

productions to all parts of the world, bringing back in exchange their value in some form to enrich her people. She pays nearly \$2,000,000 as subsidies to her steamship lines that carry her mails to China and to the East Indies, markets that stand ready to-day to absorb the surplus product of our manufactories. She pays nearly \$500,000 to carry the mails to Brazil, Mexico and the West Indies, whereas the United States paid to Mexico and the West Indies less than \$10,000, and every manufacturer knows that he can pay the freight to Brazil *via* England as cheap as he can send it from New York direct.

#### AMERICA'S TRIBUTE TO ENGLAND.

A short time ago every manufacturer who had opened a trade with that great Continent that lies in the Pacific south and west of us was threatened with the possibility of having to send all his letters to England in order to get them to Australia, because our own country refused to pay one-quarter, or \$100,000 of the \$400,000 needed by the steamship lines running from our western shores to New South Wales, when that country of less than 2,000,000 inhabitants would pay \$300,000 or three-quarters of the total sum herself. Here is a line of splendid steamships struggling for existence, running to a country very like our own, whose tastes are similar to ours, and will take in ever larger quantities our cottons, hardware, jewelry, watches and silverware. We want our government to furnish us as good consular agents an equal chance with England to reach foreign markets. When we have these, and when we have our ships commanded by American sailors, who carry with them the American flag and the energy and enterprise characteristic of our country, men ever on the alert for the interest of their principles—when we have these we will not say, as we have during the past dull years, that \$12,000,000 or \$13,000,000 worth of cotton goods make an overloaded market, and consequently shut up our mills, but we will share in the benefit which England derives from the export of \$400,000,000 of cotton goods annually. When we have these we shall not oblige our farmers to send their wheat to London to compete with that raised by the "Fellah" of India, who is glad to work for six cents a day.

#### HONOR AMONGST MANUFACTURERS.

But we must not linger on this while there is so great a host of honorable names stretching like a milky way across our great country. First among these captains of industry are the Ames, the McCormicks, the Spragues, the Fairbanks, Baldwin, Dobson, Pullman, the Bigelows, Carnegie the cultured iron worker, Robert Patterson, at one time the largest cotton manufacturer in this country, and Disston, whose saws and hammers go to all parts of the world. But illustrious as these names are, and adding as they do to the renown of our own country, they do not yet tell us all there is to be said about manufacturers, that large class of citizens who, doing with their might what they have to do, keep before them exact business methods, never stooping to any measure, however full of promise, that is not a right way, and so conserving the honor of their country and the best interests of mankind. I believe the inner history of our own watch and jewelry business will reveal a noble purpose to do that which is right and honorable for honor's own sake. Never shall I forget the remark of the manufacturer of gold watch cases, while discussing the practice in former years of debasing the quality of gold and the great improvement in that respect in recent years, when he said, "I had hard

work to get the extra price necessary to make the improved quality, but at last my efforts were appreciated, and never since that time have I made a single case that will not assay full what it is stamped." It is this spirit that has given American manufacture the fair name it has wherever American watches, clocks, cutlery and silverware are sold.

#### HOW MANUFACTURES BUILD UP A COUNTRY.

One of the greatest opportunities a manufacturer has to do good is in building up industries in new places. If you will watch a village in which a new and successful manufactory has been started, you will see new life in that dullest of all places, the country store. New buildings go up on all sides, corner lots are sold as if each one contained a gold mine, and the surrounding country is surveyed for miles into village lots. The very blowing of the whistle at a given hour every day is educational. If the manufacturer is of a benevolent turn of mind, he founds a library, contributes largely to the building of new churches, and is always ready to make up that deficiency which is ever occurring in enterprises and entertainments for the education of the people. He is often censured, even by those for whom he is doing the most good, his workmen. How often the manufacturer is held responsible for the reduction of wages, when he may be paying out to his hands every dollar he is getting for their labor; but I consider it, as your toast says, one of the highest privileges of the manufacturer. He develops the skill of workmen. How many boys and girls go into factories knowing nothing at all; in a few years they are not only proficient workmen but artisans of the highest order. To be sure they have had within themselves a ready intellect and willing hands, but their employers have opened for them opportunities to visit schools of drawing and mechanical handiwork at night; have imported from Europe skilled artists who have become their foremen and teachers, and, more than that, made a market for their skill. The manufacturer must always have before him his responsibility as a brother to those who work for him, for upon him depends the fortunes and happiness of hundreds of his workmen. Even as a question of expediency he cannot disregard his employees or fail to listen to their demands for justice.

#### THE MANUFACTURER'S POSITION.

Finally, your toast says he does much to improve that which we enjoy and appreciate in life. How true this is you know full well, and that is why "poor years" in business, as they are known are not an unmixed evil, for they incite to greater effort and force men into new lines of thought. How many hours of the night are spent devising schemes to get up wooden nutmegs, alarm clocks to wake you up, light the candle and build the fire, to get up silver watch cases made out of alabaster. But, gentlemen, I have stepped over the bounds; this is the inventor and not the manufacturer. I will stop here. I would not attempt to describe the recent inventions upon the different kinds of silver watch cases, or I should keep you here until tomorrow morning; but manufacturing is continually improving and cheapening the things we use, until the humblest homes of to-day have more conveniences than the grandest mansions of the time of our grandfathers.

The manufacturer not only sets the fashion, but must also be prepared to supply the demand when it comes. He must feel cunningly and accurately the pulse of the times; he must take the initiative in introducing new things. Because of his