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Canadian Manufacturers Annual Convention

Geographical Divisions to Be Organized—Increase in Membership Fees—Retiring President Scores Revolutionaries—T. P. Howard is New President—Further Efforts to Increase Membership—Tariff Must Be Maintained For National Benefit

THE 48th annual convention of the Canadian Manufacturers' Association was held in Toronto on June 10th, 11th, and 12th. The attendance was over 400, as a special effort had been made by the executive to secure a good representation in view of the important points to be discussed at the present time.

Reports were presented by the general manager, treasurer, executive committee, insurance committee, legislation committee, transportation committee, membership committee and the tariff committee. The president, Mr. W. J. Bulman, of Winnipeg, dealt at length with labor difficulties in his annual review. Other features of the convention were an address by Mr. Lloyd Harris on export trade, moving pictures illustrating industrial prices and the national campaign against fire waste, and a trip over Toronto harbor at the invitation of the Toronto Harbor Commission.

The report of the executive committee gave a comprehensive review of the activities of the association during the year as follows:—

"During the past year your committee have been confronted with unexpected financial problems, which taxed the resources of the association, and, in dealing with these problems, it was assumed that their first duty was to provide service to the association.

"Your committee report a gross deficit this year of \$13,520.44, representing the difference between the total expenditures for the year, amounting to \$97,987.96, and the total income from membership fees, amounting to \$84,467.52. This gross deficit is reduced by the profits from "Industrial Canada," amounting to \$8,636.62, the interest on investments of \$3,132.02, and the sale of the "Canadian Trade Index," \$189.46, making a total of \$11,958.10, and leaving net deficit for the year of \$1,562.34.

"Commencing early this year, the association was placed under an obligation to provide for increased expenditures, covering additions to the staff and other general expenses incurred by enlarging the staff. These alterations consisted chiefly of the opening of an Ottawa office, appointment of a general secretary, a manager of the trade sections department, an assistant in the transportation department, extra stenographic help, and an increase of postage, stationery and travelling charges. While we did not feel the full effect of this additional expenditure in last year's business, the increase was sufficient to account for a loss of \$1,562.34. Fortunately it was not necessary to dispose of any of the association's securities last year, so the balance in the investment account remains the same as in the previous year. But early this year your committee saw that if the usefulness of the association was not to be seriously curtailed, it would be necessary to secure more revenue through an increase in the membership fees. A schedule of proposed increases, totalling \$43,365 per annum, was prepared and submitted to the membership committee on February 17th. This committee considered the schedule, and reported to the executive com-

mittee that if the need for revenue was apparent, the apportionment of the fees seemed to be fair and reasonable. The executive committee gave the matter further consideration on February 27th. As they felt it would be advisable to have the opinion of members from various communities, a special committee of sixteen was appointed, consisting of members drawn from Toronto, Hamilton, Montreal, Winnipeg, Guelph, Peterborough, London, Woodstock and Kingston. This committee considered the schedule and made alterations which had the effect of making a further increase of \$9,455, making a total proposed increase of \$52,820. The amount of this increase is subject to reduction, as allowance must be made for loss of revenue due to arrears and resignations. The report of the special committee was adopted unanimously and forwarded to the executive committee for consideration. It was endorsed by the executive committee on March 27th, approved by the executive council on the same date, and directed to be forwarded to the annual meeting for final decision. Your committee have gone into the stages in the proceedings to show that the proposal to increase the fees was given the most careful consideration before being submitted to this meeting.

New Membership Fees

"The following shows the new schedule recommended for adoption by council at the annual meeting, and the schedule now in operation:

Firms.	No. of employees.	Present fee.	Proposed fee.	Increase in revenue.
405.....	Addtl. Rep.	\$10.00	\$10.00	None.
480.....	Up to 9	10.00	15.00	\$2,400
950.....	10 to 29	15.00	25.00	9,500
683.....	30 to 59	20.00	35.00	10,245
348.....	60 to 99	35.00	50.00	5,220
240.....	100 to 149	50.00	75.00	6,000
179.....	150 to 299	75.00	120.00	8,055
77.....	300 to 499	100.00	150.00	3,850
45.....	500 to 999	150.00	200.00	2,250
11.....	1,000 to 1,999	200.00	300.00	1,100
21.....	Over 2,000	200.00	400.00	4,200

\$52,820

Yearly revenue from membership fees under proposed increased schedule\$137,414
Yearly revenue from membership fees at present 84,594

Proposed increase\$ 52,820

"In dealing with the proposed increases, we may consider the fees charged by associations of manufacturers similar to our own. The British Federation of Industries, which includes practically all the important manufacturing industries in the United Kingdom, exacts a single uniform fee from its