

## PERSONAL NOTES

Mr. J. W. Woods, chairman of the honorary Canadian trade commission (which will present its report to the government next week), past president of the Toronto board of trade, and president of the wholesale drygoods house of Gordon, MacKay and Company, director of the National Trust Company and other companies, was tendered a banquet by the National Club, Toronto, last week. Mr. Woods gave to the members an instructive story of his European trip. In introducing the guest of the evening Mr. R. S. Gourlay paid him many well-deserved tributes. The occasion, he said, was to mark admiration and appreciation of Mr. Woods and his life work in our midst and the modest and yet ever outstanding service that he has rendered in response to every duty call in our national development.

"Mr. Woods," said Mr. Gourlay, "a Canadian boy, born in the county of Oxford of Irish parentage, came to this city 40 odd years ago and began work in the entry desk of the Gordon, MacKay firm. From that starting point his advancement was rapid, his energy, capacity and personality



J. W. WOODS,

Chairman, Canadian Government Trade Commission (whose report will be presented to the government next week) who was honored by the National Club, Toronto, last week.

so impressing the officers of the company that 36 years ago he was requested to take charge of the buying for the firm. To the surprise of the president of the company he would accept it only upon the condition that if he did the buying he must also have the right to hire and direct the men who sold the goods he bought. This has been the keynote of his outstanding success—a vision large enough to see an enterprise through to its consummation, a courage ready to tackle any possible adverse condition and whip it into line, with best use of every favorable condition or circumstance; a willingness to study and investigate and to reject or assimilate the experience and researches of all expert minds and their efforts in the realm of all his enterprises; a capacity to select and retain young men of promise for his organization and by his generous treatment of them to retain them under his leadership with ever increasing loyalty and capacity and in larger fields of usefulness; and a persistency so British that even an early defeat is made a stepping stone to final success.

"Mr. Woods has been the head for years of one of the greatest of Toronto's wholesale houses—a house with a splendid history dating back to 1855, and which from the day, 36 years ago, that placed both buying and selling in his care, has grown wonderfully in volume of trade and in ever-increasing influence in commercial circles and has added

much to the annals of what is best and noblest in Toronto merchant traditions. It is remarkable that though this house has absorbed the business of many one-time competitors during the past 30 years, it has been on such terms as to make buyers and sellers fast friends. His company owns or controls and operates nine industrial plants, a variety of industries and some of which are in the largest class of their line in this country.

"He is actively interested on the directorate of banking and trust corporations, limited only in number because they would interfere with his public and humanitarian services in other directions. He is the known friend of every good cause for the uplift and betterment of his brother man, who may be in need collectively or individually. Convince him of the need, the worthiness of the object and the practicality of the remedy proposed, and you have for years had at command the personal service and liberal purse of an enthusiast as long as it was without publicity."

Sir William Maxwell Aitken has been gazetted a baronet.

Mr. J. S. Irvin, president of the International Portland Cement Company, is to move his office from Ottawa to Montreal.

Mr. O. R. Rowley, chief inspector of the Bank of British North America, has been appointed superintendent of eastern branches, succeeding Mr. H. A. Harvey, who is retiring.

Mr. Alex. Lawson, manager and secretary of the Gresham Life Assurance Society, London, England, is paying a visit to Canada and is expected in Montreal early next week. Mr. Arch. R. Howell is the Canadian manager of this progressive company.

Sir George E. Foster, minister of trade and commerce, will probably leave again for England about the end of the present month to assist in the compiling of the report of the Dominions Royal Commission, with which he has been touring Canada for the past month or so, and because of his absence the proposed trade and commerce conference will be indefinitely postponed.

## SHIPBUILDERS AND DUTY DRAWBACK

Whether Canadian shipbuilders would be allowed to build boats for delivery to owners under a neutral flag on account of the Imperial edict which has been acquiesced in in the Dominion is one of the obstacles to the growth of Canada's shipbuilding business. Another is the duty on machinery and plates imported into Canada, stated Mr. H. H. Stevens, M.P., Vancouver, in an interview at Toronto.

An order-in-council passed recently provides:—

"A drawback not exceeding 99 per cent. of the customs duty paid may be granted by the minister of customs on materials used in the original construction of ships and vessels measuring over 500 tons gross tonnage built in Canada when such ships or vessels are authorized by order-in-council to be exported for registry outside Canada, or are British registered in Canada, and are constructed so as to obtain a class in Lloyd's, Bureau Veritas, British Corporation, or other recognized classification satisfactory to the minister of customs, provided that the drawback payable under this section shall be in lieu of any drawback based on a specific rate per registered ton.

"The claimant for the drawback must be the builder of the ship or vessel."

The Canadian government has provided that this 99 per cent. need not be paid into the hands of the government where the construction takes place under the eye of a government customs officer in charge of the works. All liable articles are to be placed under the control of this official until they are embodied in the vessels.

Following the receipt of the assurance from the Dominion government that the ships could be transferred to the Norwegian flag, subject to the final approval of the Dominion government, contracts have been signed for three steel ships to be built on Burrard Inlet. The Norwegian interests are represented by Mr. Otto Dohl and Capt. Frederick Christian Dedrick, the contracts being signed with the Wallace shipyards for two and one with Messrs. John Coughlan and Sons. The ships will cost about \$1,250,000 each.