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TWELFTH ANNUAL MEETING OF THE CANADIAN MANUFACTURERS' ASSOCIATION.

THE PRESIDENT'S ADDRESS—REPORTS OF THE
SECRETARY AND TREASURER—THE ASSOCI-
ATION IN A MOST SATISFACTORY CONDITION
—LECTION OF OFFICERS—INTERESTING
PAPERS READ.

The twelfth annual meeting of the Canadian Manufacturers' Association was held in the rooms of the Association, Wellington street West, Toronto, on Wednesday, the 9th inst.

The President, Mr. Thomas Cowan, of Galt, took the chair at 2.15 p.m.

Among those present were Messrs. W. K. McNaught, Wm. Bell, E. J. Davis, James Worthington, W. G. A. Hemming, P. W. Ellis, H. Hemming, E. S. Piper, Jos. Simpson, James Watson, T. D. Craig, M.P.P., Geo. Booth, R. MacGregor, W. H. Storey, J. S. Larke, Daniel Lamb, H. Bickford, Cyrus A. Birge, R. W. Elliott, J. B. Armstrong, Geo. Lang, John F. Ellis, Samuel Collinson, A. Warnock, John Fensom, Wm. Chaplin, J. Firstbrook, Theodore Heintzman, John Taylor, James Kendry, Frank J. Phillips, H. Heintzman, W. A. Storey, C. R. H. Warnock, Emil Boeckh, James Kendry.

The minutes of the last annual meeting were read and confirmed.

PRESIDENT'S ADDRESS.

The President, Mr. Thomas Cowan, delivered his annual address as follows:—

In giving this annual address, I wish to follow the example of my respected predecessor, and make any remarks I have to offer as short as possible. You will, I am sure, be pleased to learn from the reports of our Executive officers that the Association continues to prosper; that we have added largely to our numbers, and that our financial position has steadily improved. Allow me to express the hope that the influence of this Association may be proportionate to the increase in its membership; and that it may be of growing importance as an organization for the promotion of Canadian manufactures and the development of home industry.

Since our last meeting much has been done to enlarge the boundaries of commerce and to develop the vast resources of this country. The completion of the C.P.R. (our Canadian highway) marks a new era in our history. It was a bold undertaking for a comparatively new country like ours, and we may be pardoned the feeling of national pride as we went to our *via apia* spanning the continent, and uniting the various provinces of the Dominion. As a result of developing

the North West, new markets have been created for nearly every line of our Eastern manufactures; new fields for enterprise have been opened up, and new avenues of success have been presented, along which the united efforts of labor and capital may work hopefully for the personal and public rewards of honest and well directed industry.

This Association having steadily advocated a "fair play" tariff for Canada, I need make no apology for saying that I rejoice to know that in the recent elections the people have endorsed the National Policy in its entirety, and that we are again assured by the voice of the electorate, that ample protection is guaranteed to native industry, and that the hands of the authors and chief supporters of that Policy have been sustained and strengthened.

Since these results have become known confidence has been restored and has taken the place of the feverish anxiety which prevailed while elections were pending. For weeks before, buyers held off ordering as they wished to know what the result might be. Since the elections I am informed that every one of my manufacturing neighbors is in daily receipt of enquiries and large orders for machinery and goods. And I may add as a hopeful sign, that the remark covers woollen machinery for new mills and for enlarging and improving established concerns. The same applies to other lines of industry as well.

There are also a number of new industries lately started in our midst, which, I understand, have all they can possibly do. With fair average crops, and careful personal and public expenditure, Canada has a bright and prosperous outlook for some years to come. And labor of all kinds, whether skilled or unskilled, is likely to be fully engaged, with fair returns to both employer and employed, enjoying as they do some measure of protection from unfair foreign competing producers.

"A nation's prosperity being exactly proportionate to the number of hands and minds usefully employed," I hope to see much work to do and many minds and hands employed in making this country fairly prosperous and its people contented and happy.

The Colonial Exhibition of last year has been the means of placing Canada fairly before the markets of the world, and the exhibit of the natural products of the soil has accomplished a good work in removing erroneous notions which prevailed abroad as to the climate and natural resources of the country. I am glad to know that a number of our manufacturers succeeded in making satisfactory sales while at the Exhibition, and that the character of the product of our skilled labor as to design, finish and suitability, was very favorably commented upon, though we occasionally hear complaints at home as to the character of our own manufactures.

To secure a firm hold of either a home or foreign market it is of the utmost importance to keep up the quality of our goods, and to sustain the excellent reputation we are now eventually earning.

As a result of our efforts in this direction, a Commercial Agent was sent to London last season; two are now in the West Indies, and our Australian agent is working in the full belief "that we can do a good and profitable trade throughout