

result of which has been the invention of many important features in the construction of his pianos, which have added greatly to their value, and helped to place them in the very highest rank of the best makers of either Europe or America. And although this gentleman is now nearly seventy-two years of age, he spends much of his time studying the problem of how to make still greater improvements in the construction of instruments that are even now about as near perfection as such things have ever got to be.

The pianos manufactured by Messrs. Heintzman and Company have been awarded prizes, diplomas and medals in large numbers, not only at Canadian fairs and exhibitions, but also in Great Britain and the United States; and the firm take just pride in displaying these souvenirs, and also a number of letters from some of the most renowned musicians and artists in Europe attesting their value.

As is here stated, the new factory of this firm is probably the largest concern of the kind in the Dominion. It is at West Toronto Junction, a suburb of Toronto, the grounds facing 258 feet on Van Horne street, and extending along the line of the Canadian Pacific Railway 275 feet. The main factory building is a substantial brick structure with stone trimmings, four stories high, 200 feet long and 43 feet wide. A one story brick continuation includes the engine room, 24 by 12 feet; the boiler room, 30 by 30 feet, and a machine shop and wire working department, 42 by 20 feet. There is also a brick building constructed specially as a drying kiln, having four compartments, its capacity being to hold one hundred thousand feet of lumber. All these buildings are constructed of the very best materials throughout, and specially designed for the purposes to which they are devoted. The factory is provided with every comfort and convenience; and the fire apparatus, fire escapes, etc., come up to the fullest requirements. The equipment of tools, machinery, etc., is of the very best character. It is expected that these works will be completed and occupied early in the coming year. They will give employment to about 250 hands, and their capacity of production will be about thirty pianos per week.

ARCHITECTS VS. CANADIAN MANUFACTURERS.

WHY should architects doing business in Canada discriminate against articles of Canadian manufacture?

There is a business element in Canada closely connected with certain Canadian manufacturing industries, who are of that class who persistently think that no good can come out of Nazareth; that no prophet is entitled to honor in his own country, and that an article to be sufficiently good must be the product of a foreign factory. We refer to those architects doing business in Canada who usually mention that certain articles and materials which enter into consumption in the erection of buildings and their equipment must be of foreign production. We have knowledge that this is customary with many architects to demand in their specifications that such things as drain pipe, closets and their fixtures, heating apparatus, kitchen range boilers, etc., shall be of certain makes and styles that are not produced in Canada at all, frequently going so far as to specify that the articles in question must be the products of specifically named foreign manufacturers. Where this is done contractors

cannot exercise any discretion; nor have they the right or privilege to substitute articles of Canadian manufacture; the result being that domestic industries may languish and decay, as far as these architects care, while the money that Canadians are putting into residences, and which they would be glad to see disbursed among Canadian manufacturers, goes to enrich foreign producers.

If there were any good and substantial reasons for thus ignoring home interests, no objections would be raised; for those who desire to have their houses built and equipped in only the very best possible manner, and with only the very best materials, should have the privilege of doing so. Usually when architects are instructed to make plans and specifications for proposed buildings, it is left entirely with them to specifically mention just what materials and articles are to enter into the construction of the edifice. Perhaps the owner knows nothing regarding the relative merits of certain articles and supplies, the whole details of the business being left with the architects. These, in turn, having written their specifications, hand them over to the contractors, who are obliged to conform their work thereto in all respects, no choice or option being allowed them to substitute Canadian goods for those of foreign make. Thus, if American or Scotch drain pipe is called for, no Canadian pipe can be used, although the latter may be equally good or better. If a certain foreign heating apparatus is called for, no similar Canadian apparatus can be substituted therefor, although there may be no difference whatever in the intrinsic merits or cost of the two articles. In such a simple yet important article as a kitchen boiler, although there are none made anywhere else of any better quality, or more desirable in any respect than those made in Toronto and other places in Canada, it is of frequent occurrence that the specifications of the architects call for boilers made by foreign manufacturers, which of course, exclude the home product.

These conditions are due in a large degree to the unwise prejudices these architects entertain in favor of foreign and against home made goods. If the domestic were inferior in quality or effectiveness to the imported articles, this discrimination would be clearly justifiable. But generally they are not; and there is abundant evidence available to prove this fact. Is it, then, that many of the architects doing business in Canada are really not Canadians, but immigrants from foreign lands, who bring with them their old prejudices and predilections, and who are not identified with or care for the success of Canadian industries? It appears so. It is well that architects should specify that the materials and appliances to be used in the construction and equipment of buildings designed by them should conform to certain approved standards, but it is not necessary they should specifically call for articles of foreign manufacture to the exclusion of articles of home production.

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THE approaching session of the Canadian Parliament will witness a remarkable contest. It will be over the copyright question, and between those who will contend that the operation of our National Policy shall extend to the manufacture of books in Canada, and those who desire to bring Canada within the terms of the Berne treaty. The one will represent the idea