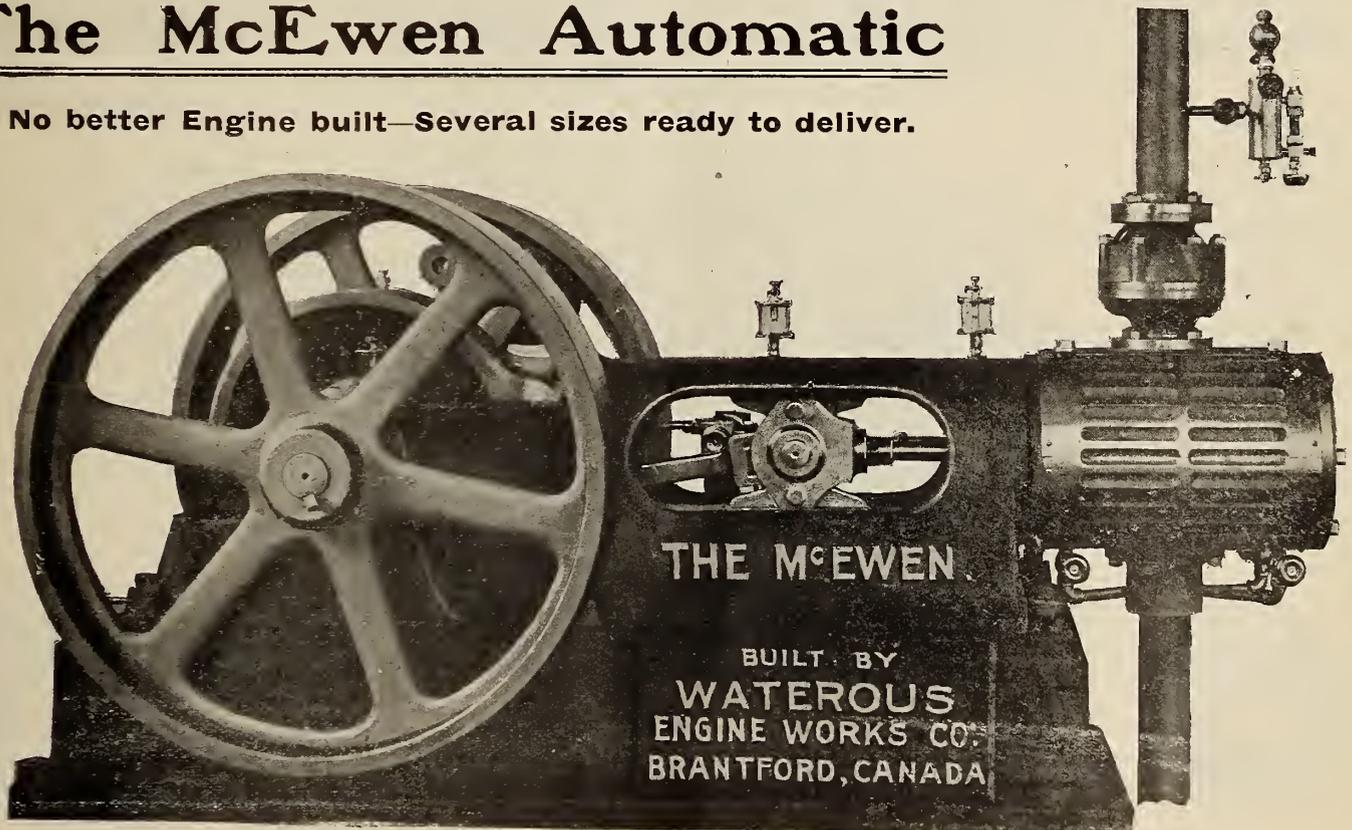
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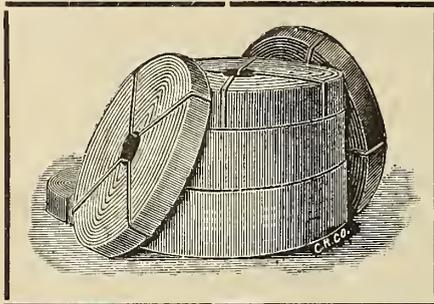
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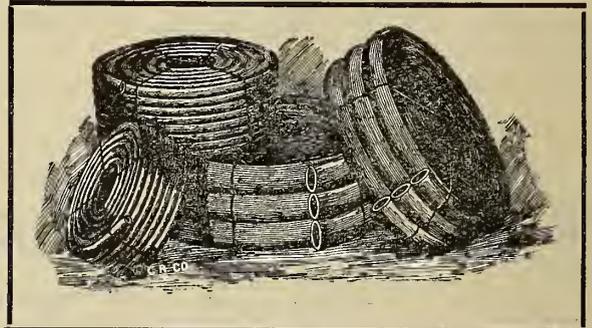
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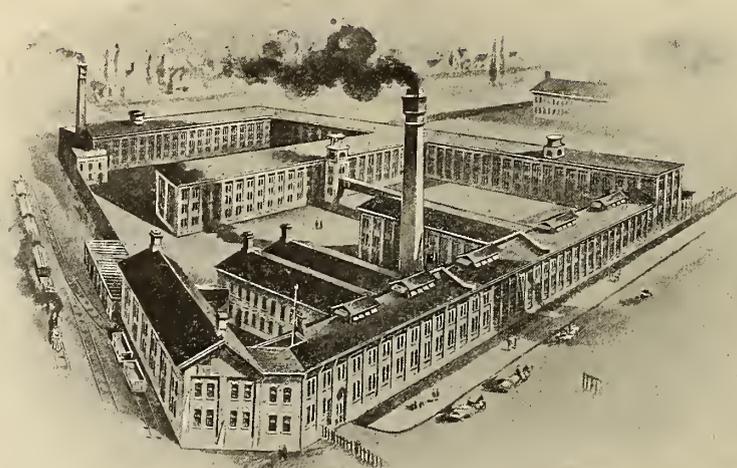
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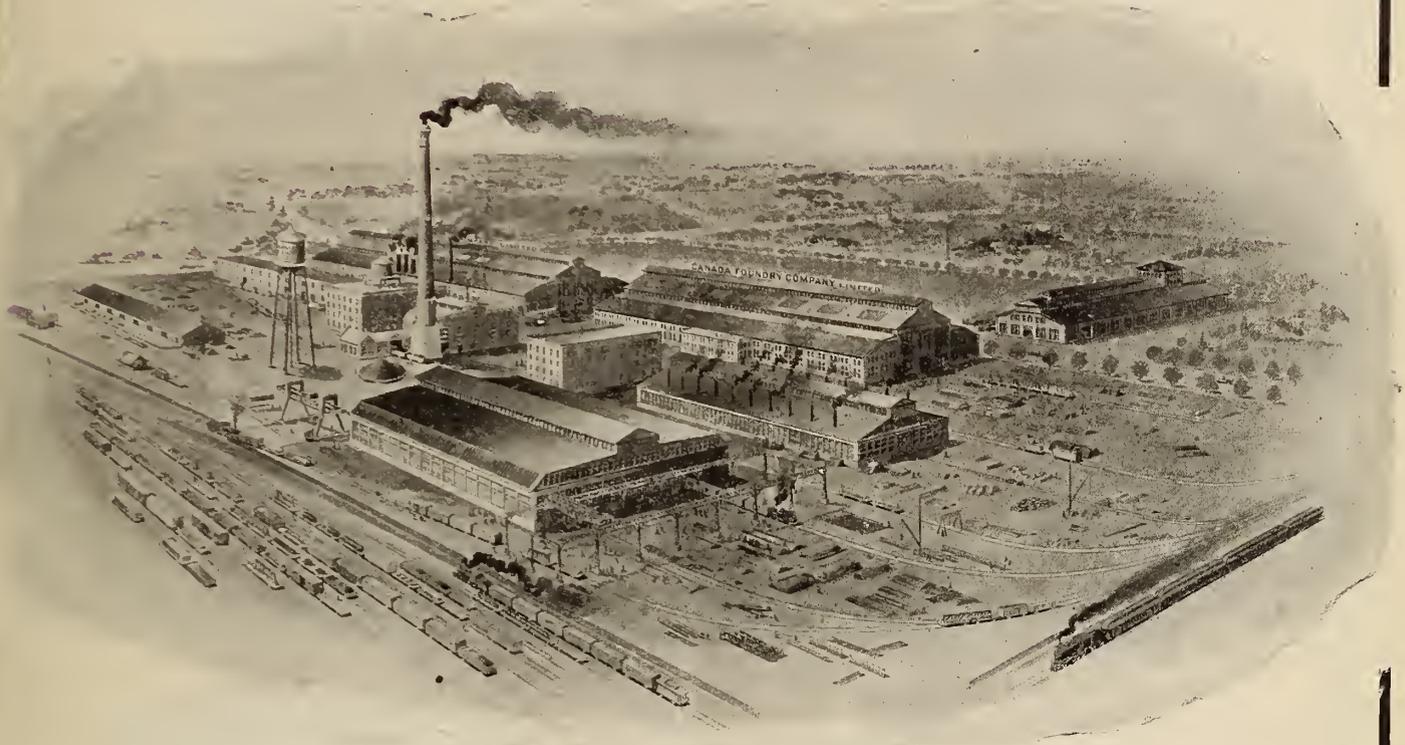
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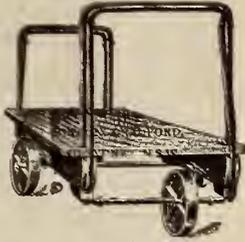


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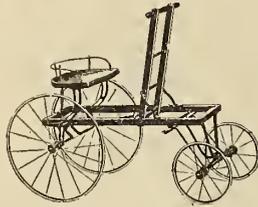
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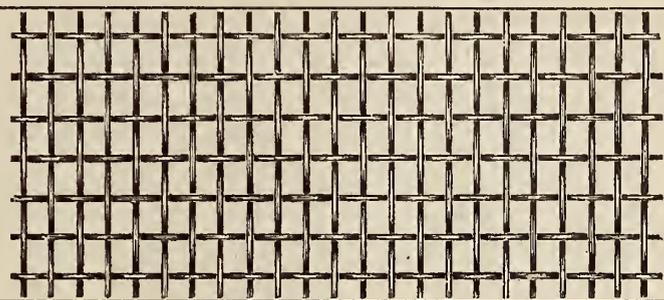
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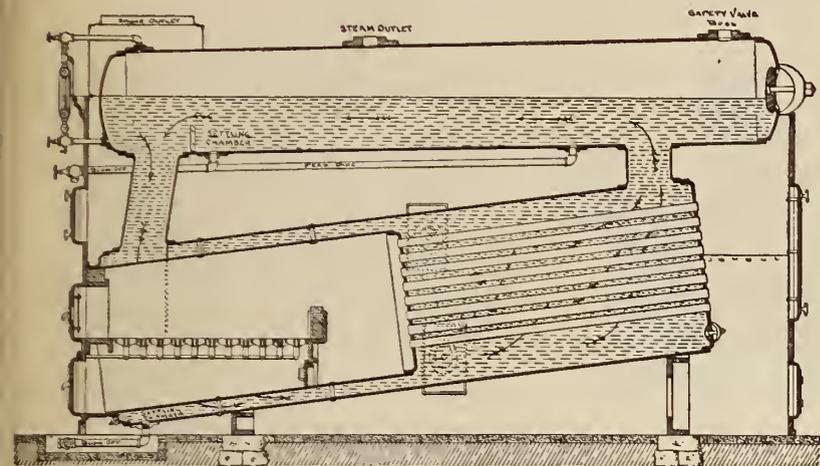
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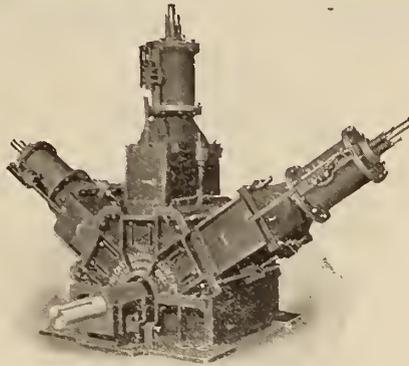
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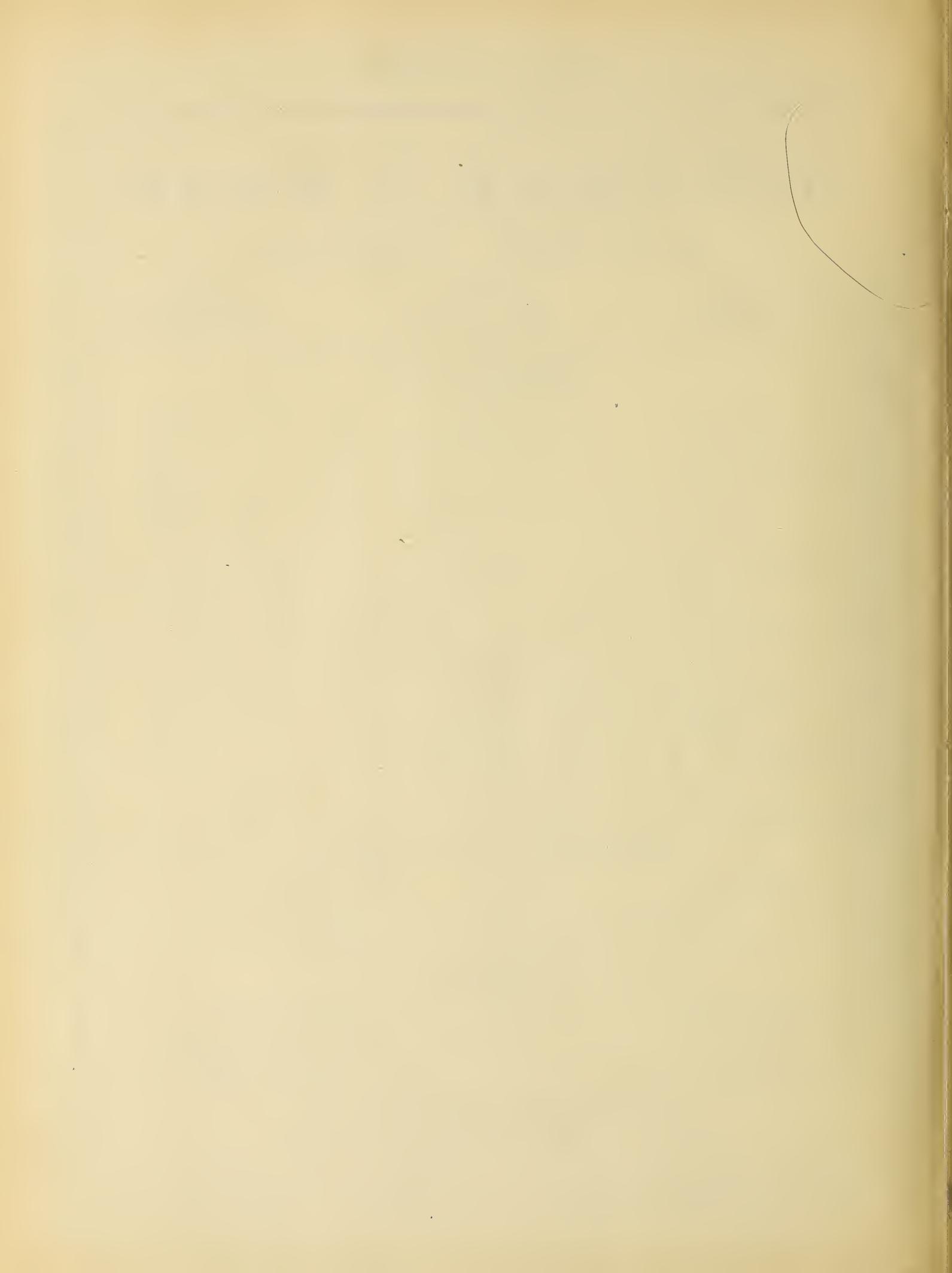
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