

### BUSINESS MEN WITH BUSINESS PURPOSES.

Without doubt the most important move recently made by Canadian manufacturers is that just inaugurated by the Canadian Manufacturers' Association in beginning the publication of a "Bulletin of Information" with the purpose of making known the character and progress of the work being done by the Association, and to supply to the members, without charge, reliable information regarding the home and foreign trade of Canada. The initial number of the "Bulletin" was published August 15th, and already many commendatory letters are being received by the Association from manufacturers and others, and favorable comments by the newspapers, all pointing to the benefit to be derived, not by manufacturers only, but by the whole country, from the enterprise. Associations more or less similar to that of the Canadian Manufacturers' Association are no new thing in Canada or in any other manufacturing country, those in Canada usually taking the form of guilds of particular branches of trade, looking to the individual interests of those trades rather than to those of the great body of manufacturers including all branches. And in this particular the Canadian Manufacturers' Association differs from them all, inasmuch as it is composed of manufacturers engaged in all branches of manufacturing industry, banded together more for the purpose of promoting the interests of manufacturers generally.

The conditions under which manufacturing enterprises now have to be conducted are very different from what they were only a few years ago. Competition has increased production and has also led to a great lowering of the cost of production; and manufacturers who are not ready to admit this fact and to act upon it, cannot hope for success. This recognition must not be passive in its character, but rather aggressive—very aggressive, an aggression that will place them fully abreast with the manufacturers of all other countries. Therefore, to be as successful as their competitors in other countries, our manufacturers must of necessity adopt the most effective methods of those against whom they have to contend.

Perhaps the most aggressive manufacturers against whom our Canadian manufacturers have to contend are those of the United States, and it is well to consider one of the most effective methods by which they can serve their interests.

The National Association of Manufacturers of the United States was formed in January, 1895, as the result of a widely existing desire for a strong and well balanced organization, thoroughly national in its character, equipped for the performance of any service which the manufacturers of the United States might require. Upon this basis the Association has developed into a powerful organization, embracing in its membership upwards of 1,000 of the largest manufacturing interests in the United States, representing every important industry and every prominent industrial centre in the country.

Starting with purposes of very general character, the work of the Association has been shaped gradually by the expressed requirements of its members and by the conditions which have prevailed during the past three years.

The work of the Association naturally falls into groups—that which pertains to home interests, and that which relates to trade with foreign countries.

Although entirely without the pale of politics, and embracing in its membership men of widely differing and pronounced political views, the Association stands for the protection of American industries, believing that there is no market in the world of such importance to the manufacturers of the United States as that which lies within their own country.

The tariff is viewed by the Association, however, as a business problem, not as a matter of political capital; and the adjustment of the rates of duty in such a manner as to equalize the cost of imported articles and goods made in the United States represents the view of the tariff problem as held by the majority of the members of the Association.

The work which the Association has been doing in the

extension of the foreign trade of American manufacturers has attracted a great deal of attention both at home and abroad. The chief features embraced by this work are: Investigation of Foreign Markets; Establishment of Sample Warehouses; Improvement of the Consular Service; Restoration of the American Merchant Marine, and Restoration of Treaties of Reciprocity.

In this work, as in all else undertaken by the Association, the aim is to apply practical business methods. The plans for the foreign work of the Association provide for the careful investigation of possible new markets for American products, the study of trade conditions in various countries, and the ascertainment as fully as possible of the classes of American goods saleable in different markets, with the conditions of competition which must be met.

An important feature of the work of the Association is the publication of a large amount of matter that is of general interest and value to manufacturers. The Circulars of Information issued by the Bureau of Publicity of the Association have rendered valuable aid in promoting the interests of the organization.

While the work of the Association has been planned upon the broadest lines of public benefit, still it offers to its members direct personal services which far exceed in value the cost of membership.

An annual fee of \$50 entitles a manufacturer to membership and to all the privileges incident thereto during the period of twelve months from the date of payment. Only manufacturers are eligible for membership.

### CONDITIONS OF TRADE IN THE WEST INDIES.

A correspondent of The British Trade Journal, writing from St. John's, Antigua, says that the outlook for British trade in the West Indies is at present rather problematical. Much will depend upon the imposition of countervailing duties to fight the bounty-fed beet-sugar, which has been the cause of the deplorable condition of the West Indies, and we are inclined to think that if countervailing duties are imposed, the bulk of our sugars will be shipped to England instead of to the United States, as at present, and thereby increase our trade with the Mother Country. There is one point that must not be lost sight of, and that is, that the soil, climate, and physical conditions of some of the West India Islands, and especially Antigua, render any other industry, except sugar, impracticable for the support of the population. As far as the people are concerned, they can grow enough vegetables for their own use, but as far as any other staple industry is concerned, they can do nothing; and even admitting that we could "go in" for the cultivation of minor industries, many years must necessarily elapse before any return can be got from these industries; and what is to become of our population in the meantime? Helping us in the matter of paying our public debt and assisting us in maintaining our government institutions, while good enough in their way, does not solve the problem of how the people are to live.

The depression is not confined merely to old-fashioned planters, but extends to those who have adopted the most modern methods. The bounties have caused great over-production, considerably in excess of the needs of the world, and have had the effect of sending down prices to a point at which cane sugar does not even pay the cost of manufacture. Our only hope is, therefore, in the imposition of countervailing duties.

Under the United States reciprocity tariff every country entering into reciprocal relations with the United States is conceded a reduction of twenty per cent. in the duties charged on its products, which means something like twenty-eight cents on each 100 lbs. of sugar, or £1 6s. 1d. per ton. This tariff requires that any reciprocating treaty entered under it must be concluded within one year of its passing, and its observance is only guaranteed for four years; but there seems to be considerable delay on the part of the Home Govern-