

Hay, Louis Cote, G. E. Drummond, Edward Gurney, William Bell, William Craig, and hundreds of others throughout Canada, from Halifax to Sarnia—the very backbone and sinews of our national prosperity—were actively interested in its formation, and, those of them who survive, staunchly stand by it till now. These men were not nor are grinders of personal axes, but patriots who love their country and desire its prosperity.

It is a mistake to suppose that Canadian millers, or tanners, or manufacturers of any sort, would not and do not, as guilds or classes, derive substantial benefit from membership and identity with the Association. This is obvious if it is admitted that they are benefited by a policy that gives them control of the home market for their products. This protection to any particular industry could not possibly exist if those engaged in all the other industries were not willing that it should exist; and therefore those engaged in that industry should recognise the fact that without the friendly co-operation of all the other manufacturers, as exemplified in the National Policy, their industry would not probably thrive. And thus it is that all Canadian manufacturing industries are dependent upon each other for a system of cohesion which commands an influence with the Government which ensures the continuance of that protection without which no industry could prosper. The manufacturers must of necessity stand together, and the Canadian Manufacturers' Association is the nucleus of their strength and influence.

#### THE MIDDLEMAN.

Metaphorically speaking the Middleman toils not much, neither is he a spinner of textile yarns, yet this is the way the Wool and Cotton Reporter shows how he is interested in tariff reduction, how the public is not benefited, and how the manufacturer is hurt. It says :

One of the logical incidents to the depressed condition of trade is the unreasonable demand for low prices, and strange to say this demand is more urgent from jobber and retailer than from consumer, but possibly the former are merely anticipating the demand which is probable to come later on from the latter. However, there is reason to believe that the latter is not receiving full benefits of the reductions which have been made, and further than that he is not likely to—a reduction in manufacturers' price must be large in order to appreciably affect the price to the consumer. We do not mean to say that the past two years have not brought a reduction in the retail price of textiles—and we are only dealing with articles coming under this category—there has been a steady reduction in the past four years, or more, and the reduction has been considerably accelerated within the last two years; but it is safe to say that few if any reductions have been made since the new tariff went into operation.

The New York World on Monday last printed a list of 500 staple articles, on which it claimed a reduction had been made, due to the change in the tariff, and coming after the change. Assuming that the figures are correct as to time and amounts, they are not such changes as inure to the benefit of the consumer. It gives price of Amoskeag ginghams at 7¼c. in 1894 against 8¾ in 1893, and Fruit of the Loom (cambric) 9c. against 9¼c. How much of

that difference, do you imagine, goes to the consumer? Lowell super ingrain 72½c. against 77½c., and Sanford tapestries 67½c. against 72½c.; how much of this reduction does the consumer get? And yet consider the cost these changes mean to the manufacturer—the cotton market turns on one-eighth of a cent, and it is either a profit or a loss to the manufacturer, while to the jobber it is only just so much more or less of a profit, and to the consumer no change whatever is made. Because Lowell, Bigelow or Smith reduce prices of carpets 5 or 10c. per yard, does it follow that the house-wife who goes to Pray or Sloane will be able to buy any of these makes any cheaper? The simple fact is that the manufacturer has suffered a loss and the jobber has made a gain—the reduction not being sufficient to cause the retailer to change his price.

How much benefit does the consumer realize when he buys a suit of clothes made out of cloth on which there has been a reduction of 20 to 25 per cent. on the manufacturers' price? The jobber comes into the primary market and buys a line of dress goods at 5 per cent. below previous price—think you the consumer buys those goods at 5 per cent. reduction? The fact is the benefit of the change has gone largely into the pockets of the jobber and retailer, and the manufacturer has had to stand the loss. Possibly, and probably, the demand which buyers are making to-day for still lower prices may result in an advantage to the consumer, but it will take time before it is realized, and the loss in wages and earning capacity will more than offset any gain which may accrue from the reduction. The masses will find they have been deceived when they were told that prices were to be cut in half or greatly reduced—the reduction has been made at the wrong end. It has been taken out of the earning capacity, and the man who has had his wages cut 20 to 25 per cent., finds that the cost of living has not been reduced proportionately.

#### CANADIAN FURNITURE IN GERMANY?

Does not this look like an opening to sell Canadian furniture in Germany?

According to the United States Consul at Brunswick (Northern Germany) the Germans are very deficient in the manufacture of ordinary furniture. This arises from the scarcity of wood, and from the fact that they have not accustomed themselves to so many articles of furniture as is the case in our own country. Speaking broadly, there is no good furniture in Germany. This statement may be qualified with regard to art furniture, but even in this respect they fall far below the productions of American factories. A somewhat extended inquiry in this direction leads Consul Tingle to the belief that in Germany there is an excellent field for the extension of trade in American furniture. Especial stress must be laid upon cheapness, for thrift is, perhaps, the most predominating German characteristic, and the average German carefully scrutinizes the expenditure of every mark.

"It is rare," says the report, "to find a table or desk that sets evenly on its legs, and it is rarer still to find a common chair that will not come apart after very little use. Easy chairs of the comfortable 'sleepy-hollow' pattern are almost unknown, and the usual upholstered drawing-room chairs, while substantial enough, are far from being things