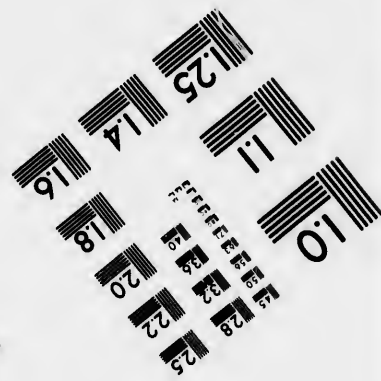
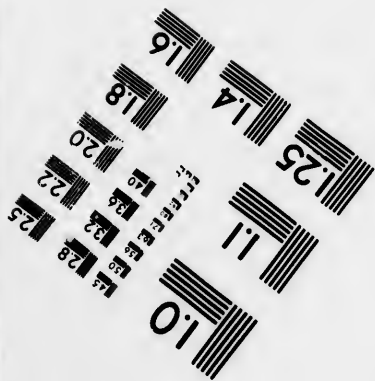
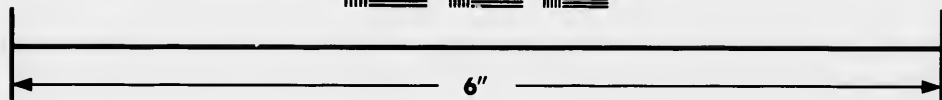
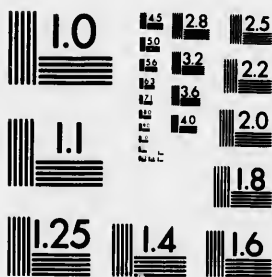


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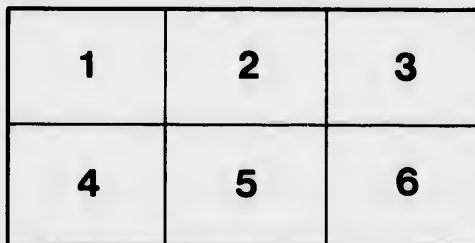
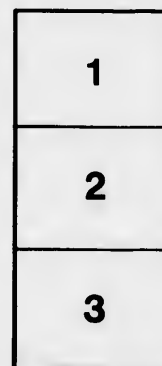
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REPORT

OF

Meeting of Manufacturers,

HELD IN

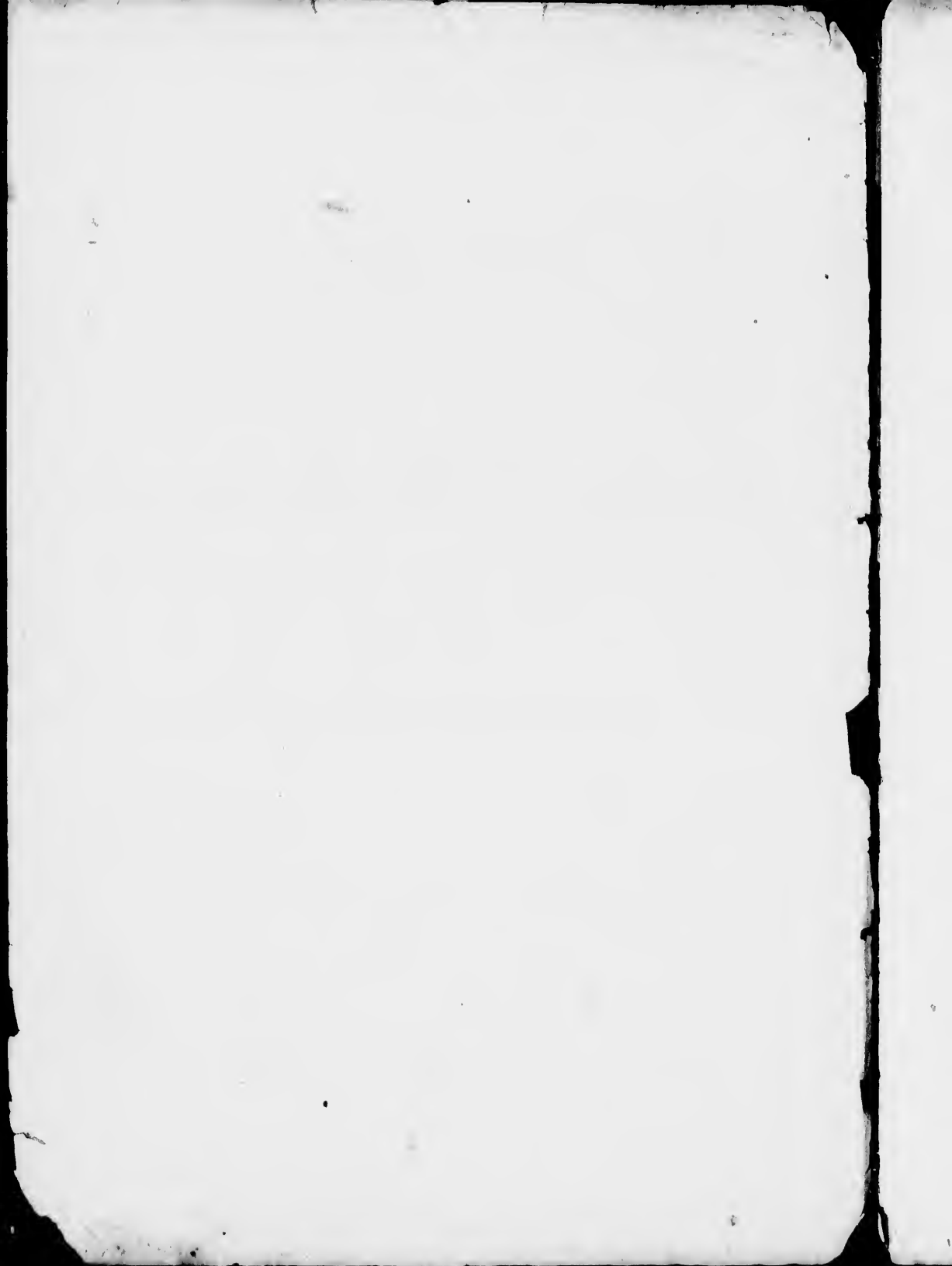
ARGYLE HALL,

ON

THURSDAY, 26th MARCH, 1874.

W. S. SYMONDS,
Chairman.

W. R. FOSTER,
Secretary.



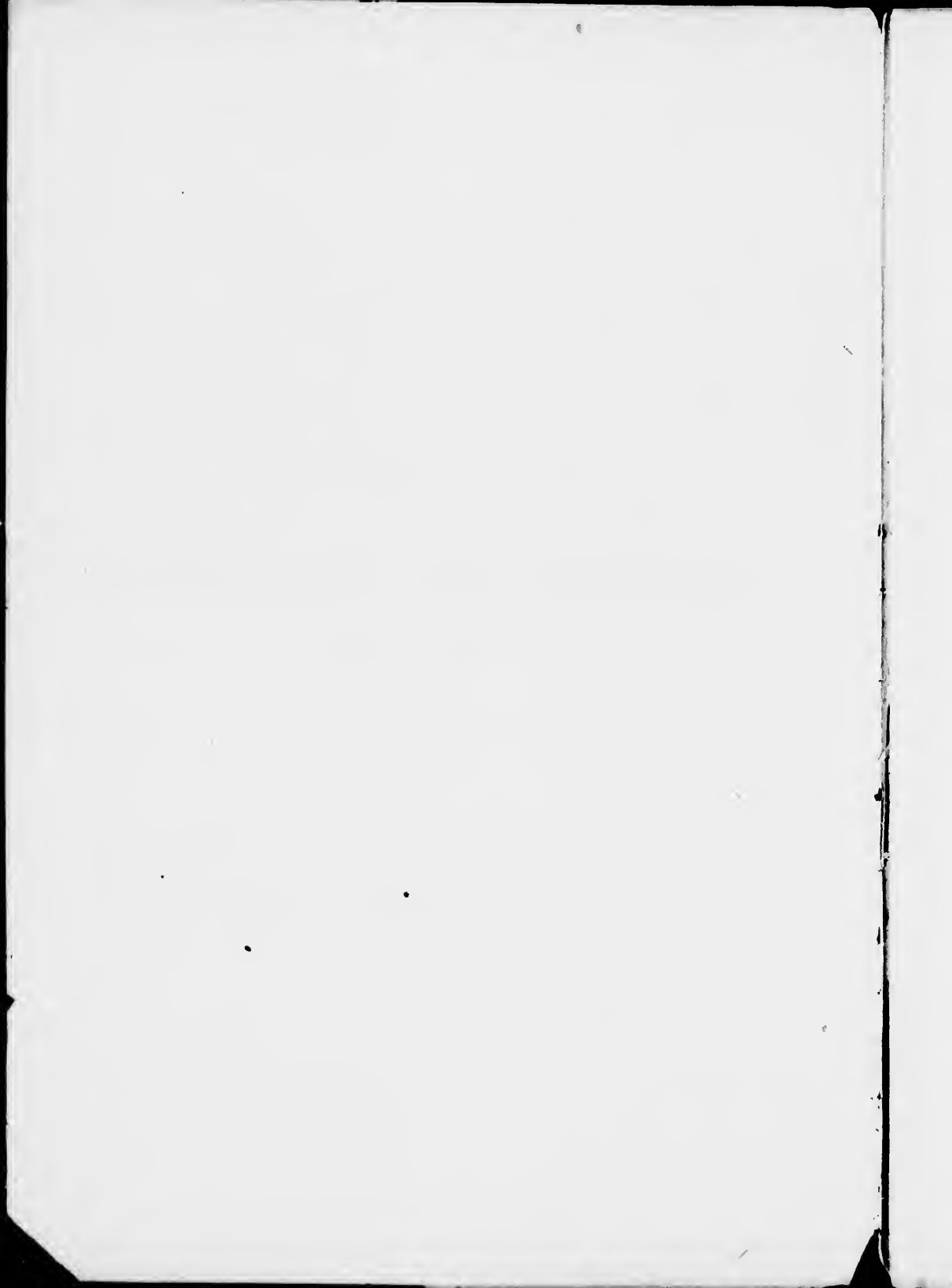
To the People of Nova Scotia—
**MANUFACTURERS, FARMERS, MECHANICS, OPERATIVES
AND OTHERS**

who were not present at the Manufacturers'

Meeting, held in Argyle Hall,

ON

THURSDAY. 26TH MARCH,



Feeling that those who were not present at the above meeting, either for want of time or opportunity, both Manufacturers and others, who take a deep interest in the advancement of our industries and the general welfare of our country, would naturally be anxious to get a correct report of the proceedings of said meeting; and knowing at the same time if they rely upon some of our city papers which may fall into their hands, that in place of learning what took place at said meeting, they will learn directly the contrary (in some of the most essential particulars) We, therefore, being in possession of all the published reports, intend to give from them, as well as from recollection what actually did take place, and to lay before you a calm and dispassionate account of the whole proceedings.

For some days before the meeting it was advertised through the different newspapers of the city in the shape of a requisition from Manufacturers to citizens and others, to sign petitions to Parliament, praying for incidental protection—that is, such protection only as each industry might require. Such requisition had about one hundred and ten names attached, all, or nearly all, of which were manufacturers of or representing some industry or other tending to benefit the country. In addition to this, circulars to the number of three or four hundred, were sent throughout the Province, but we understood that many of the circulars did not reach their destination in time, and others were returned from the Post Office, which circumstances undoubtedly prevented many from being present who otherwise would be only too glad to acknowledge by their presence that they considered this movement a step in the right direction.

About the time named for meeting, (3 o'clock) Argyle Hall began to fill very rapidly, and in a short time presented quite a business-like appearance. there being something like about 200 persons, present fairly representing nearly every interest in the Province.

The meeting was organized by appointing W. S. Symonds, Warden of Dartmouth, Chairman, and Mr. W. R. Foster, Secretary.

The Chairman defined the object of the meeting to be an endeavour to elicit the views of Manufacturers and all others interested in the industrial pursuits of Nova Scotia on the question of incidental protection; a question which was now engaging the attention of all the Manufacturers of the Dominion, that already they had taken action upon it in Ontario and Quebec, that he understood the people of New Brunswick were moving in the same

direction. That it now behoved us to speak up, and by our united voice show the importance of the subject and the necessity for action on the part of our Manufacturers and others concerned, in unison with the other producers.

The first speaker was Mr. JOHN STARR. He said that he took it for granted that all present had the interests of the province at heart. Any differences that existed were mainly as to the best means of accomplishing the result all were so anxious to attain. He believed that a wise discrimination on the part of the government, in fostering and encouraging our infant industries, was the best means of developing the resources and increasing the population of the country. He pointed to the iron trade of the United States as an example of what a wise protective policy had achieved in that branch of industry, showing that it had gone on developing, until now it had command of the home market and bid fair at an early day to enter into competition with England in the foreign trade. He regretted that our own inexhaustible iron mines were not turned to better account than they at present are. He stated that iron ore used at Pittsburgh, Penn., is brought from Lake Superior, a distance of 600 or 700 miles, and costs there from \$14 to \$16 per ton, whilst ore of equally good quality can be mined and delivered in the vicinity of coal for from \$1.50 to \$2.00 per ton. Now this shows that pig iron can be made profitably in Nova Scotia. All that is required is, to enable it to get a fair start in the manufacture, such as a small protective duty would give it, to enable the producer not only to supply the market at home on as good terms as it can be from abroad, but in a short time to make it an article of export. After a very forcible and argumentative speech Mr. Starr concluded by moving the following Resolution :—

“Resolved, that in the opinion of this meeting it is the duty of the Government to inaugurate without delay, a policy having for its object the encouragement of the various industries of the Dominion, and Resolved that a Committee be appointed to draft an address embodying these views, which address shall be presented to the Government of the Dominion by delegates from this body.

Resolved, further, that in view of the benefits which result from organization in movements of this nature, an association for the encouragement of manufactures be at once formed, and that a Committee be appointed to report a constitution for such Association, having in view the establishment of Branch Societies in every county in the Province.”

Dr. Weeks, of Dartmouth, came forward to second the resolutions, and in doing so stated that to some it might appear strange to see a medical doctor come forward to take part in the proceedings of this meeting, but he assured those present that he now addressed them not as a physician but as a manufacturer, for he was interested in a mineral work which gave him that rank. He combated the free trade arguments so generally used, based on the position Great Britain had assumed in opening her ports to foreign trade. He said protection had built up her manufacturing industries, as it also built them up in the United States. And it was not until Great Britain found herself in command of the markets of the world that she entered upon her career of free trade, and only opened her ports when it was her interest to do so.

We hold it to be the duty of a Government to see that any industry which could be successfully prosecuted in any country for the benefit of that country, should receive all the aid and encouragement possible to render it, until it was in a position to compete with similar industries in other countries. He alluded to the article of cement as being largely imported into this province, and stated he was now manufacturing a better article at about the same price as that imported. The same might be said of fire bricks and stove linings. The same might also be said of glass. But to be successful the infant manufactory would need protection until developed, and hence without it no Capitalist could be found willing to invest in any of these undertakings.

MR. JOHN FORBES, Manager of Starr Manufacturing Co., said he maintained that in a great measure the prosperity of this country depended upon the success of its manufacturers, as they were calculated to increase population and expand every branch of the various industries.

He ridiculed the idea that because Adam Smith and other theorists of political economy had convinced themselves that free trade was the grand panacea for the worlds ills ; that the practical facts of every day life should be ignored, and the theories of these men accepted as gospel truths. He denied that protection in all cases increased the price of goods to the consumer, and showed that only one year ago the Iron Masters of England, seeing a scarcity in the United States market, supplied the demand and kept down prices. Competition would always protect the consumer. He showed the great benefits which protection had conferred on the iron trade of the United States, and asserted that a similar policy followed out for us must produce a similar result.

MR. JOHN D. NASH said that he came to the meeting as a free trader, but perhaps not fully understanding what was meant by free trade, he would therefore like to hear what was to be said in favor of protection, and he certainly would join whichever side would be likely to be of most benefit to the country.

MR. MONTGOMERY said : I suppose it is intended that this meeting should take a practical turn, and this I intend shall be the character of my remarks on this occasion.

An article in this morning's *Chronicle*, which, upon the whole, was dispassionate in its statements, and its tone much improved as compared with some recent articles in the same paper, affords a very good basis for my address. The figures given by the *Chronicle* are not correct, although the error was perhaps unintentional. It stated that the whole value of machinery imported into *Newa Scotia* in 1872 was only \$22,188. Copper and brass work for the same time \$4831 ; and this is followed by the sweeping statement that "the whole quantity, if ordered here, would not have given an extra day's work to all the machinists in the Province. The figures of the *Chronicle*, as far as they went, were probably taken from the trade returns for the fiscal year

ending in June, 1872; but why that particular item should be taken to show the exact truth in regard to the machinery imported annually into Nova Scotia I cannot say. This I do know—the statement is very far from being correct. I find, on taking the quarterly returns at the Custom House in Halifax, the whole value of machinery imported for the calendar year of 1872, was \$36,382; brass and copper work, \$6,190; mowing machines, \$1748; making in all \$45,040, against the *Chronicle's* estimate of \$27,829, for the value of machinery, brass and copper work imported into *Nova Scotia* in 1872. Let me here notice that the figures given by me are for the port of *Halifax alone*, whereas the morning paper states that the \$27,020 was for the *whole Province*. This is a very great mistake, for I believe that the imports into Sydney, Pictou, and other ports where a large portion of the machinery for mining purposes would go direct, and not through Halifax, would, especially for 1872 and 1873, nearly, if not quite, equal the imports at Halifax. Assuming this to be correct, the whole machinery, brass and copper work, together with mowing and reaping machines, which are not classed under the head of machinery in the trade returns imported into *Nova Scotia* in 1872 amounting to \$90,880. These figures so far as they relate to the Port of Halifax, are taken from the actual quarterly returns for 1872, and the documents are perfectly accessible to anyone wishing to examine them. I find further from the same documents, that the imports at Halifax for the calendar year 1873, of the same articles specified above, amounted to \$48,158, an increase over the previous year of \$3,118, and assuming as before that the same ratio of increase took place in the other parts of the Province, the whole imports for 1873 of the articles mentioned, would amount to \$96,316, and yet the *Chronicle* makes the statement which, without investigation, would be received by many as correct, that the imports for one year are only about one quarter of that amount. I think that if the actual facts in regard to the business of the Province, and not mere conjectures, were laid candidly before the people, a different state of things would be the result. I know that machinery has been, and can be made cheaper in Halifax, within the capacity of the machine establishments now in existence, than can be delivered here from any quarter of the world. With the incidental protection of 15 per cent, and the cost of importation amounting to as much more, the machinists of Halifax have a protection of 30 per cent, which is all they want, or need. I believe a larger duty than 15 per cent would be an eventual injury, rather than a benefit as is the case in all industries developed under an unnatural stimulus. What machinists want is the general prosperity of other trades, for what is the use of a machine shop without customers to give it employment? There is no trade in a community which can prosper without all others reaping the benefit of it in some degree. As an illustration of this, I would again refer to the article in the *Chronicle*. A list of about forty-eight firms and individuals doing business in this city is given, who have signed the call for this meeting.

I find on looking over the list, that I have, during the past seven years, done more or less business with thirty-six of these firms, and my transactions with them have been in proportion to the general prosperity of the city. I will mention five of these business firms; H. G. Hill, McDonald & Co., Gordon & Keith, John Hunter, Samuel Brookfield. With these parties alone my transactions have amounted to \$25,879, and yet my business in the city has been very small in comparison with what it has been abroad, but this is sufficient to show how the prosperity of one kind of business is dependant upon another. And if all our industries are nourished into prosperity, then the free trader can have a market and consumers for the goods he imports, and which cannot be made here as cheaply as elsewhere.

In fact the question of absolute free trade and a tariff for protection, are questions for practical discussion at the present time. No one thinks of advocating an extension of the free list to any great extent, nor are there any advocates of a purely protective tariff. What is needed is a judicious arrangement of duties within the legitimate wants of the Government for revenue, by which some articles may be imported free, others at small, and the balance at the maximum rate of duty. In order to secure this, the industrial interests need sympathy, and should demand that persons of trust in the Government should be qualified for the positions they hold. The Dominion Government controls probably a larger amount of the mechanical work of the country in proportion to the whole, than any other country in Christendom, and if men directing this work do not assign it intelligently, the power thus held will become a curse rather than a benefit to the mechanical interests of the country. It may be the last time I shall address a Halifax audience, but I would counsel a dispassionate, yet persistent discussion of this whole subject—till the community are fully enlightened, as I believe this is all that is needed to gain the sympathy and co-operation which will alone develop the undoubted natural resources of the country.

MR. JOHN McCULLOCH said he wanted to know if we manufactured iron upon a large scale, where could we get a market for it? For, he said, the great cost of smelting furnaces, with other attendant expenses, would be too much almost to risk in the trial, and likely to have only the Dominion at large for our customers. He did not think we could successfully compete with the United States, therefore he feared the result would not be a success. One great drawback to our success he knew to be that we did not take enough pride in our own work; that almost without exertion to equal or excel, we ceded to the United States their superiority.

He said, since the discovery of gold in Nova Scotia, jewelry of a very fine description and of every conceivable variety had been manufactured in this city. One article in particular he would name—Gold Chains. He made a lot of these to suit all kinds of customers, but could not induce the people in the country to buy them, and it was either in England or the United States he

was obliged to find a market for them. He said he was in a jeweller's shop in New York, when a gentleman came in and asked the price of a clock. He was told the price was \$100, and that it was English manufacture. Make one like it for me,—improve upon it if you can,—what will be the price? \$400 was the answer. Do it, was the reply.

That was the spirit of the people in the United States, and it was one of the greatest secrets of their success. He wished that we were actuated by the same laudable ambition. If we were he felt sure it would greatly tend to our ultimate benefit.

Mr. JOHN D. NASH here again addressed the meeting and said that from the statements made and the arguments used to sustain them, he believed protection would be beneficial. He thought that Nova Scotia as a whole, and Halifax in particular, wanted more enterprise, as well as a share of that laudable ambition mentioned by Mr. McCulloch, in order to give us some idea of our own importance. He said, one of the particular wants of Halifax at the present time was a few very respectable funerals, so that some of the old notions might die out with the antiquated mortals who held them and that their descendants, even with less experience, had more enterprise, and if not able by themselves to carry on any of those various modes of trade or manufactures so necessary to the development of a new country, with the capital left them, they could procure the services of those who would successfully carry on any business they might engage in. He considered that iron should be protected as well as other manufactures. As he was desirous for the prosperity of the country, he was prepared to favor any movements tending towards that end.

Mr. GEORGE FRASER said that he represented the brewing interest and strongly recommended the home-brewed article as being fully as good, as wholesome, and much cheaper than the imported article, but not having so old a pedigree nor so high sounding a name, and thought the home manufacture had particular claims to protection.

Mr. JAMES DEMPSTER said that he was proprietor of a Steam Factory for preparing and executing all kinds of wood work for building or other purposes. He said that he did not want protection for his own trade, but that many of the manufacturers of the country did. He stated that in the matter of heavy machinery, in his opinion, that of the United States was the best, and that we were not in a position at present to place a higher duty upon it. But no matter what duty was placed upon United States Machinery they should be had. Machinery in Ontario, he said, was much cheaper than ours. He instanced a steam engine brought from there for an establishment at Berwick, which cost 750 dollars less than if purchased here. The engine was 15-horse power. He thought that one great want here was that our young men had not opportunities enough to make them educated enough in the theoretical, as well as the practical part of the business. He thought a school of design, or something of that kind would benefit them.

Another evil he pointed at was the fact of boys here entering as apprentices, and after about two years, or just the time they are likely to be of any service, they run away, and without knowing the rudiments of their trade, go somewhere to get work, and are not willing to do the work of boys, and are unable to do the work of men, and therefore they scarcely ever arrive at any proficiency in their business. If we want to compete with our neighbors, we must go about in earnest and train our young men better, both practically and theoretically, and then (having the ability) we will not be behind in the race of progress.

MR. MONTGOMERY said the Canadian machinery imported into Nova Scotia, at a cheap rate was not good. Several Ontario boilers had exploded lately. cheap machinery could not be good, and the fault lay most with those who purchased it, for they generally beat a man down in his price in such a way as that they must be foolish to expect a good article. For the length of time he had been in business he had been fortunate enough to escape all accidents in his establishment. and said that such a thing as an explosion was seldom heard of in Nova Scotia, in connection with home-made machinery.

MR. OXLEY, of the Oxford Woollen Mills, said that beside the Woollen mills he also represented an Axe and a Woodenware Company. He was in favor of protection, because he knew of many industries in the country that required it. He did not fear competition in the woollen line, but that a protection was necessary in order to keep out spurious imitations, such as has been peddled through the country. Nova Scotia wanted more self-reliance, and above all wanted to give more encouragement to home manufactures. He tried hard sometime ago to introduce his Oxford cloth upon the Halifax market, and even tried to force sales at figures below the real price rather than go back without having accomplished anything, but he could not succeed. He said the reason he forced so hard was that he had confidence the goods were what he represented them, and would give satisfaction. He said if these goods had been made anywhere else, he had no doubt but that sales would be effected in this city. He left here and went to St. John, N.B., and the very first house he went to he was fortunate enough to effect a sale in, and from time to time afterwards, until at length, he said, *in place of almost begging to effect a sale in my own country where the goods were manufactured, I was successful enough to form an engagement with my New Brunswick customer, to buy all that we could produce.* Besides he was instrumental in having them brought to the notice of the English and American markets. And in the late Ashantee war the officers were uniformed with product of the Oxford Woollen Mills of Nova Scotia.

MR. TUCKER, of Southampton, Cumberland, said that he fully endorsed every sentiment that fell from Mr. Oxley. He was in the Woollen Trade himself, and knew from experience how much the indifference of the people of this country toward home manufacture is felt, and said that our industries in the country would require all the sympathy and protection that could be afforded them.

Mr. M. WALSH said that he was surprised that some of those large contractors of buildings, such as Mr. Brookfield, W. G. Wiswell, Johnston & Co. and others who were present, did not come forward and express their opinions upon this matter; but any of these gentlemen, though having a much larger stake in the matter than he had, still he would say that they scarcely felt more interest in it than he did. For he believed that a tariff giving a fair protection would be beneficial to this country, as tending towards increasing labor as well as population, besides keeping at home and employing our own people. He said that apart from the great facilities, the great energies, the great industries of the United States, there was something that made these all tend in the right direction, something that guided all these successfully and made them all tend to the public good. Now whatever tended to advance industries and energies in that way was exactly what we wanted. Whatever you call that. Call it by the name of Protection if you like, but that is what we want.

We can now show an experience of nearly forty years of a tariff so low as almost to border on free trade, but we do not seem to advance as rapidly as we ought. Whilst within that time the United States has had wars beyond her own border as well as rebellion at home to contend against, notwithstanding all this her career is still onward, and this in the face of a tariff that to us seems exorbitant.

I would here state that History gives us no account of any nation that ever rose to eminence without protection. England herself is a proof of this for she never did away with her heavy protective tariffs, even on the necessities of life until in her manufactures she was able to bid defiance to the world's competition.

Mr. Dempster stated that Protection could scarcely effect him, but Mr. Walsh said he could tell him that within a gun shot of his (Mr. Dempster's) factory there were houses being put up that the doors, sashes, frames and blinds were brought from Boston.

Mr. Walsh said he did not complain so much at the fact of these things, being brought here if they would be brought here at the Manufacturers price² and entered at the same. Mr. McCulloch that was one of the deputations who presented a petition in favor of Protection the other day at Ottawa, said that one of the greatest evils they had to complain of was that when United States' travellers come to Canada instead of making or asking a price of their own they ask for a Canadian price list and then offer the same description of goods from 20 to 50 per cent lower. At the same time the Canadian price list is 10 per cent lower than the American price list in New York. Now in running off their surplus stock on our market they hinder us from manufacturing on account of their selling at such ruinous prices. Besides they enter these goods through our Custom House at the reduced rate they sell at, in place of at what their own price list shows. Mr. Cartwright asked

if he Mr. McCulloch had reference to any particular trade on the list. He said he had not, for they were all alike. He (Mr. W.) therefore considered that the struggling industries of all new countries required protection. Again it was said that the poor man would have to suffer on account of high prices, and that wages would not be higher. I contend that the poor man will be benefited by it, for all that he consumes in eating or drinking, unless tea, is manufactured within the Dominion and therefore free of duty. Besides every kind of material for clothing is manufactured within the Dominion which he can get free of duty also. But if what is manufactured within the Dominion is not good enough, and that West of England Broad Cloth, Scotch Tweed, (which by the way is sometimes manufactured in Ontario) or Japanese Silk is wanted it is presumed that whoever requires them is not to be deterred by the addition of 10 per cent to the tariff. Home competition is the keenest of all competitions and the people need not be afraid of any advance in prices. He said he had prepared a statistical table relative to the annual increase in the United States from 1860 to 1873, but as it was getting late and other business to be done he would conclude by thanking those present for their attentive hearing.

Mr. H. H. BLIGH said that although not a manufacturer, he felt an interest in the present movement towards protecting our industries, for as it, in his opinion, tended towards the general welfare of the country, it was the duty of all to give it their support. He was glad to see such unanimity prevailing at the meeting, and that the different industries from all parts of the country were so fully represented. He felt sure therefore that the proposed resolution would pass unanimously.

Mr. GEORGE SANFORD (Marble Worker) considered that protection was necessary, but that he was opposed to sweeping changes. He thought that the manufacturing element of this country should be represented in Parliament. He said we wanted some law here to protect us against the Canadian Drummers, who are overrunning the Country, in order that they might be placed on the same footing with Nova Scotians.

Mr. W. H. TULLEY spoke in support of the resolution, as he said that the protection of our trade would be sure means to increase our population, to advance our industries, and tend to general prosperity.

ALDERMAN ELLIS said that he had listened with great interest to the views of the different speakers, and said that there was scarcely one word uttered that he did not fully endorse; and from the unanimity and earnestness which characterized the whole proceedings, he would take it as a guarantee of success. He represented the Bread and Biscuit Baking interest, and said that if in quantity we may be beaten by outsiders, they could not beat us in quality in anything connected with the trade, he had the honor to represent. That if properly protected we had within ourselves all the elements of success.

MR. DIMOCK thought we ought to have the royalty taken off iron ; but he considered manufactures in general required incidental protection.

DR. W. H. WEEKS said that in view of the large representation present from the country, a Manufacturers' Association should be organized at once. He therefore moved, seconded by John Starr, that a committee be appointed for that purpose. Carried unanimously. Messrs. Starr, Walsh, Symonds, Weeks and Dustan were appointed a committee to draw up a petition to the Dominion Parliament, to draft a constitution for a Manufacturers' Association, and such other matters as came within the object of the Resolution.

Dr. W. H. Weeks was then called to the chair, and a vote of thanks passed to W. S. Symonds, Esq., for his able and satisfactory conduct whilst presiding at this meeting.

MR. SYMONDS made a suitable reply.

The meeting then adjourned, to be called together again whenever the Committee are prepared to report.

In concluding this report we commend the following remarks from the *British Colonist* of the 28th March, in reference to this meeting :

The meeting was harmonious, and the tone of the speakers evinced an earnest desire to co-operate in any measure which gave promise of contributing to the general good. The business in hand was evidently practical. Theorising was tabooed. Such discussions and interchange of opinion amongst business men, on the realities of the day, must be mutually beneficial.

It may evince great wisdom and research to parade before the public eye columns of other people's ideas and crochets on commercial and business matters, served up in modern phraseology, to the injury of the reputation of the original promulgators, but, it seems to us it were infinitely more to the purpose, and better adapted to the spirit of the age to leave these ancient theories on trade for bookmen to doze over, and, following the example of our manufacturers, come at once to the practical issues before us. Our business relations with the outside world need reform, and common prudence prompts us to investigate the matter and seek a remedy.

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