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CANADIAN MANUFACTURERS IN CONVENTION.

The thirty-third annual convention of the Canadian Manufacturers' Association which was held in Montreal, September 20, 21 and 22 was an interesting event. Trade conditions, tariff revision and Imperial preferential trade were the dominating notes of the gathering. All the speakers closely followed the traditions of the Association in demanding adequate tariff protection to Canadian manufacturing industries, with such Imperial preference as might be consistent with the interests of Canadian manufacturers.

The address of the retiring president, Mr. George E. Drummond, was, naturally, the main feature of the occasion. It was a decidedly interesting utterance, dealing at length with the events of the past year as they affected the trade and commerce of the Dominion. We have pleasure in reproducing some of the very interesting and instructive remarks of this distinguished captain of Canadian industry. Speaking of the growth of this country, Mr. Drummond said:

In considering the course that we must adopt in this nation building of ours, one of the first questions to which we must give thought is the importance of establishing, preserving and developing manufacturing industries in Canada.

The source of a nation's wealth is the work it does and the things it creates. Trade follows production. If we make, we are prosperous; if we don't make, we lose ground in every department of national life, and individually and collectively become impoverished. The great fabric of commerce is all woven together on the warp of production.

Now there is no territory in the civilized world more richly endowed and better adapted by nature to the production of wealth, and to the founding of a great and prosperous nation of workers, than that embodied within the bounds of the Dominion of Canada. Our vast areas of arable lands, and our wealth of mine, forest and fisheries, offer a wide and profitable field for intelligent human effort, and fortunately, too, the varied character of our natural wealth affords a solid basis for the establishment and successful operation of diversified industries within the borders of the Dominion. No civilized nation ever has been or ever can be prosperous and great without diversified industries that will afford congenial

THE CANADIAN MANUFACTURER

Reaches all the Blast Furnaces, Iron and Steel Works, Rolling Mills, Manufacturers of Iron and Wood-working Machinery, Steam Engines and Boilers, Pumping and Mining Machinery, Electric Machinery, Textile, Pulp and Paper Mill Machinery, Water Power Plants, Cement, Sewer Pipe and Terra Cotta Works, Dealers in Steam Fitters' and Plumbers' Supplies, and all Hardware Merchants in Canada.

employment to people of varying tastes and capacities. The more numerous the industries are, the greater the prosperity of the nation will be.

Through much difficulty, consequent in part upon the necessity of carrying on business over a wide and sparsely populated territory, shut out by hostile tariffs from other markets, and unduly exposed at home to the keenest opposition from the longer established and more highly developed and specialized industries of older and more densely settled countries, our Canadian manufacturing enterprises have yet lived through the initial stages of existence, and to-day form, conjointly with our vast agricultural interests, the means by which our people gain their livelihood, and through which we hope to establish and maintain here a great, prosperous and progressive nation.

Let us as briefly as possible take stock of the position that our Canadian manufacturing interests occupy to-day.

In the first place, I think we are well within the mark when we estimate that we have now not less than \$520,000,000 of capital invested in manufacturing in Canada. In 1881 there were \$159,000,000 so invested. Thus, in twenty years we have, in the face of many difficulties, increased our capital investment by \$361,000,000.

I have been favored with some particulars in regard to the 1901 census of the Canadian manufacturing industries, and in those statistics I find that we have much cause for congratulation.

The total production of the 14,650 Canadian factories in 1901 is estimated at \$481,053,375. To produce this amount of goods there were 345,095 work people and clerks employed, to whom were paid \$113,283,146 in wages.

Mr. Drummond proceeded to quote figures to prove the importance of the manufacturing industries:

As a nation of producers, our first thought must naturally be the profitable marketing of our products. There is one market that we can safely take, mould, and control for the upbuilding of Canadian interests— I refer to the home market. Our statesmen, even the greatest among them, have limits to their power, but at any rate they can legislate to conserve our home market to the people of this country, and to prevent foreign producers depriving us of our power of self-help.

Foreign markets, however desirable, never equal in any permanent sense the value of the home market, for, so far as the foreign markets are concerned, we know from past experience that we are always liable to be legislated out of business. The home market is the more