

CANADIAN MANUFACTURERS' ASSOCIATION.

President:
J. F. ELLIS.

First Vice-President:
JAMES KENDREY, M.P.

Second Vice-President:
P. W. ELLIS.

Treasurer:
GEORGE BOOTH.

Chairman Executive Committee:
R. W. ELLIOT.

Chairman Tariff Committee:
W. K. McNAUGHT.

*The Executive Committee meet on the
Second Tuesday of each month.*

OFFICES

McKinnon Building,
TORONTO.
Tel. 1274.

J. J. CASSIDY, - SECRETARY.

THE OBJECTS OF THIS ASSOCIATION ARE:

To secure by all legitimate means the aid of both Public Opinion and Governmental Policy in favor of the development of home industry and the promotion of Canadian manufacturing enterprises.
To enable those in all branches of manufacturing enterprises to act in concert, as a united body, whenever action in behalf of any particular industry, or of the whole body, is necessary.
To maintain Canada for Canadians.
Any person directly interested in any Canadian manufacturing industry is eligible for membership.

CANADIAN INDUSTRIAL LEAGUE.

President, **JAS. KENDRY, M.P.**

WOOLEN MANUFACTURERS' ASSOCIATION,
President, **BENNETT ROSAMOND, M.P.**

KNIT GOODS MANUFACTURERS' ASSOCIATION,
President, **JOHN PENMAN.**

CARPET MANUFACTURERS' ASSOCIATION,
President, **J. P. MURRAY.**

CLOVE MANUFACTURERS' ASSOCIATION,
President, **A. R. CLARKE.**

REPRESENTATIVES TO TORONTO INDUSTRIAL EXHIBITION ASSOCIATION.

R. W. ELLIOT. **GEORGE BOOTH.**
W. K. McNAUGHT. **A. E. KEMP.**
J. J. CASSIDY.

CANADA'S COMMERCIAL AGENTS.

Following is the correct official list of Canada's Commercial Agents in Great Britain, British Possessions and foreign countries.

J. S. Larko, Sydney, N.S.W., agent for Australasia.
G. Eustaco Burke, King's-Lon, Jamaica, agent for Jamaica.
Robert Bryson, St. John, Antigua, agent for Antigua, Montserrat and Dominica.
S. L. Horsford, St. Kitts, agent for St. Kitts, Nevis and Virgin Islands.
Edgar Tripp, Port of Spain, Trinidad, agent for Trinidad and Tobago.
C. E. Sontum, Christiania, Norway, agent for Sweden and Denmark.
D. M. Ronnio, Buenos Ayres, Argentine Republic, agent for Argentine Republic and Uruguay.

In addition to their other duties, the undermentioned will answer inquiries relative to trade matters, and their services are available in furthering the interests of Canadian traders.

J. G. Colmar, 17 Victoria Street, London, S.W., England.
Thomas Moffat, 16 Church Street, Cape Town, South Africa.
G. H. Mitchell, 15 Water Street, Liverpool, England.
H. M. Murray, 40 St. Enoch Square, Glasgow, Scotland.
Harrison Watson, Curator Imperial Institute, London, England.

IMPORTANT.—An enquiry addressed to **J. J. Cassidy**, Secretary Canadian Manufacturers Association, Toronto, Canada, will place you in communication with the leading Canadian Manufacturers of the articles you mention. Merchants and Importers in all parts of the world are invited to make free and full use of the facilities afforded by this Association when they desire information about anything produced in Canada. No charge whatever for answering inquiries.

TRADE IN FRANCE.

The following are extracts from annual reports of United States consular officers in France:

"Consul Covert, of Lyons, says that American goods are popular. Merchants say they are packed better than those received from other countries. Care should be taken, however, to mark the country of origin on goods shipped to France, as otherwise they are likely to be held at the frontier. Goods coming through another country are subject to a warehouse tax.

"Shooks for silk boxes and stave wood for wine and liquor barrels would find a good market in Lyons. A number of establishments are engaged all the year round manufacturing boxes for packing silks and other textiles. Manufacturers inform me that they would buy sawed and planed boards from America. They must be about three-fourths of an inch thick; length and breadth are immaterial. It is not worth while to attempt to send boards cut ready to be made into boxes. The merchants who buy the boxes first arrange their goods in piles as they intend to ship them. The packer is then sent for, and he measures the piles and makes his boxes to fit them. The boards are bought in the department of the Jura and in Switzerland. Merchants never make a contract for boards until after the forestry commission has fixed the price for timber. Americans could undoubtedly sell much below these prices, after they had learned the rates for the year as established by the commission.

"At a recent agricultural fair held in Lyons almost every implement bore an American name. The churns, cultivators, hay rakes, mowers and reapers, cornshellers, sulky rakes, steel tedders, plows, threshers, binders, and other implements nearly all were of American pattern. They were generally

manufactured in France and were noticeably less neat and artistic than the American make.

Consul Tourgé, of Bordeaux, writes:—"The decided increase in the importation of dried apples and pears should call the attention of the shippers of these commodities to the necessity of keeping this market well supplied with information in regard to the trade. This consulate was overrun during last autumn and early winter with applications for the addresses of shippers of dried fruits in the United States. I found it very difficult from the resources at my command to answer these inquiries. In a general way, this difficulty exists in all lines of trade.

"The increase in the importation of lumber has been very marked, and indicates, no doubt, a continuing healthful trade. I can not refrain from commending the good sense—one may even call it the exceptional sagacity—of these lumber dealers who, instead of relying upon more or less correct responses to categorical inquiries, have sent here agents thoroughly familiar with the business and capacity of their mills and also familiar with the French language, to study the trade, find exactly what is required, and enable their mills to produce precisely what is needed to supply the demand, taking care especially to use the metric standard employed by the consumer.

"Most of the trade in hardwood lumber products is done by English houses. Of course, the product originally comes from American mills. Wagons, spokes and handles, and all turned goods in this district are, I think, imported from England, though the wood itself is mostly of American origin. Whether it would pay to seek to get this trade direct is a question which can only be determined by careful study on the part of one thoroughly familiar with every branch of the business."