

chants and other possible purchasers in foreign countries of Canadian merchandise :

The giving of information regarding the best and most available routes for the transportation of merchandise to and from foreign countries :

The giving of any information required regarding the tariff and customs regulations of any country.

These are some of the features that should be prominent in the work of the Association. If they are adopted and carried out in a liberal and intelligent manner, the Association will not only hold what it has already gained for its members and manufacturers generally, but its scope of usefulness will become so enlarged as to command the support of the entire community.

THE WAY THEY DO IT.

In accordance with the established policies of the National Association of Manufacturers, the management of it will be kept in close touch with congressional legislation through official representatives in Washington, as outlined in a circular letter recently sent to Mr. T.C. Search, the president, to all members of the organization.

Mr. Search's circular sets forth as follows :

The Cincinnati Convention approved the establishment in the National Capital of a representative agency of this Association for the purpose of promoting the objects to which the Association has given its approval. This work is of such an important character as to demand close executive attention and supervision. It is my purpose as president to keep fully informed and to place before the membership information and suggestions as to the course of national legislation which may affect their interests. To this end the secretary of the Association, is assigned to duty in Washington that he may by personal observation keep in touch with the progress before Congress of the various objects of which the Association has declared its approval. The co-operation of our membership in this work is of the most vital importance, as members of Congress naturally rely upon their constituents for information as to the public importance and public estimate of measures which come before Congress to be enacted as the law of the land. Therefore the hope is expressed that our members will, when called upon, lend their personal influence and support to this work.

This indicates the way American manufacturers make use of their Association. The President takes an active interest in what is being done. The Secretary is assigned to duty when his services can be of most benefit, and the members generally hold themselves in readiness to give their personal assistance in accomplishing whatever work there may be to be done. Each member pays \$50 a year to maintain the Association, and the secretary is paid a salary commensurate with his services. Neither the president nor the local members of the executive committee seem to care whether the secretary signs his name with a rubber stamp or not.

MR. A. E. KEMP.

Mr. A. E. Kemp, who for two years was the president of the Canadian Manufacturers' Association, has just been re-elected by acclamation, president of the Toronto Board of Trade. This is a well-deserved tribute to one of the most energetic and prosperous manufacturers of Canada. During the time he was the chief officer of the Association he gave a large portion of his time to advancing its interests, and, during his régime and largely through his influence, intelli-

gently directed ; the membership was greatly increased. An address delivered by him, as president of the Association, was of such intrinsic merit that by a unanimous vote of the meeting before which it was made, it was printed in pamphlet form and widely distributed throughout Canada, and was published in full in *The Toronto Globe* at the time. The Board of Trade has done wisely in again choosing Mr. Kemp for its president. *The Globe* has the following to say regarding the occurrence :—

Mr. A. E. Kemp well deserved re-election as president of the Board of Trade. He has given much time to the duties of the office, and has been active in many well-considered movements for the development of Toronto's trade and the increase of her commercial importance. He has made a special study of the great question of transportation as it affects Toronto and Ontario, as well as in its larger national aspects, and we have some confidence that Toronto will yet derive substantial benefits from his work in this direction. We quite recognize that a man carrying on large business operations sacrifices a good deal in devoting so much of his time to public duties, and it is on this account that we should be the more grateful to men like Mr. Kemp who manifest public spirit, and who seem to realize that great success in private business but increases one's obligation to give generous public service.

EDITORIAL NOTES.

The Department of Trade and Commerce is inviting tenders for a monthly steamship service between Halifax and Kingston, Jamaica, calling at Bermuda and Turk's Island, the service to commence on July 1st next, and continue for five years. Steamships are to be of 1,000 tons register or over, accommodate at least thirty first-class passengers, and be able to steam not less than fourteen knots. Cold storage is also to be provided on board. Tenders will be received at the department up to March 1st.

Will lumber ever be cheap again ? is a question of particular importance at the present time, especially when the various elements entering into a discussion having to do with the commodity in hand is considered. On this point the *Cleveland, Ohio, Leader* observes that it is already a fair question whether or not lumber will ever be cheap, as values were rated less than one year ago. No sound judge of economic and industrial conditions can doubt that many staples will lose much of the advance made in the past ten months. It is inevitable, in the nature of things. With timber and all its products the case is different. The darkening shadow of inadequate or very expensive supplies lies over the trade in merchandise which comes from the forests. It will not be permanently lifted by any known agency. With population and production of all kinds fast increasing, and the country gradually filling up, the demand for timber and wood of all kinds will naturally increase. That means heavier drafts upon the forests, and the best possible care of our remaining sources of supply can hardly make lumber cheap and plentiful, in the old sense. There may be temporary depression in the market, but reactions from too sudden and violent advances in the price level will scarcely last long. Under such conditions it is the imperative duty of all governmental and educational authorities to do what they can to guard against the threatened lack of timber in the United States. There is no plainer responsibility.