

CANADIAN MANUFACTURERS' ASSOCIATION.

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R. W. ELLIOT.

Chairman Tariff Committee:

W. K. McNAUGHT.

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

OFFICES

McKinnon Building,**TORONTO.**

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J. J. CASSIDEY, - 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. KENDREY, M.P.**

WOOLEN MANUFACTURERS' ASSOCIATION,

President, **BENNETT ROBAMOND, M.P.**

KNIT GOODS MANUFACTURERS' ASSOCIATION,

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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. CASSIDEY.**

CANADA'S COMMERCIAL AGENTS.

The following Canadian Commercial Agents (whose addresses are given) will answer correspondence relative to commercial and trade matters, and give information to those interested as to local trade requirements in the districts they represent.

J. S. Larko, Sydney, N.S.W., agent for Australasia.**G. Eustace Burke**, Kingston, 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. Renno**, 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. Colmer, 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. Cassidey**, 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.

DOORS IN GERMANY.

Some months ago an instruction was sent to the United States consulates-general at Berlin and Frankfort, asking for information concerning the import and manufacture of doors in Germany. The answers are given below.

Berlin:—Consul-General Day says: After a very thorough investigation, I have ascertained that there are no imports into Germany of ready-made doors, sashes, or blinds. Doors, sashes, and blinds are manufactured in this country only to order; no factory carries any stock or set designs, as there appears to be no standard of size. Therefore, I have been unable to procure any catalogues whatever. The exports of these articles to Germany, as recorded in the United States Treasury export returns, are doubtless merely samples sent to Bremen and Hamburg firms.

Frankfort:—Consul-General Mason writes: Until within the past ten or fifteen years, it may be said that the use of ready-made doors, sash, and various mouldings in wood for building purposes was practically unknown in Germany. Every architect designed doors and windows according to his own ideas; each builder made them by hand as required; no two architects or builders used habitually doors or windows of the same size or design; in fact, a single building would often include doors of a dozen or more different sizes. Lumber was costly, labor cheap, houses were built mainly with rough brick or stone walls covered with stucco, and from motives of economy and immunity from fire, wood was used as sparingly as possible in construction.

To a very large extent, the same conditions still prevail in this section of Germany. In a city so modern and progressive in character as Frankfort, where building is as active and constant as in any American town of equal size, there

are more than a hundred competent builders, either firms or individuals, who undertake contracts to construct almost any kind of a building for residential or business purposes, and who will make by hand every door, window frame, sash, blind, or moulding that may be required, and this will be done with substantially the same tools that have been used for a century past.

On the other hand, there are in this city two establishments which represent the dawn of a new era in this respect, and where machine-made doors, panelings, and frames for doors and windows, besides brackets and various beveled and chamfered mouldings, used in interior finishing, are kept in stock, and are being rapidly and successfully introduced.

Venetian blinds, hung upon hinges, such as are usually used in the United States, are very rare in this part of Germany, their place being filled by what is known as the "Rolladen," in which the slats overlap each other and are hung on flexible webbing or canvas bands that wind up over a roller set inside the upper casing of the window, so that the blind is drawn up or lowered by a strap passing over a pulley at the end of the roller. These blinds are attractive in appearance and can not slam if left unfastened in a high wind; but they are expensive, and the strap and pulley device for hoisting is somewhat liable to get out of order.

From what has been thus indicated, it will be readily inferred that all this class of prepared building materials is far more expensive in Germany than when made by improved machinery from the cheap, abundant lumber of the United States. The fact that such materials, both of home and Swedish manufacture, are now sold and used in considerable quantities, would indicate that there is a ready field for the introduction of the American product, provided it can be