

THE CANADIAN MANUFACTURERS' ASSOCIATION LEADERS AT ST. ANDREWS

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PORTRAITS OF NEW BRUNSWICK MEN WHO ARE TAKING AN IMPORTANT PART IN THE 51ST ANNUAL CONVENTION OF CANADIAN MANUFACTURERS' ASSOCIATION.

(Continued from page 1)
on the Intercolonial railway. His testi-
mony, he thought especially well
worth consideration because he had
been born and brought up in Ontario.
Previous to Confederation the trade
of the Maritimes had been with New
England. The original arbitrary rail-
way rates had been established to
change the direction of trade. No pro-
test had gone up in 1913 because it
was then a question of filling orders
rather than obtaining them, Mr. Mc-
Lurg said.

Mr. Roberts addressed the representa-
tives of the Maritime Division of the
Association. The meeting loudly applauded
him when he declared that Canada
needed for its peace development, if
she were to take a place of leadership,
a national sentiment such as had
been so effective in the prosecution of
her part in the war. It was needed
to overcome the magnetic influence
of the United States and its greater
population, stretching as it did for
three thousand miles along our south-
ern boundary. Canada was divided into
sections, the Maritimes; middle and
western Canada. These with their di-
versified interests must be bound by
the links, loyalty, sacrifice and sym-
pathy. Continued applause greeted
these parts of Dr. Roberts' address.

The President's Address

As President of the Association and
also as a Maritime Province member,
I take pleasure in welcoming you to
this the fifty-first Annual General
Meeting of the Association which, by
the way, opens the second half century
of the Association's career.

I am glad to see many members
from the various provinces of Canada
assembled here ready to discuss not
only industrial, but also national mat-
ters, and to offer their assistance in
dealing with them. As you will see
from the programme, the meeting will
last four days, one day longer than
usual. Sessions will begin at 9 a. m.,
and will continue until 5 p. m., leaving after-
noons and evenings free for the many
forms of entertainment which our
Maritime members will provide.

In my reports to your Committee
the work of the Association during the
past year will be presented to you
for approval, and you will also be
asked to advise in formulating policies
which will guide the Association dur-
ing the coming year.

Trade Conditions

Producers such as the farmers and
craftsmen; the retailers; the financial
organizations, the transportation
companies, in fact, all groups who are
factors in the nation's business have
passed through very trying expe-
riences during the last two years.

There has been a great decrease in
trade; first, in foreign trade, owing to
international poverty, increases in the
prices of other countries, the ravages
of Russia, and the wars and political
disturbances in Europe and Asia; sec-
ond, in domestic trade, owing to a re-
action from the above causes, and in
addition to local conditions peculiar
to this country.

Bankruptcies, unemployment, and
discontent followed as a matter of
course.

The suffering was partly compari-
tive. Everything got out of scale dur-
ing the war. Farmers became accus-
tomed to big prices for their prod-
ucts, manufacturers to trade down to
them without effort, workmen to
high wages and the distributing trade
to easy sales. This prosperity was
largely imaginary. It was a paper
prosperity. People handled more
money, that is, received more and
spent more. They are now gradually
recovering from the loss and the
relative positions of most individ-
uals are little changed.

In comparison with other nations
Canada is in a fairly satisfactory posi-
tion. Generally speaking, business is
steadily, though very slowly, improv-
ing. The international situation seems
to be clarifying, money is easier, busi-
ness plans have been developed, basic
production is recovering, unemploy-
ment is decreasing, prices are stabil-
izing and demand is reviving. How-
ever, Canada has still many serious prob-
lems to face but the energy and ability
that solved problems in the past
should find the solution for those in
the present and future; but all Canada
must, forgetting domestic differences,
should first ascertain the national sit-
uation, and then unite in providing
for it. Work in the past has been done
on a physical or mental, and we
have now reached a period in our his-
tory when all classes must realize this
as never before in order to hold our
own in the world's struggle should
when competition will become keen.

To this end we must develop effi-
ciency in all our walks of life to a much
greater degree than that of other coun-
tries. If we have more, we will have
a good surplus to sell in the world's
market.

If all cooperate in support of the
same policies, conditions will rapidly
improve; if there is disagreement or
the adoption of wrong policies, im-

provement will cease and conditions
will become worse.

The Great Problem

The national debt of Canada has
increased from three hundred and
thirty-six millions in 1914 to two bil-
lion four hundred and twenty-seven
millions at the present time. Provi-
sions must be made not only to pay
the interest on this debt but also to
reduce it. Now is this to be done?
Taxation will raise enough to pay
current expenditures, including inter-
est, but no form of taxation of our
present wealth can be practically ap-
plied to reduce the principal. That
can only be diminished by developing
the national resources of the country.
The farms, the mines, the forests, the
fisheries and the factories, if trade is
wisely stimulated, will provide the
wealth which will pay off this debt.
In other words, the earning power of
Canada must be vastly increased. All
national policies should be directed
to that end, finance, labor, trans-
portation and markets.

In the determination of these poli-
cies the following will be the chief
factors, Government revenue, material,
power supply.

Government will have two functions
active and passive. The active func-
tion will include maintaining safety
for life and property, the administra-
tion of justice, the economical con-
duct of the country's affairs, the en-
couragement of productive enterprises
and the stimulation of trade.

The passive function will consist
chiefly in a judicious abstention from
harmful activity. The unsettled condi-
tion of public opinion during recent
years has produced from Parliament
the nine Legislatures and the numer-
ous boards, commissions and municipal
councils a vast network of laws,
regulations and restrictions, many of
which are either worthless or injur-
ious.

There is a foolish economy which
defers necessary expenditures and
thus increases the ultimate cost. The
country does not want this. It does
require a rational and rigid economy
in expenditures. There has been too
much thinking in millions of dollars
during the past few years. Canada
should also go slowly in regard to so-
cial legislation which is being cen-
sured by people who are not aware
as a rule of the true situation. They
propose, but they pay. A certain de-
gree of progress in social conditions
is commendable and necessary, but
this must not run ahead of the earning
power of the country, and thus lead to
the confiscation of savings, a course
which must end in financial disaster.

Wealth to be Developed

There is a tendency to use extrane-
ous language in describing the nature
and extent of the raw materials re-
maining in Canada. There is no
doubt about their existence. It is
estimated that there are three hun-
dred million acres of land fit for farm-
ing. One-third is presently in farm
holdings, or which only sixty million
acres are under cultivation. Conse-
quently, two hundred and forty mil-
lion acres of fertile land await the
plough. Of the world's surplus Cana-
dian produces—90% of its wheat,
33% of its potatoes, 50% of its sugar,
20% of its corn, 15% of its cotton,
11% of its wool, 1% of its iron, 4% of its
barley, 4% of its gold, 4% of its cop-
per. These are only some of the
great stores of potential wealth.

While it is an undoubted fact that
this wealth exists, its availability is
another matter. To have commercial
value it must first be developed, which
will require not only capital but also
power, labor, transportation, and
markets.

Power for Industry

Power we have in abundance. Coal
in the Eastern and Western parts of
Canada is plentiful; Alberta alone, it
is estimated, contains 14% of all the
coal reserves in the world. If cen-
tral Canada lacks coal, there are
large supplies of water power. The
Water Power Committee of the Con-
sultative Board of Scientific Societies,
England, in July, 1918, estimated the
water power in the entire British
Empire at between 50 and 70 million
h.p. The water power of Canada
was estimated at between 15 and 20
million, of which 1.2 million is de-
veloped or under construction. Most
of the industrial centres of Canada
are supplied, or can be supplied with elec-
trical energy derived from water power
or with ample reserves, located
within easy transmission distance.
Until very recently, coal was consid-
ered the most desirable source of
power, but now water power is being
developed to a great extent. A fair figure
representing the amount of coal equiv-
alent to 1 h.p. of installed water power
is 10 tons per year. In 1916 the
total installed water power h.p. in-
stalled was 2,450,000 h.p. which was equi-
valent to 21,555,000 tons of coal.

Canada Needs Money

A young country such as Canada
requires capital, which is difficult to
secure at any time, and is more elu-
sive now than ever nations have known
to lend. Capital flows readily into
a country where it is assured of safety
and a reasonable return. It flows
from a country where it is taxed un-
duly or threatened with confiscation,
extraneous public enterprises, finan-
ced by the issue of high interest bonds
which should be avoided because domestic
capital is diverted to the purchase
of these bonds instead of being in-
vested in productive enterprises. Man-
ufacturing and other forms of produc-
tion should not have to bear an un-
reasonable share of taxation, a policy
which has been strongly urged recently
by leading business men in Great
Britain and the United States. The
Dominion Government has wisely
broadened the basis of taxation by
establishing and increasing the sales
tax. No one likes the sales tax, but
at least all the manufacturers who
have to collect it and we hope that it
will serve its purpose and disappear
in time, but it has the merit of pro-
viding a large amount of revenue
with practically no administrative
cost.

The Canadian banking system has
stood the great strain of the War
and the after period and has come
out stronger than ever and better
able to finance the development of this
country. Canadian bankers have
shown a broad-minded and generous
policy in financing enterprises while
at the same time properly safeguard-
ing the savings of the people entrusted
to their care, and we have every
confidence that this policy will not
be altered.

We should be proud of our banking
system, which, as you know, closely
follows that of Great Britain and
more particularly that of Scotland,
the banks being in the hands of pri-
vate individuals, and functioning with a
minimum of Government supervision
a condition we hope will continue.

Co-operation in the factories
between employers and willing
workers and, by the way, there is no
restricted class in Canada, segregated
from others under the name of
immigrants. We are all workers.
May I say here, that those who ex-
change their services for salaries and
wages in Canadian factories are as
valuable as any immigrants in the
country as good citizens as can be found
in any other country in the world.
While there are extremists, the great
majority realize that these are the
individual plants in which they work,
if the plants prosper they are assured
of steady work at fair wages; if the
plants fail they suffer.

More People Needed

Our huge national debt, sparsely
settled country and immense un-
explored resources render desirable a
return to pre-war conditions, when a
large flow of immigration was re-
ceived from other countries. Through
the opinion of the Minister of Im-
migration, his committee and execu-
tive railway officials have
addressed this point. A Sub-Committee
of the Cabinet, since the opening of
Parliament, has been studying the
question of the question, and as a
result of its activities, the former
restrictive money question, decision re-
sulting in a more liberal immigration
policy has been announced. In
consultation with the executive rail-
way officials on the border are now
authorized to admit without refer-
ence to the amount of money in his or
her possession, any immigrants who
possess sufficient property and morali-
ty, who are farmers, farm laborers or
female domestic servants, and who,
with reasonable assurance, employ-
ment is available in Canada, to en-
gage in such occupations. The offi-
cers may likewise admit families of
persons already settled here in pos-
session of property and moral charac-
ter, and any British subject con-
sidered to be of good character, or
any United States citizen whose service,
in the opinion of the Minister of Im-
migration, are required in Canada.
Under the new regulations, continen-
tal Europeans are required to have
their passports vouchered by Canadian
Immigration Officer stationed in Eu-
rope, and other immigrants, with the
exception of British subjects or Ameri-
can citizens, must have their pas-
sports vouchered by a British Consul.
The elimination of the money qualifica-
tion is likely to result beneficially
to Canada, but it is to be hoped
that the Government will be addition-
ally encouraged to encourage indiscriminate
immigration, follow the advice so fre-
quently tendered to speed up their efforts
to secure desirable immigration, and
with ample reserves, located
within easy transmission distance.

Markets Home and Foreign

Materials, capital and labor can
produce goods but the goods are sold.
This brings us to the question of markets.
The home market is the best mar-
ket. The greater part of the products
of the farms, the mines, the fisheries,
the forests and the factories is sold
in Canada, thereby the home
market should be adequately guarded
by the Customs tariff.

It is an extraordinary fact that

while all other industrial countries in
the world have greatly increased their
Customs Tariffs since the war, Cana-
da is the only country that has fol-
lowed the opposite policy. This coun-
try has suffered three downward re-
visions in the tariff since 1919, one
in the Budget of 1919, one in the
Budget of 1920 and one in the
last Budget. While other countries
have been raising their tariffs and
shutting our goods out, Canada has
three times lowered her tariff, encourag-
ing the goods of other countries to
come in, and presenting a barrier
in the trend of international trade,
but is also contrary to the national
policy under which this country
has prospered and developed for over
forty years.

Will every succeeding year see an
other tariff revision downward? Where
will it end?

It is not a sound policy to encourage
the manufacture of articles used by
Canadians in Canada, from Canadian
materials and by Canadian workmen
during the war, and then to tax them
in Canada and then to tax them out of
the national debt? Or should the national
resources be plundered and sold in
order to finance the manufacture of
articles used by Canadians in Canada,
and then to tax them out of the national
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