

and every foreign mail brings enquiries for different classes of goods. These are at once communicated to our members by special bulletins, and afterwards published in "Industrial Canada."

#### GENERAL INFORMATION.

At the office of the Association there is kept on file as complete lists of foreign tariffs, freight charges, etc., as possible, for the information of our members. We have obtained exhibits from some foreign countries showing the products that can be exported to Canada, and also the class of manufactured goods that they purchase. We have arranged to obtain reliable confidential reports on the standing of foreign firms at the minimum of cost. As a result of this work, I am able to report that over forty firms have arranged for the representation of goods outside of Canada through the direct efforts of the Association.

#### DEATH OF MEMBERS.

In closing, I must refer to the breaches that have been caused in our membership through death during the past year. These have been not a few, and we have from time to time chronicled the death of members in almost every Province of the Dominion. I note to-day the especially sad circumstances attending the death of one of our esteemed members, who was to have taken an active part in this Annual Meeting. I refer to Mr. Walter E. H. Massey, President of the Massey-Harris Company in Toronto, one of our best members, and Vice-Chairman of the Agricultural Implement Section of this Association. In Mr. Massey, Canada has lost one of the most enterprising of her sons.

#### CONCLUSION.

As Canadians, we are justly proud of our country, and impressed with the vast possibilities of the future, varied as they are great. No one can travel from the Atlantic to the Pacific without being impressed with its

magnitude and possibilities; greater than ever, when we realize that the line of travel is along the southern edge, and that to the north of this line exists a yet finer and richer territory of enormous extent, almost unknown to the farmer, stock-raiser, miner, or lumberman, and containing all the elements of future prosperity in every line of business industry.

It is good that our manufacturers should come together from all parts of Canada—make each other's acquaintance—learn each other's views, and profit by each other's experience. Let each work for the Association and the Association work for each. It is of value to the largest manufacturer and the smallest. We must keep before us the importance of producing for ourselves, manufacturing for ourselves, and carrying for ourselves to the fullest extent of our possibilities. Review any of our leading manufacturing establishments to-day, then look back, ten, twenty and thirty years ago, and observe their small beginnings, trace their growth, and which of us will say they have reached their limit? Who will deny the great opportunities before us? There is a wide field open in every direction to the enterprise of our people. We are more interested in the future than in the past. Then let us be hopeful, accept the fullest measure of our responsibilities, and carry with us at all times that which is more potential than money, viz. commercial honor which brings credit. It would not be just to the members of this Association, nor to our esteemed Secretary, were I not to strongly emphasize his loyal attachment to your interests. The present proud position of the Association is largely due to his earnest, consistent work.

In conclusion I must express my gratitude for the pleasant associations I have enjoyed with you, and the hearty and disinterested assistance you have given me. I shall ever look back on the past fifteen months as one of the most profitable and enjoyable periods of my life.