

good; the practical suggestions they get from persons more experienced than themselves, the personal acquaintances they make and the friendly atmosphere everywhere, preserves the memory of these assemblies and makes them an incentive to better work.

A FURNITURE LESSON.

It is coming to be better understood that Canada makes admirable furniture. In shape and finish Canadian furniture of to-day shows vastly more variety, more artistic sense, more appropriateness than was the case thirty or even twenty years ago. This has much to do with the success which has attended recent efforts to extend our export of furniture. But our possession in Canada of a great number of handsome woods is another and a very important factor in the case. It needed organization and enterprise, besides, to supply the further conditions precedent to a really large foreign trade. This was forthcoming in the organization in January last of the Canada Furniture Manufacturers, limited, with a capital of \$3,000,000. By this concern, twenty-one factories in twelve places were brought under the one management, each of which is thus able to take up its own line of manufacture and equip its factory with machinery to produce its especial make of the goods with the least expense and the greatest perfection. Two of the factories are situated at Berlin, one at Guelph, one at London, one at New Hamburg, one at Mount Forest, one at Seaforth, one at Stratford, one at Walkerton, two at Waterloo, three at Wiarton, three at Wingham and four at Woodstock—twenty-one in all.

It is natural to begin by stating where the frames of furniture are made. This important part of the manufacture is done at the Schaefer-Killer frame factory, where the men are skilled in the foundation work. Here also is made the Morris chair, with adjustable attachment to change the position of the sitter. Then the Snyder-Roes upholstery factory completes the work done by the Schaefer-Killer people, and turns out ordinary and medium-priced goods well upholstered as well as inlaid work in mahogany and other woods. The Thomas Bell factory at Wingham makes special lines of sideboards, bedroom suites, chiffoniers and buffets. Then the Anthes factory at Berlin turns out dressers, dressing tables, wash-stands, sideboards, ladies' desks and music cabinets made in mahogany, golden oak and bird's-eye maple. The group of Woodstock factories embraces the Anderson Furniture factories, covering twenty-four acres, and described as the largest in Canada. We are told that their output is the most varied of any of the twenty-one. They make all kinds of tables, desks, secretaries, sideboards, kitchen furniture, cots, cradles, chairs, reed goods, baby carriages, besides mattresses and springs. Burr Brothers' factory at Guelph is another of the series. This establishment has for years had a reputation for honest goods. Here are made bed-room suites, wardrobes, sideboards, dressing tables and combination desks. At the Union Furniture factory they produce mostly goods of a lower grade, plain, well-made goods. Hill's chair factory turns out chairs of every conceivable kind, and the Button-Fessant chair factory is another which makes chairs alone. The Zoellner factory at Mount Forest makes really fine goods in bedroom suites, in novel as well as standard styles.

Much interest has been shown in the admirable products of the Joseph Orr factory at Stratford, which for design and for carving merit high eulogy, while the prices are surprisingly moderate. Fancy tables, centre tables, hall racks, hall mirrors, and tabourettes are among the articles on the catalogue of the Simpson furniture factory. Tables alone are produced in one department of the Siemon Brothers table factory at Wiarton; in the other, sideboards, wardrobes, cradles, beds and bedroom suites. The Broadfoot Box factory at Seaforth has been fitted up to produce office desks, book-cases, secretaries, ladies' desks, and so on. From the American rattan factory have long been turned out attractive rattan goods, and this is still the case; while the Hobbs mirror plate works in London supplies the mirrors for the different factories.

The products of most if not all these various establishments were on exhibition last week in a special building—the old Bicycle Building—of the Toronto Industrial Exhibition. And the attractive nature of this exhibit, the quality and finish of the goods were the remark of admiring thousands. It was truly a lesson in furniture making. It is agreeable to learn, as we do, that with commendable foresight the Canada Furniture Manufacturers, limited, have acquired large timber limits, giving them an abundance of each kind of the native woods required for their output. Already their export trade is showing satisfactory dimensions. But we are confident that it can be doubled or trebled in the United Kingdom alone.

AMERICAN IRON IN AUSTRALASIA.

The American consul-general at Melbourne, Australia, reports many complaints made to him about the quality of bar iron shipped from the United States to the Australian States. It seems that when the abnormal rise in the price of British bar iron at the beginning of the year 1900 furnished the opening for the introduction of American iron to the Australian market, the various agents of American rolling mills speedily became alive to the fact that British prices were \$20 a ton in excess of American, and a very large business resulted. "The American prices continued to fall, owing to internal competition, and orders were diverted from the markets of Great Britain to those of the United States. The American rolling mills missed their chance, and instead of doing all in their power to secure the business of the Australian merchants for future requirements, evinced little interest in the orders they received, took their own time for delivery and instead of giving attention to the oversea demand, considered the home trade, which was already secured, first. They failed in every instance to comply with the requirements of the importers on this side—which were consonant with the methods adopted by British exporters—and followed their own will to their ultimate disadvantage." Thus we see that other manufacturers than those of Canada have lost Australian trade through not paying attention to the views and instructions of merchants in the Australian Commonwealth.

TRADE OPPORTUNITIES.

The following were among the enquiries relating to Canadian trade received at the High Commissioner's office in London, during the week ending 30th August, 1901: Enquiry has been received from a correspondent in Rome for quotations of Canadian oak, unsawn; presumably oak logs. A gentleman who is going to Canada with a commission to purchase butter in the centres of production, asks for information respecting the situation of factories, creameries, etc., and particulars concerning same. Several business men who are shortly starting business in South Africa as general merchants, with departments for hardware, fancy goods, crockery, grocery, etc., desire to hear from Canadian manufacturers requiring representation. A Montreal mining engineer and geologist offering good references is open to undertake work for English capitalists requiring the services of a fully qualified man. A lumber merchant in Ontario desires to get into communication with English importers of small woodenware such as brush backs, and other small articles used in the brush trade.

—The latest great engineering idea is to connect the new world with the old by means of a railroad from Alaska to Siberia. Russian, French and American capitalists, including J. Pierpont Morgan and J. J. Hill, are said to be planning a railroad to run from Circle City, Alaska, on the American side of the international boundary line, following a course north of the Yukon river, south of the Arctic Circle to Cape Prince of Wales, the extreme western point of the American continent; thence crossing Behring Strait to Siberia. They also propose to build a line from the east coast of Siberia in a southwesterly direction, connecting with the Trans-Siberian line at Vladivostok, and to find an outlet into China via the Manchurian railroad.