

### BROTHER CASSIDEY'S "PLEASANT ASSOCIATIONS."

It is not the practice of this journal to retort when uncomplimentary things are said of us by contemporaries, but we have been the subject of the distinguished attention of the *Canadian Manufacturer* to such an extent recently that we might be accused of a lack of sociability if we forebore all expressions of appreciation. When the woolen manufacturers were last preparing to go to the trade for orders, the CANADIAN JOURNAL OF FABRICS gave them a lecture on the folly of selling their goods at cost or below cost in the face of the advance they were obliged to pay for raw wool, cotton and other raw materials, and we showed that such a policy of fear as they were exhibiting was not only weak-kneed, but unnecessary, considering the advance in manufactured goods that was being asked for woolen goods in foreign markets. Our advice was timely and it was badly needed. Moreover, we have the evidence of more than one Canadian woolen manufacturer struggling for a fair profit among faint-hearted competitors, that our article was taken in the right spirit and highly appreciated. "Just what I have told them," said one manufacturer who was standing out against the bluff of certain wholesale buyers. And that the article has done more good is evidenced by the fact that generally speaking the mills have obtained better prices than they could have expected six months ago. In telling the mill-owners a wholesome truth this journal has shown that it is the manufacturers' best friend, and the great majority of them have taken its advice as it was meant.

Our contemporary, the *Canadian Dry Goods Review*, quoted our article on the "invertebrate" action of some manufacturers, and added a few wholesome words on their failure to appreciate the value of a trade paper. "They are either too penurious, or too back-woodsy to take a trade paper," says the *Review*. Certainly, the manufacturer who thinks more of a dollar bill than of the means of increasing knowledge in his business, debars himself from all hope of progress, and we regret to confess there are quite a few of this class scattered among the textile trades. To gently lead such people up to appreciate the importance of a trade paper, we have often been tempted to do as the *Manufacturer* has done, and send these gentlemen a free copy of this journal, under cover of the pleasant fiction that the paper was being paid for by a friend of theirs in the trade. While, however, we have not risen to this height of generosity, we, like Tigg Montague, "admire that quality in others," and hope the *Manufacturer's* missionary work will result in good to the general cause.

The *Canadian Manufacturer* winds up its compliments to ourselves and the *Dry Goods Review* as follows:

The *Dry Goods Review* proposes a remedy for the ills which it supposes the manufacturers suffer, and to cure them of their obtuseness in not appreciating its value as an educator in the production and sale of woolen goods. Its proposition is that there shall be "a woolen manufacturers' association to educate the trade and introduce an *esprit de corps* that would help maintain paying

prices." Wonderful! Where has the sleepy-head been that it has not discovered that a woolen manufacturers' association has been in active existence for many years; has regular meetings and special meetings whenever the same may be necessary? These journals aspire to be the moulders of thought for the manufacturers, professing to be devoted to their interests, and watchful over their welfare, and yet they know so little of the people they profess to serve as to be ignorant of the fact that they have a real live active organization.

Now we like the delightful self-assumption of the *Manufacturer*. If our contemporary has such a precious commodity as a "constant reader," that constant reader must have observed on its title page the long list of associations of which its editor, J. J. Cassidey, is secretary. It starts off with the Canadian Manufacturers' Association, and then follows a "Woolen Manufacturers' Association," a "Knit-Goods Manufacturers' Association," a "Carpet Manufacturers' Association," a "Glove Manufacturers' Association," and a committee on the "Toronto Industrial Exhibition Association," of each and all of which J. J. Cassidey is secretary. When one reads this imposing list of secretaryships, one is not surprised that the *Canadian Manufacturer* claimed to have inspired the most important of the last tariff changes of the Dominion Government. Rather is one disappointed at not seeing it intimated somewhere in the title page that John J. Cassidey is secretary to the Premier, secretary to the Governor-General, and secretary to the Imperial Privy Council; and, as has been suggested, this luminous list of organizations and satellite associations might be fitly completed by the following addition:

LIGHT, HEAT AND POWER ASSOCIATION OF THE UNIVERSE.

The Sun, president.

The Moon, vice-president.

Jupiter, Venus, Mars, Neptune and Uranus, executive council.

J. J. Cassidey, secretary.

It is comforting to know from so high an authority as Brother Cassidey that a woolen manufacturers' association is in "active existence" and that it holds "regular and special meetings whenever the same may be necessary." One might be disposed to think from the constancy with which the same names appear year after year as officers of these textile associations, that the "regular meetings" referred to are quadrennial or quinquennial; and there are some good manufacturers connected with these trades who would like to be enlightened as to what work has been accomplished at the meetings of these associations, how many have attended them, what are their names, and how many assistant secretaries Brother Cassidey employs to take down the minutes and attend to the voluminous correspondence of all these "special meetings," etc., etc. We do not place any credence in the insinuation made that this majestic list of associations is placed on the title page of the *Manufacturer* for the purpose of catching a stray advertisement among foreign firms who have no acquaintance with the actual conditions of trade here; but we should be happy to relieve the