

to the future of our home trade? What we want most is an increased population. Why not devote time and energy to working for an improved and more energetic policy concerning immigration. The experience and brains of the members of this great organization should be applied to helping our Government in this matter. It should be regarded as all important and a work really at the foundation of our home business, and the life and stability of our manufacturing interests.

"In regard to Commercial Education. Why should not commerce be considered as a profession? Why should the lawyers and doctors have all the advantage of special education? Is there a man in the room that has not at one time or other felt the want of the early advantage of education of which circumstances have deprived him? Should not every commercial organization devote a little time at their annual gatherings to urging a better treatment for those entering commercial pursuits? Our universities should take this matter up, and you, gentlemen, can get consideration from both Dominion and Provincial governments on both these subjects to the infinite advantage of trade and commerce, manufacturing or otherwise."

A SUMMER RESORT MEETING.

A communication received last week, too late for insertion at that time, gave an animated description of the August Convention of agents and officials of the Sun Life Assurance Company of Canada. This interesting gathering took place at the pretty town of Knowlton, *chef lieu* of the county of Brome, Que., and extended over four days. On Tuesday a party of some 72 persons, gathered from widely separated districts, left Montreal on two Pullman cars as the guests of the Sun Life to deliberate upon that company's affairs and incidentally to "have a good time." Judging from our informant's description of what went on, they had it.

A reception was given the party by the town, whose method of welcome was delightfully quaint. A feature of it was a band concert, the band consisting of ladies of the place. Some excellent soloists, male and female, assisted on the occasion. The hospitality thus offered was unaffected and not effusive; needless to say it was warmly enjoyed. Next day the authorities of the Sun—both Mr. R. Macaulay, president, and Mr. T. B. Macaulay, actuary, were present—entertained the townspeople at luncheon in Foster Park, a pleasant resort near the town. On another day, Hon. Sydney Fisher, the Dominion Minister of Agriculture, had the Convention people and some of the town residents and visitors (there are always Montreal people to be found at Knowlton), as guests at his country seat. The lovely weather, the old-English grounds and hedges and woods, the charming cordiality of the host, combined to make this a memorable visit.

As may be inferred from the extent of the company's business, the gathering at the various sessions of its staff was composed of persons from widely distant points. Men were there from Philadelphia, from Guelph, from Quebec, from Toronto. One of the young men had visited Egypt in the interests of life assurance; another man came from Bermuda, a third from Jamaica. While we are not informed precisely as to what was done, or said, at the business sessions, we may be sure that so comprehensive a gathering will not be without result for the benefit of the company, which is one of the large Canadian organizations doing life underwriting in many parts of the globe. The party returned to Montreal on Friday in high feather. Our correspondent makes a humorous but shrewd remark, founded upon our description of the Independent Foresters' gathering at Owen Sound about the same time:

"Though the Sun 'shines for all'—as the New York newspaper of the same name boasts—its beams are likely to be more lastingly beneficent than the hot but ephemeral rays of the Big Indian's 'independent' luminary. While the speeches at Brome Lake may not have been as fervid as those heard resounding along Lake Huron's shore, nobody, I feel sure, heard the two Macaulays or their coadjutors make any such remark as that of H. C. R. Oronhyatekha, 'I have been put on the programme because of my good looks and my common sense.' T. B. has certainly good looks, and his father presumably has common sense, but they don't boast of their pos-

sessions quite so childishly. Still, they generally have a different sort of audience to address."

CANADIAN FURNITURE MANUFACTURERS' ASSOCIATION.

Those who were privileged to hear the sketch given of the origin and career of the Canadian Furniture Manufacturers' Association will have an increased respect for the enterprise of the gentlemen who form that body. Mr. Shaw's auditors were then made aware, more fully than ever before, of what our furniture exporters have done towards making this country known abroad. Their difficulties and discouragements were depicted, and the means taken to overcome them narrated in a very interesting manner. And the notion that we were doing nothing to acquaint Europe with our furniture was pretty effectually dispelled.

The annual meeting of the Canadian Furniture Manufacturers' Association was held at the Walker House last week. There was a representative gathering of members, including Joseph Orr, Stratford; S. Snyder, of Snyder, Rose & Co., Waterloo; James Cline, Union Furniture Co., Wingham; Andrew Malcolm, Kincardine; A. H. Ellis, Ellis Manufacturing Co., Ingersoll; D. Robertson, American Rattan Co., Walkerton; James Baird, Baird Bros., Plattsville; G. A. Greutzner, Simpson Co., limited, Berlin; J. S. Knechtel, Knechtel Furniture Co., Hanover; S. Knechtel, Southampton Manufacturing Co., Southampton; W. B. Rogers, C. Rogers, Sons & Co., Toronto; S. M. Smythe, Strathroy Furniture Co., Strathroy; George McLagan, Stratford; J. C. Siemon, Siemon & Bros., Wiarton; E. F. R. Zoellner, Mount Forest; Thomas Bell, of Thomas Bell & Son, Wingham; E. H. Grove, Preston Furniture Co., Preston; H. B. Smith and J. G. Hay, North American Bent Chair Co., Owen Sound.

Transportation and freight rates was one of the main subjects of discussion. The association appeared fairly well satisfied with the treatment at present accorded by the railway companies, but a number of those present thought that the trade of the Pacific coast, Manitoba and the Northwest Territories might be increased if a larger commodity rate schedule were adjusted by the railways. The contention was that a rate could be made, which, without reducing the earnings of the railroads, would be a benefit to the retailer and small dealer, as well as to the wholesaler. No action toward a request to the railroads will, however, be taken until the matter is thoroughly looked into by the Transportation Committee, who were instructed to procure full information and report.

Officers were elected for the ensuing year as follows: President, Thomas Bell, Wingham; vice-president, James Baird, Plattsville; treasurer, A. H. Ellis, Ingersoll; secretary, J. R. Shaw, Toronto.

EXHIBITS AT THE FAIR.

Many of the passers-by were attracted by the dainty bedroom, hall and dining-room fittings of Rice Lewis & Son. This firm will fit up a grate for you; will provide tiles to place in pattern in the front of it; will furnish an over-mantel of Canadian or any other wood, and decorate it in the style of different centuries. They will sell you andirons if you want them, and the quaintest of English tongs and poker. If you wish an iron or steel bedstead you can have it from their stock in a score of sizes or prices. Anything else you may desire that can be fashioned out of metal may be had from this old and enterprising house.

The Luxfer Prism people were represented in the main avenue, leading up to the Main Building. Small though their temple is it is calculated to illustrate the principle on which the prism glass acts. By taking the sunlight in a perpendicular direction, where it may be always available, it is possible to throw it horizontally by means of prismatic glass till the light in warehouses, offices and cellars is doubled and trebled. The excellent effect of this device is now known in thousands of places in Canada and other countries.

MACHINERY HALL.

Among the brass and other metal goods shown by the James Morrison Brass Manufacturing Co., limited, in Machinery