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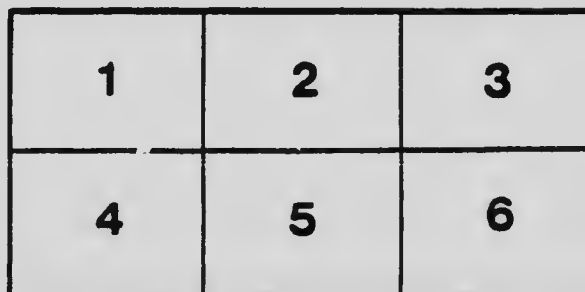
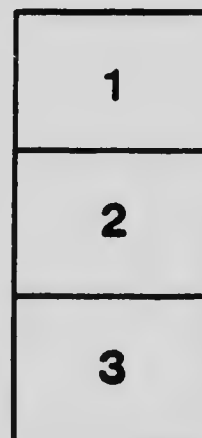
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9.

ADDRESS OF
MR. R. S. GOURLAY
PRESIDENT OF THE BOARD OF TRADE
OF THE CITY OF TORONTO
Delivered at Annual Meeting, Jan 18, 1912



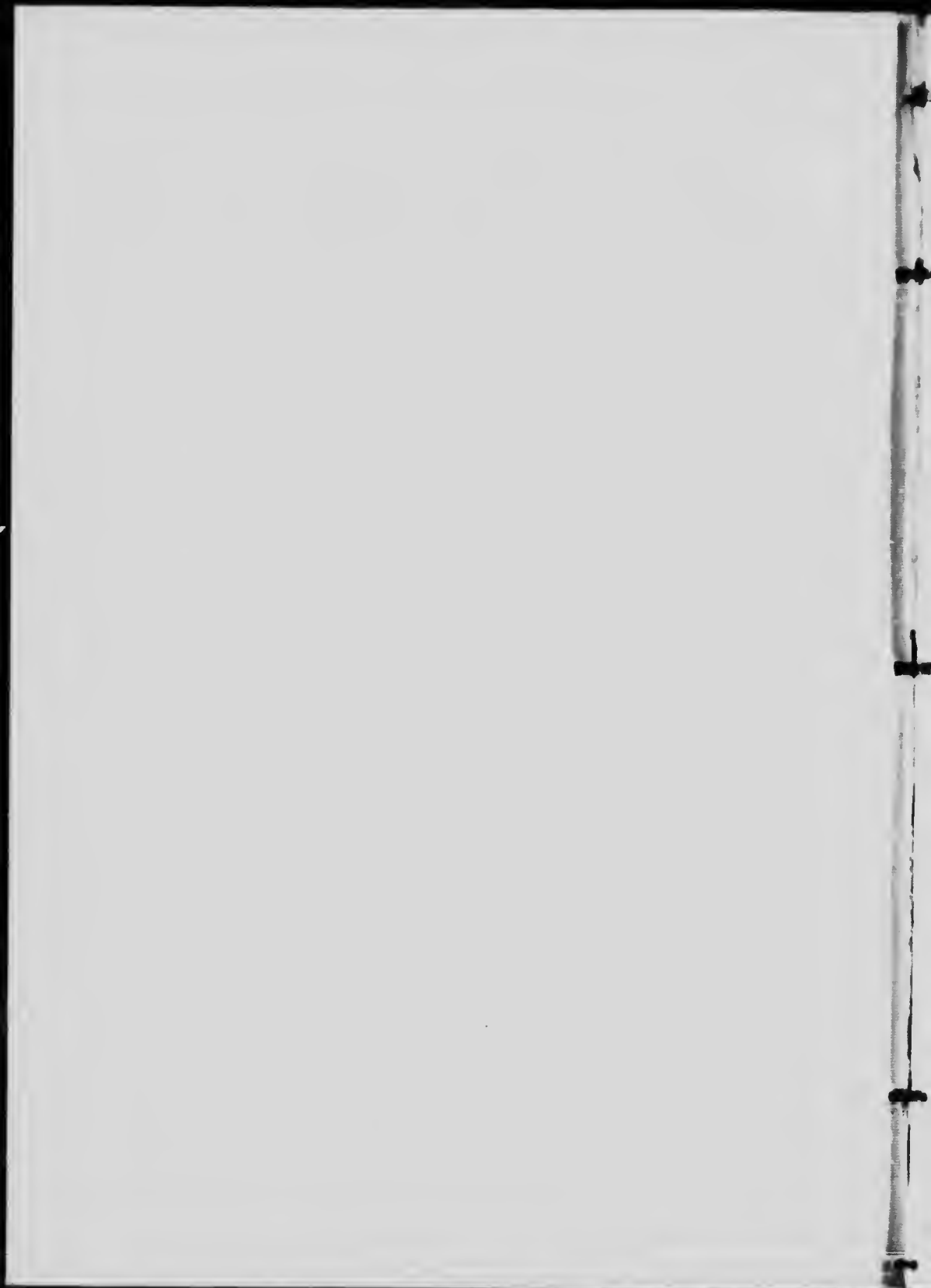
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Address
OF
Mr. R. S. Gourlay

PRESIDENT OF THE
BOARD OF TRADE OF
THE CITY OF TORONTO



TORONTO, JANUARY 18th, 1912



Address of Mr. R. S. Gourlay

PRESIDENT OF THE BOARD OF
TRADE OF THE CITY OF TORONTO
JANUARY 18th, 1912

Toronto, January 18th, 1912.

To the Members of the Board of Trade of the City
of Toronto :

Gentlemen :

It is a tradition that the retiring President of the Toronto Board of Trade shall present to the members a review of the work of the Board during the year that so honored him, with some general data as to business conditions and Toronto's progress. In some respects such a review may seem unnecessary in view of the close attention paid to the work of the Board by the daily press, and particularly in view of the wide survey of business conditions annually made by the officers of our great financial institutions.

Perhaps in other years the memories of our members needed freshening. One interest is often crowded by other interests. But this year I feel quite certain that the membership has found a perpetual freshener in the Board of Trade News. We took a forward step in determining upon a regular issue of our little periodical in new dress and more comprehensive form. It was designed to treat more

fully of the current work of the Board than the daily papers could possibly do, and to give each private member a clearer knowledge of the work which the President, the Council and the Committees find at their hand from day to day. I believe that the Board of Trade News has stirred amazingly the interest of the private member, and thus has provided driving power for the machinery of the institution. Many words of commendation concerning the paper, its contents and its appearance have come to us not only from Members of the Board, but from the officers of other Boards of Trade or Chambers of Commerce in Canada, the United States and Great Britain. Credit is due the Committee who has had the matter in charge, under Mr. G. W. Howland and Mr. D. O. Wood for the first and second halves of the year respectively.

RECIPROCITY

It is well known that after the reciprocity agreement between the Governments of Canada and the United States had been presented to Parliament the advantages or disadvantages of such an agreement was a vital subject of discussion amongst business men. It was decided by the Council that as this was a question of intense commercial interest it might be worth while to have the arguments on both sides properly marshalled so that the Members of the Board of Trade might be able to appreciate the range and the probable effect of the agreement. Accordingly a general meeting of the Board was called, Members only admitted. The attendance was larger than that of any other meeting in recent years. The utmost good fellowship prevailed. But little party bitterness

was allowed to creep into the discussion, and the speeches on both sides were "meaty" and well presented. A resolution in opposition to the Agreement was moved by Sir Edmund Walker, seconded by Mr. J. W. Flavelle, and carried by an overwhelming majority. Sir Wilfrid Laurier speaking in the House of Commons in March paid the mover the compliment of saying that the resolution contained in condensed form all the arguments with which Parliament has been dealing.

The results of the election of September 21st made clear that the views of the country in general and of this Province in particular were not out of accord with the matured opinion of the Toronto Board of Trade as expressed at its meeting on February 16th last. The Reciprocity Campaign will, I believe, stand in history as marking an epoch in that history.

THE ONTARIO ASSOCIATED BOARDS OF TRADE

Following the work of the President, Executive and Council of the Board of Trade of 1910, the first convention of the Ontario Associated Boards of Trade was held in the City Hall February 21st and 22nd, the Mayor and City Council co-operating with the Toronto Board of Trade in making the convention a very hospitable and happy one, the City providing a mid-day luncheon on one of the convention days and the Board of Trade a complimentary banquet for all the delegates at the National Club on the evening of February 21st. Under the Constitution of the Ontario Associated Boards of Trade, Toronto was entitled to twenty delegates and I have pleasure in reporting that nearly all the delegates gave the time to

all the conferences and in their support and advancement of important Ontario matters assisted in making the convention not only a very profitable one but a decided success, not only in its findings and resolutions but in that spirit of fraternity that should exist and will make for unity of purpose between the various Boards of Trade in the banner province of the Dominion.

The banquet, it is said, was one of the most successful in the history of the Board of Trade and so far above the average in the character of the speeches and in the ability of the speakers that the interest was sustained with increasing fervor until a very late hour. The Committee who had charge of this banquet were Messrs. G. T. Somers (Chairman), R. Home Smith, Alex. Laird, W. P. Gundy, W. J. Gage, Eric N. Armour, J. P. Ellis, W. K. George and the President. They planned to make this banquet the keynote for their campaign for Ontario's development both North and South, and the inspiration that was aroused in regard to the possibilities of developing the natural resources of both Old and New Ontario by such speakers as Hon. W. J. Hanna, Hon. Frank Cochrane, Mr. A. J. Young, Prof. Geo. C. Creelman, Mr. C. C. James, Mr. W. F. Cockshutt, Mr. E. C. Kingsmill, Mr. W. H. Hearst, Col. W. N. Ponton, Mr. Wm. Richardson, Mr. W. M. German, M.P., His Worship Mayor Geary and Mr. Jno. R. Robinson, will require years to efface and has already been a great factor in bringing together on a common platform with definite aims the business men of all sections of Ontario. I am pleased to report that our former President, Mr. W. J. Gage, was elected the first President of the Ontario Associated Boards of Trade.

MEMBERSHIP CAMPAIGN

Success crowned the special effort put forth to increase our membership. The Membership Committee under Mr. W. P. Gundy as Chairman and Mr. W. M. Douglas as Vice-Chairman, was enlarged to almost a hundred men, thoroughly representative of the Business and Professional interests of the City. The Press was sympathetic. Everyone worked faithfully, and within ten days new members to the number of 1,081 were secured. Earlier in the year there had been 40 accessions. Since the thousand were swept into the fold the applications for membership have numbered 89, so that our total increase during the twelve months is 1,210. This assuredly is a most satisfactory result. The enlarged membership gives the Board greater authority, greater driving power, and will help to keep it in close touch with public opinion and should enable the Board, with this added responsibility, to legislate more carefully and for a wider constituency. The total membership at the close of 1911 was 2,553.

TORONTO PUBLICITY

Methods of securing publicity for the many advantages offered by Toronto were under consideration early in the year by a Special Committee. It was decided that most could be accomplished by the establishment of a Citizens' Committee having upon it representatives from the City Council and other public bodies, including of course the Board of Trade. A contribution of \$2,000 towards the expenses of such a Committee was promised. The suggestion was taken up by a Committee of the City Council and preliminary meetings were held, establishing The

Toronto Publicity Association. Unfortunately nothing definite was accomplished. There is a real need for such an Association and also for a suitable Handbook in condensed and convenient form which could give visitors a clear and adequate idea of the advantageous position of this city for manufacturing commercial, educational and social advancement. At the time of the visit of the British Press Delegates in September last the President of the Toronto Press Club, at the request of your President, prepared a hurried description of Toronto which was furnished to each of the visitors for use in the British journals they represented and published in the October issue of the Board of Trade News.

This question of Publicity is one that might well receive the earnest attention of the incoming Council.

TECHNICAL EDUCATION

Among the matters that for years have received the most earnest and conscientious attention of your Board has been that of Technical Education and I am happy to report that this year very definite progress has been made along the lines of the Board's views through the agencies of the Toronto Board of Education, the Dominion Government and the Ontario Minister of Education. Late in the year 1910 Toronto was visited by the Royal Commission on Technical Education appointed by the Dominion Government, and by that Commission your Board was asked to appear and lay their views before them. Members of the Committee and Executive appeared before the Commission and laid the Board's views as ably as possible before the members of the Commission. Following a further request from the Chairman

the Commission, a concise history of the Board's attitude, efforts and recommendations for the past thirteen years was prepared from the records of the Board and supplied to the Commission with a view to their perusal and consideration.

In addition to this the Provincial Government, through the Minister of Education, introduced legislation that has marked a forward step in the matter of Provincial training equipment from both a mercantile and manufacturing standpoint. In harmony with the legislation above referred to, the Board of Trade was asked to nominate four members who would serve on the Advisory Commercial Committee of the High School of Commerce and Finance in conjunction with the Members of the Board of Education called for in the Act. Your Board procured the consent of the following gentlemen from its membership to act in that capacity: Messrs. Charles Marriott, H. D. Lockhart Gordon, Thomas Bradshaw and T. D. Bailey, and have pleasure to report that Mr. Charles Marriott of the Board was unanimously chosen Chairman by the gentlemen of the first committee and has been asked to serve again in this capacity this year. Your Council have had the pleasure of reading with great interest the first Annual Report of the above school, and in consideration of the progress already made and with a view to showing the Board's interest in the work of the High School of Commerce and Finance, have agreed to provide gold and silver medals for competition amongst the students of the institution.

Near the close of 1910, a local Commission under the Chairmanship of Dr. W. Pakenham was organized by the Young Men's Christian Association authorities

to consider the question of Technical Education as far as it could be dovetailed into the night classes of the above organization. The Board's representative on this Commission was Mr. Rhys D. Fairbairn, who gave the matter a great deal of time and attention, during the year and we have lately had the pleasure of receiving a very able report from this Commission and of noting that this organization is adapting its educational work in the evenings as far as possible in line with the recommendations of this Commission.

Later in the year Mr. W. L. Richardson, a Member of the Board and who fills the position of Superintendent of Manual Training of the Toronto Board of Education, was appointed to act as a delegate at the 5th Annual Convention of the National Society for the Promotion of Industrial Education, held in Cincinnati, Ohio, and his very able report of that convention and also of the advanced position occupied by the schools of Cincinnati in this movement was published in the December number of the Board of Trade News and was read with great interest by those who have this educational advancement strongly at heart.

The Chairman of this Committee has been Mr. J. D. Allan, that veteran worker for Technical Education.

ONTARIO DEVELOPMENT COMMITTEE

Following your President's inaugural address and acting upon his advice, a strong committee was formed for the purpose of fostering the development of all the resources and interests of Ontario, north and south. Mr. R. Home Smith was prevailed upon to take charge of this Committee as he was the prime mover in suggesting the need of this effort to our

former President. It is with the greatest possible pleasure that I report the extraordinary measure of success that has followed the work of this Committee during its first year. It was at the outset recognized by the Committee that the work would entail aggressive and wise action for years to come and this conviction still abides. The progress made in awakening mutual interest between the people of the north and the south in each other's welfare and development has been so phenomenal, that we have already the delight of witnessing, that Northern Ontario development and the development of special interest in Older Ontario, have been the chief planks in the platform of both political parties in the recent election, with a result that the settlers of Northern Ontario through their recognized Boards of Trade and municipal leaders are enthusiastically friendly with the Toronto Board of Trade and its interests. The work of this Committee has entailed a considerable outlay but in the judgment of the Council this outlay has been fully deserved. The plan followed by the Council on the recommendation of this Committee has been, first the banquet of the Ontario Associated Boards of Trade already referred to, resolutions regarding the development of Ontario's resources north and south discussed and advocated in convention of this same Association. This was very shortly afterwards followed by a luncheon to the Members of the Board at which a very able address on "The Northland—Temiskaming Land" was delivered by Mr. J. L. Englehart, Chairman of the Temiskaming and Northern Ontario Railway Commission, which address was published in the year book of 1910. Following this, your Council on the recommendation of this Committee appointed Mr.

Fred W. Field as a Special Trade Commissioner to cover the various points and interests of Northern Ontario and a series of his letters as Commissioner were printed and forwarded to every member of the Board of Trade and which when read awakened great interest. Following these letters, the Board of Trade excursion to Northern Ontario was arranged for and to which excursion I will refer later. Following this excursion, your Council through this Committee had prepared a very excellent map of the Province of Ontario showing the entire trade routes and in the northern territory as far as explored indicating the character of the land and its possibilities, whether agricultural or mineral. This map, we hope, will be made good use of by the incoming Council in such manner as to promote successfully the object for which it has been prepared. Following the compilation of the map, Mr. Field has prepared under the direction of the Committee a very able report on Ontario with reference to the development of Northern Ontario and this report is now in the press, and will be issued to the members. I may be permitted to say that this pamphlet will practically prove a text book on Ontario and its resources and development for, I believe, many years to come, and it is confidently expected that when the same is issued from the press that both our Dominion and Provincial Governments will see the advantage of distributing this valuable treatise throughout the districts from which the best class of settler may be obtained, and in all financial centres where a better knowledge of Ontario and Ontario's foremost position in the Dominion may prove of value from either a financial or commercial standpoint.

EXCURSION TO NORTHERN ONTARIO

As a part of the Ontario Development program, which has had from the outset to be in all its phases an educational campaign, as it is really surprising how little we know about our own immense Provincial heritage, where there are yet 90,000,000 acres in the Crown, a very large portion still unsurveyed, an excursion to Northern Ontario was planned and carried to a successful issue in the month of June. Some 125 members of the Board, carrying with them special representatives of the press as our guests, visited the various points in Northern Ontario under the guidance of Commissioners J. L. Englehart and Fred. Dane of the Temiskaming and Northern Ontario Railway. They visited not only the great silver camp of Cobalt where up to the end of 1910 over \$50,000,000 worth of silver had been extracted from the rock and over \$25,000,000 of this paid in dividends within less than five years from the discovery of the camp, but they also visited the thriving towns and settlements throughout that great clay belt of 20,000,000 acres, the soil so rich and productive that in almost all respects it surpasses even the most productive sections of this great Dominion of ours, and of which clay belt so great a portion is as yet unsettled. The trip occupied four full days and every moment of the time was not only replete with interest but opened up new vistas of the possibilities of our own province. In the experience of every member of the party, the excursion was one of the happy events of a lifetime. The inhabitants of the towns visited welcomed the delegation with open arms and gave them of their best, and at the various banquets and other occasions of entertainment evidenced their appreciation of the visit,

Whilst it is my pleasure to record that every member of the party entered so enthusiastically into the purpose of the itinerary as to create amongst those who resided in the northern part of the province a memory that will last for a long time and redound to the credit of the Toronto Board of Trade. It mattered little whether it was visiting the mines, examining standing crops, inspecting the construction of the Grand Trunk Pacific, buying a town site, paying off the mortgage on a church, or the buying out, by some of the younger men of the party of the Cochran florist's entire stock of cut flowers to send to the home of the railway employee who had lost his life the day previous to our visit, the spirit of the party was ever so thoroughly imbued with the fact that they were the representatives of the premier Board of Trade of the premier province of the Dominion that, as already stated, the memory of that trip among those who met the party will ever redound to the credit of the Board of Trade.

GOOD ROADS

As the members of the Board of Trade are aware, the question of Good Roads radiating from Toronto has engaged the attention of very large and influential committees of the Board for the past few years, while during the last two years this Committee has been under the chairmanship and vice-chairmanship of Messrs. W. G. Tretheway, A. O. Beardmore and Lionel H. Clarke.

Preparatory to the January election of 1911, so much time, thought and action, taken under President Gage's direction, was given to the matter that as a result a tentative agreement was entered upon between the

Provincial Government, the Municipality of York and the City Council, looking to each contributing \$100,000 towards the construction of the first hundred miles of road. By a decided vote of the citizens at the elections, this proposition was approved and your Committee this year at once began negotiations, meeting difficulties and arranging a basis of work along such lines as would be acceptable to the parties interested, the said agreement reaching a successful issue about the middle of June, when the members of the Commission were finally appointed and are as follows: Controller J. J. Ward and Mr. L. H. Clarke, representing the City; Warden Bull and Messrs. Geo. S. Henry and Wm. Pugsley, representing the County; and Mr. W. G. Trettheway, representing the Government; the Chairman of the Commission being Warden Bull; a delay having occurred in the appointment of the Commission, for which the Committee and City were in no way responsible. The Commission lost no time in preparing to go on with the work, an agreement having been previously reached as to what roads should be embraced in the first one hundred mile contracts, but difficulties arose in connection with tenders being so unsatisfactory to the Commission that it was then found necessary to provide a plant and undertake a good portion of the work under the direction of their engineer if it was to be done satisfactorily and along the best modern plans and at a proper prices. Further difficulties arose in regard to getting rock, as there were no quarries open; in fact the Engineer's report will prove very interesting reading to all who are interested in the Good Roads Movement.

By reason of what is above reported, it was then

well on in September before any definite work could be begun on the roads and from that time until the end of the season, the work has progressed steadily and about ten miles completed in different districts, and it is the purpose of the Commission, that at the earliest possible moment this spring, the work will be pushed to completion and ere the season of 1912 is over all who are interested in the Good Roads Movement will have an opportunity of seeing the great advantages that will accrue to the City and Municipality from this expenditure of money, and it is the hope of the Good Roads Committee, that the advantages of this movement will be so apparent that ere many years the entire province, the older portion at least, will be covered with a netway of good roads, roads that will prevent it ever being said again by any distinguished visitor, that there are other roads that are not good than those that are to be found in China.

PROVINCIAL LEGISLATION

Mr. Eric N. Armour, as Chairman of the Legislation Committee of the Board, reviewed in the April number of the Board of Trade News, the work of the Legislature during the session of 1911 as relating to Toronto. He expressed the satisfaction of the Committee in co-operating with the city authorities and the Toronto members, and gave in concise form a list of the legislation granted on the city's application. This included power to convey water lots, harbor property and lands to the Harbor Commission, to expropriate a part of the Toronto and Mimico Railway and to acquire by expropriation lands within 200 feet of any proposed street, park or playground. Special legislation re Bulk Sales was deferred to permit

an investigation of the laws elsewhere on this subject. The application for power to regulate the plotting of lands within a five mile radius of the city so that planning for the future might become a possibility rather than a theory was deferred, but the Municipal Committee of the Legislature was favorable to the principle and undoubtedly something may be done during the coming session.

In pressing for this and other legislation the Civic Committee of the Board, Mr. John Firstbrook, Chairman, co-operated with the Legislation Committee, the City Solicitor and Board of Control.

PELAGIC SEALING

Early in the year the attention of your Executive was directed to the convening of a conference at Washington, between representatives of Great Britain, the United States, Japan and Russia, the object being to arrange a treaty that would prevent the slaughter of seals in the open sea which, if continued, must result in the total destruction of this valuable asset of commerce to Canada, more particularly to our members engaged in the fur trade. The Canadian Government had appointed representatives of the sealing interest with others to act in concert with the British Ambassador at Washington but had made no provision for the representation of the fur trade. A deputation of the wholesale manufacturing furriers of Canada, accompanied by the Secretary of your Board, waited upon the Premier urging the appointment, and on the statement of Sir Wilfrid Laurier that if the deputation would name some one acceptable to the

trade he would gladly make the appointment, the name of Mr. James D. Allan of our Board was presented to the Premier who expressed pleasure in instructing Mr. Allan to proceed to Washington with the further assurance that the British Commissioners would be most happy to have the advice of fur traders. The result of the conference was the arranging of a basis of agreement resulting a treaty which ensures to the world the continuance of seal life and secures to Canada the payment of an important indemnity in money as well as a proportion of the seals killed annually on the Pribyloff Islands in return for abstaining from pelagic or open sea sealing.

As the terms of the Treaty were not ratified by the respective Governments concerned till December, Mr. Allan has not, for obvious reasons, made a full report of the work so successfully concluded. It is anticipated that at the proper time Mr. Allan will favor the members with an interesting account of this conference and its results.

DISTINGUISHED VISITORS

General Carlos Garcia of Cuba was a guest of the Board of Trade on July 26th and delivered an able and pleasing address advocating closer commercial relations, reciprocity in fact, between Canada and Cuba. Other interesting guests were Mr. Henry Riseley, former High Sheriff of Bristol, and Mr. Manning Lewis, Chief Traffic Agent of the Bristol Docks, who presented a greeting from the Bristol Chamber of Commerce advocating closer and even more cordial trade relations.

FEDERAL SITE AND NEW DEPARTMENTAL BUILDINGS

As is well known to the members of the Board, a meeting of the members of the Board of Trade was called for and held on April 21st with a view to memorializing the Dominion Government under Sir Wilfrid Laurier to treat Toronto adequately in the matter of Government buildings on the basis of the city's requirements and its position in the galaxy of Canadian cities. It is not my purpose to enlarge in any manner upon either the Memorial or the Argument that accompanied the Memorial when the same was presented in the month of October to the new Premier, now the Right Hon. R. L. Borden, and his Cabinet, by his Worship the Mayor, members of the Board of Control and City Council and a delegation from the Toronto Board of Trade, accompanied by all the Toronto Members of Parliament. I would report that in addition to being received most favorably by the Government in connection with this matter, we have since had visits from the Hon. F. D. Monk, Minister of Public Works, the Hon. J. D. Hazen, Minister of Marine and Fisheries, and the Hon. Dr. J. D. Reid, Minister of Customs, who have looked into the situation, admitted the neglect towards Toronto in past years, and have intimated an intention as far as finances will permit to recommend the Cabinet to do right by Toronto at the earliest possible date. Following the visit of these gentlemen, sufficient has occurred to make it appear probable that the desire of your Board may be realized, though it may possibly mean that to accomplish large things for Toronto in the way of a Civic

Centre on an adequate site with suitable park display, and buildings of a high character, perhaps more than might be made adequate for the departmental business of the city from simply a business standpoint, that the citizens may need to manifest their interest in the scheme in some tangible manner.

Supplementing what is stated in the Argument regarding the revenue produced from the Government Departments in Toronto, I might mention that I have received information from Ottawa that since and including the year 1873 the date of the erection of the Central Post Office — Present Custom House being erected in the following year — Toronto has contributed directly to the revenue of the Dominion the following large sums:

Postal Revenue.....	\$ 21,243,827.56
Toronto Customs Revenue....	204,742,953.29
West Toronto Customs Revenue (About 3½ years)	2,378,199.97
Excise Revenue.....	41,541,662.86
	<hr/>
	\$269,906,643.68

with over \$430,000 revenue from Weights and Measures, Gas and Electricity dues—A total of over Two Hundred and Seventy Million Dollars.

I would also report that on the occasion of the visit of the Hon. Dr. J. D. Reid, Minister of Customs, he, in conjunction with the Hon. A. E. Kemp, visited and saw for himself the woefully inadequate provision provided for the business of the Customs House in connection with the public office and the Examining Warehouse. Following the visit and inspection by

these gentlemen, the President had the opportunity of conferring with the Hon. Dr. Reid and of making it clear to him that even if the desire of the Board of Trade was granted in the matter of the Federal Site and new Departmental Buildings it was absolutely necessary to have large increases to the entire present Customs House accommodation for examining purposes and also to have the Examining Department close to the waterfront and the railway service, and on the assurance that this would meet with the favor of the merchants and would largely facilitate the better handling of freight and do away in some part with the freight congestion, he intimated to your President that he would recommend his colleagues to provide in this year's estimates an appropriation to provide a site for increasing these facilities, and we have all been pleased to see that in the estimates laid before the House last week, a sum of \$300,000 is provided for this purpose. I might here state in passing that the Examining Warehouse facilities today are practically the same as they were at the time when the Customs House business and revenue was \$2,500,000, a sum that is less than one-sixth of its present revenue. In a word, we have the same buildings with some changes and small additions, whilst the business being done in them has increased six-fold.

TELEGRAPH TOLLS

There is a strong feeling in certain sections of the Dominion that telegraph tolls are too high, and that the form of Telegraph Companies' contracts might well be revised. As in a large degree this view is also entertained by members of your Board, a

Special Committee to consider the subject was appointed in April, with Mr. Peleg Howland as Chairman. After a very careful investigation, the Committee prepared and forwarded a draft of their recommendations to the Telegraph Companies and the Commissioners appointed by the Government to examine this matter and act for the citizens. A hearing was also given to the Board's Solicitor, Mr. A. C. McMaster, by the Railway Commission on April 24th and on subsequent occasions. The investigation by the Commission is by no means complete and in the meantime Mr. McMaster is watching the inquiry on our behalf. The recommendations of this Committee were approved by the Council of the Board and were published in the July issue of the Board of Trade News.

EXPRESS RATES

Early in the year a Special Committee was appointed under the Chairmanship of Mr. Chas. Marriott to give attention, in the interests of shippers, to all the questions that are involved in connection with express rates and express regulations. In this connection the Committee, with the co-operation of the Board's solicitor, appeared before the Board of Railway Commissioners and were successful in their appeal to that Board resulting in a very decided gain to the interests of some of the Sections of the Board. Beyond this I need make no further reference in view of the fact that the report of this Committee will be in your hands this week in the Board of Trade News and under the heading of "A Good Year's Work" you will be delighted at this splendid evidence of its activity.

WELLAND CANAL

Some four years ago, under the Presidency of Mr. Lionel H. Clarke, the Council and Executive of the Board gave consideration to the question of a deeper and larger Welland Canal, the matter having taken fresh importance by reason of the action of the New York State Legislature looking to the deepening and improving of the Erie Canal by an estimated expenditure of over \$100,000,000. For years prior to this the question of Welland Canal improvement had been so often before the public with no definite issue that it had become somewhat of a by-word, and, therefore, when the matter was taken up by the Council of the Board at the period above mentioned, a resolution was then formed, that in taking up the matter again, the Toronto Board of Trade would stand behind the project with such determination and effort as to insure its completion in reasonable time. From that date to this, Mr. Clarke has given his time, thought and effort to the project as Chairman of the Welland Canal Committee and last year under the Presidency of Mr. W. J. Gage, the action of that and previous years culminated in taking definite action with the late government by the representatives of 48 Ontario Boards of Trade and 51 Municipalities with the result that we were confidently hopeful that in the late Government's estimates for 1911 there would have been an appropriation for the proper commencement of the enterprise. Owing to the change in the Government situation, occasioned by the Reciprocity campaign, a new Government came into power and the sudden change from the position of critics on the opposition side of the House to that of the Government benches as responsible legislators has unex-

pectedly delayed the project to some extent, as your Committee have found that quite a number of the present Cabinet were not prepared to make decision in the matter until they had some time to investigate and study the merits of the project. Your Committee have, therefore, again taken up the matter and begun a campaign of education and agitation towards the accomplishment of the Board's views in this matter. In this connection, it was also found that the Executive of the Ontario Associated Boards of Trade was also seized of the facts and desired to follow up their strong resolution in favor of the immediate construction that was discussed and passed at the annual meeting in February and, therefore, your Board, through its Committee, readily agreed to co-operate with the Ontario Associated Boards of Trade in pressing this enterprise upon the attention of the Government, and under the auspices of the Ontario Associated Boards of Trade co-operated with their Executive in interviewing the Government of the Right Hon. R. L. Borden on December 5th. The deputation was favorably received and a promise made that the matter would receive careful thought and attention and the matter now rests, as far as the Government is concerned, in this position.

Your Committee throughout the year have given this matter a great deal of attention and they believe the time is ripe to make it known that there are very powerful interests not only hostile to the project, but zealous and active in opposition, desiring if possible to frustrate the movement, apparently indifferent to the fact that Lake Ontario ports are sealed ports to all modern vessels of larger tonnage and deeper draught and also apparently indifferent to the fact

that not only do Ontario merchants and Ontario manufacturers need the great advantages that would flow to them from this improved waterway, but also that the wheat growers of the West are likewise handicapped by present conditions and that in the near future the Erie Canal will become so powerful in the matter of cheapened rates as to menace even the trade that now passes through Ontario and the St. Lawrence by way of our neighboring seaport city, the City of Montreal. These hostile interests are constantly at work at Ottawa and elsewhere and if the citizens of Ontario do not desire to see Ontario lake ports used for all time by only the smaller vessels, they must awake and make their needs and power known at the seat of Government. To this end your Board is fully committed and is adopting as wise and active a plan of campaign as it possibly can without antagonism to any other project.

HARBOR COMMISSION

Some two or three years ago the Riverdale Business Men's Association advocated vigorously the reclamation of Ashbridge Bay and had had prepared most excellent plans showing what might be done with that undeveloped civic asset which for so many years had been overlooked.

It fell to the lot and alert judgment of President Gage to perceive the merit of this proposition, at a time when it was not meeting with much favor, and to see the advantage of coupling the Riverdale men's plan with the proper development of the harbor and waterfront. In harmony therewith, he, in a most vigorous manner, advocated action along this line at his inaugural address when accepting office as President of the Board of Trade.

During his year of office, with the co-operation of the Executive and Council and Members of the Board generally, much time and attention as well as good judgment was displayed in arousing interest with the Mayor, Board of Control, City Council and citizens generally, so much interest in fact that by an overwhelming vote on Municipal Election Day, 1911, the project received the support of the citizens. It, therefore, fell to the lot of your President and the Executive and Council of 1911 to follow up the work so far done and secure not only the appointment but the organization of the Harbour Commission. The Committee was therefore continued under, as in the previous year, the able Chairmanship of Mr. Lionel H. Clarke and by that Committee plans were made and negotiations entered into that practically covered the entire year of 1911.

The preparation of a Harbor Commission Bill that would be acceptable to the City, the late Government, and the Board of Trade was no small undertaking, but a basis of agreement was finally reached with the co-operation and under the direction of Mr. A. C. McMaster, the Board's Solicitor, and Mr. William Johnston of the City's Legal Department. It then fell to our lot to take the matter up with the Government of Sir Wilfrid Laurier and after several deputations and interviews at Ottawa, a satisfactory bill creating the Harbor Commission passed both the House of Commons and the Senate, the Board's Committee being very ably supported in this department of the work by Senator Jaffray, Mr. Claude Macdonell, K.C., M.P., and other city Members of Parliament, as well as Mr. P. C. Larkin. Subsequent to this a large amount of work was involved in securing

through the City Council, not only the adoption of the Harbor Bill, but the appointment of Commissioners under the Bill that would be as far as possible acceptable to the Board of Trade, with the result that the following gentlemen, that is, Mr. Lionel H. Clarke, Mr. R. Home Smith and Controller Thos. L. Church, were appointed by the City and your President by the Government on the Board of Trade's recommendation, Controller Spence having been for years the Government's appointee as well as Chairman of the old Harbor Commission, at the wise request of the Government retaining his appointment as a Commissioner under the new Bill. From that time onward the civic authorities have been engaged in preparing for the transfer of the property to be vested for management in the Harbor Commission and preparing elaborate schedules and other necessary matters incident to the transfer of the property, considerable opposition having arisen against the transfer from Treasurer Coady and others of the City Council and permanent staff. The transfer was, however, completed in the closing days of the year and I have the pleasure of now reporting the matter as definitely completed and at the same time of intimating to the Board that without the continued and able support of Mayor Geary, Controller Spence and other members of the Board of Control as well as the majority of the City Council, we might not have been able to report success.

With reference to the members of the Board of Harbor Commissioners, might I here state that Mr. Lionel H. Clarke, Mr. R. Home Smith and your President were strongly averse to assuming the great labor and responsibility that this appointment

involves and for a time refused to accept office, and had it not been that a sense of duty prevailed and that they felt they could not reasonably preach the duty of public service without accepting the same when it was pressed upon them, not one of the gentlemen above mentioned would be filling that office today. Nevertheless, I may also state that every one of the five members of the Commission is seized with the responsibility of the appointment and is determined that as far as in him lies, he will administer the great trust reposed in him to the best of his knowledge and ability with the assistance of the ablest expert help obtainable.

During the negotiations, your Executive with the Board of Control made a strong effort to secure from the Government of Sir Wilfrid Laurier as a park area for Toronto citizens, the newly made land of nearly 60 acres formed by the new Western Channel, the desire being to secure it for the citizens for a perpetual park, filling in the old Western Channel and so preparing the way for a street railway service to the Island at a single street car fare. In this connection, Vice-President Somers, together with members of the Board of Control, waited upon the late Government and opened negotiations and it is confidently hoped that this property will be vested in the Harbor Board under such conditions as will enable the City through the Harbor Commission to provide a perpetual park. The Harbor Commission has great hope that the present Government will meet the City and Harbor Commission along the line of Sir Wilfrid Laurier's desire.

I have also pleasure to report further that in December the city was favored with a visit from the Hon. J. D. Hazen, Minister of Marine and Fisheries.

who in conjunction with the Mayor, Board of Control, members of the City Council, Harbor Commission and the Executive of the Board of Trade, inquired into all matters relating to necessary work upon the harbor and its future development along lines already indicated with the result that an initial outlay has been provided for in the present year's estimates of \$195,000 to cover some arrears of payments to the contractor for work on the new Western Channel and also to complete and extend the work at both the Eastern and Western Channels.

RAILWAY AND TRANSPORTATION COMMITTEE

This large and very able Committee, under the Chairmanship of Mr. Peleg Howland, has had a very strenuous year. They have had to give great time and thought to very weighty problems, problems that affect the commercial interests of this city not only at the present but for future years. Among the problems that they have dealt with have been the question of the Spadina Avenue crossing, level crossings in the northern part of Toronto, a serious freight congestion, the questions of freight rates and regulations and specific discrimination, etc., as between conflicting points, the question of telephone service and its betterment and of the formation of a Traffic Department which I refer to later, as well as many other matters, and I would only add that only those who are on this committee and are in touch with the Council and Executive of the Board can form any conception of the burden of the work that has been undertaken by this committee and its Chairman, and it is with pleasure that I report to the members of the Board the obligation that rests

upon every member for the work done by this committee. As an indication of the monthly work of this Committee, read this month's issue of the Board of Trade News, under the paragraphs Telegraph Tolls, Freight Congestion, and Northern Subways.

THE VIADUCT

As is well known, the railroads strenuously opposed the construction of the viaduct, as ordered by the Dominion Board of Railway Commissioners, but when they carried the matter to the Privy Council, the judgment of that court was against the railroads and in favor of the city and the Board of Trade's contention. Acting upon this decision, the Board of Railway Commissioners, through Chairman J. P. Mabee, have been persistent in endeavoring to force the railroads to proceed energetically with this necessary undertaking, and although as yet but little progress beyond the work done at the western approach of the City has absolutely been made, yet your Committee feel that the work of the year is bringing matters to a crux and that at a relatively early date the railroads will require to make much more rapid progress, in not only beginning the construction of this viaduct in the heart of the city, but in carrying it on to completion. Your Viaduct Committee throughout the year have lent their co-operation to the city authorities upon all occasions, and have vigorously fought for the city's rights in this matter, and had the satisfaction some little time ago of having the Board of Railway Commissioners adopt the Board of Trade plan for a terminal trackage arrangement, with the statement from the Chief Commissioner that it was the only decent plan that had been

proposed in the matter. As, from press reports, every member is aware of the difficulties presented by the Railways in opposition to prosecuting with vigor the orders of the Railway Board, I need add but little other than to say that it is the intention of the Viaduct Committee of the Board, under the able chairmanship of Mr. J. W. Woods, to still co-operate with the City and to aid them to push this matter to an issue, and in the hope that ere long the unsightly ruins and disgraceful station at the entrance to our city will give way to a scene of activity, and later be occupied by an adequate station and safeguarded, as far as the waterfront is concerned, by a viaduct that will be satisfactory to all interests. The committee is also planning to keep in touch with the expenditures on the viaduct in order that the city's proportion of cost will be fairly appraised, and that the interests of other railways who may in the future seek an entrance may be also safeguarded. May I personally state that I cannot understand the treatment accorded Toronto by the railroads in this matter. If any business house treated their best customer as the railways treat Toronto, their best customer, in the matter of accommodation to do business with them, we would look upon them as only fit, as business men, for the city's Home for the Aged, and it is, therefore, no wonder that the prayer of Toronto is for a railway Joshua, who will lead the merchants and citizens of Toronto after their twenty years or more of wandering in the wilderness of hopes deferred into the Canaan of a satisfied content with improved and up to-date methods of handling passenger and in some respects freight transportation business before the full forty year period has elapsed.

BRITISH IMPERIAL COUNCIL OF COMMERCE

The British Imperial Council of Commerce, which is designed to be an informal Executive of the Congress of Chambers of Commerce of the Empire, was organized in London at Coronation time. The suggestion from London that such a body might be formed, was considered by a special committee of the Toronto Board of Trade, consisting of Mr. W. F. Cockshutt and Mr. W. J. Gage. They reported favorably because so far there had been no means of pressing for action on resolutions passed by the Chambers of Commerce of the Empire in convention. They recommended that any members of the Board who might be in London at the Coronation should be given credentials to attend the meeting of organization. Maj. Henry Brock was the representative.

Mr. Cockshutt and Mr. Gage also reported on the British Government's Naval Prize Bill based on the famous Declaration of London, which deals with the rights of neutral vessels in war time, and provides that under certain circumstances food may become contraband of war. The report was hostile to the Declaration. In this matter the Toronto Board of Trade was in full accord with nearly all the trade bodies of the United Kingdom. The full report appeared in the Board of Trade News for May. Since that time the Bill passed the British House of Commons, but was rejected by the House of Lords.

IMPERIAL HOME RE-UNION ASSOCIATION

Throughout the year the attention of your Executive was frequently called to cases of British

immigrants of good character, who were approaching the various transportation companies, desiring to purchase transportation for their wives and families on the installment plan, propositions being made from time to time to bring out one or more of their family, in order that they might join the father in earning money to bring out other members of the family.

Knowing of the great success that had attended the efforts of the Imperial Home Re-Union Association at Winnipeg and western cities, where numbers of deserving immigrants had been aided to bring out their families at once, without either loss or expense to the Association, thus fostering habits of frugality on the part of our new citizens from Britain and safeguarding such newcomers to our country from the dangers that beset families thus divided for long periods, the council of the Board arranged with Mr. W. J. Bulman, the chairman of the Winnipeg Association and organizer of the movement, to visit Toronto and address the Board regarding the work and success of his organization at a luncheon in the month of November. A full account of this most interesting meeting appeared in the December issue of the Board of Trade News, and I need, therefore, only report further that a provisional organization was formed at the luncheon to carry on the same work, and to state that since then the organization has taken definite shape and the Committee as now appointed, who are actually engaged in this work, are as follows:—
Mr. Frank Wise, Chairman; His Worship Mayor Geary. Messrs. G. T. Somers, F. B. Fetherstonhaugh, K. J. Dunstan, Frank Arnoldi, K. C., W. K. George, Hedley Shaw, S. Morley Wickett, Benjamin Woodward, S. H. Blake, K. C., and Noel Marshall.

I am happy to say that the organization has already made good and I can do no better than to quote as follows from a letter received January 15th, from the chairman of the Toronto Imperial Home Re-Union Association and also state further that whilst this organization is not a Board of Trade organization, but is an organization intended to cover all the activities and interests of Toronto, yet the larger number of those in charge are active members of the Board of Trade and during the work of the year, the Board has the credit of inspiring and organizing this splendid movement, so that it can no longer be said that as far as Toronto is concerned, any reputable newcomer from Great Britain need be separated from his family "for the sake of \$100."

"As to our own Association, I may say that we now have a list of 200 guarantors for each \$250.00, making a total of \$50,000.00 upon which we can draw. We held our first meeting on Friday night, interviewing sixteen heads of families; one applicant was considered to be totally unworthy of assistance, he having had plenty of opportunity over here to have saved a good deal more than the amount he requested. Five men were advised to wait a little longer so as to be better able to take care of their families when they came, and moreover to accomplish the saving of a little more cash towards the 20% required as a minimum deposit on their part—20% of the total amount required for transportation. We passed 11 whose families will aggregate 50 persons, 29 adults and children over 12 and 21 children under 12.

"May I be permitted to inform you that by the plans adopted for the running of the Association the scheme is expected to carry itself for the slight expense of clerical help, etc. The bank charges us 6% which amount is charged to the applicants.

Possibly you may wish to mention in your report that our Association is likely to be the instigator of a number of similar Associations in Ontario. I am going to address the Board of Trade of Brantford tomorrow night on the subject of starting a local Association there and I am in communication with the Boards of Trade of London, Hamilton, Ottawa and Peterboro with the same end in view.

"His Royal Highness, the Duke of Connaught, has consented to become Patron of our Association and Mr. Norton Griffiths is to be our Honorary President. The British Welcome League houses us for nothing, the only expense to us being \$10.00 a week for clerk and postage, etc."

NORTHERN ONTARIO FIRE RELIEF COMMITTEE

On the morning of July 12th, we were shocked to learn of the disastrous fire in Northern Ontario, wherein so many valuable lives were lost and the towns of Cochrane, Pottsville and South Porcupine practically removed from the map, as well as the homes and belongings of many settlers as far south as Matheson, completely destroyed. A short time later a further fire destroyed the homes of a large number of settlers to the North and East of Sudbury.

As you are aware, the council in conjunction with the city authorities took immediate steps to raise a fund that would provide some measure of relief for the immediate needs of the sufferers in the whole of the burnt areas in Northern Ontario. A joint committee representing the City Council and Board of Trade was appointed with power to act and I am happy to state that the responses, not merely from the citizens of Toronto, but from citizens, municipalities and Boards of Trade throughout the Province, were most spontaneous and generous, so that in a short time a sum of about \$53,000 in cash and supplies was at the disposal of this committee. May I also here state that no member of that committee or of the council of the Board of Trade had any idea in undertaking this work that the labors devolving upon the committee would be of such a continuous or arduous nature, and I am only reporting what is well known to the council, when I say that the amount of time, thought and attention that has necessarily been given to the wise administration and distribution of this fund, has been beyond every possible expectation. Nevertheless, it is a pleasure to report that without a single exception the local committees and Boards of Trade at all points have voluntarily and in the most generous terms placed themselves on record in words of appreciation and approval not only of the work of the committee, but of the generosity of the donors who so promptly provided the committee with the sinews of war. The members of the committee who had and still have charge of this work are His Worship, Mayor Geary, Messrs. G. T. Somers, Henry Brock, J. F. Ellis, W. G. MacKendrick, R. Home Smith, Alex. Laird and

the President, and on their behalf, I would here state that we hope in the near future to be able to make at least an interim report to all the members of the Board, as well as to the donors to the fund, of how the fund has been administered. There are, however, late claims still under consideration and adjustment, and a local committee, comprised of the various managers of the banks in the Porcupine District, is operating in conjunction with the municipalities and local residents towards the proper organization, maintenance and equipment of a hospital that will supply the needs of that entire district, the setting apart of an appropriation for this purpose having been requested by the local Porcupine committee. With the consent of the members, an interim report of this committee will be prepared at an early date. Copies of same will be sent to all subscribers to the fund as soon as possible.

Up to practically the time of the fire there had been a deep feeling among the residents of Northern Ontario that the residents of the southern portion of the Province were in a great measure indifferent to their welfare, except in so far as they were obtaining dividends from investment in the rich mines of the district, and this feeling of irritation had gone so far in some districts as to lead to an agitation for a separation from the Province, so that looking backward, much as we deplore the unfortunate loss of life and property, yet we can see a providential hand in the after results, in the way of a mutual understanding of each other's needs and a mutual co-operation as between Northern and Southern Ontario, that will be a marked factor for good between these two parts of the Province; and if there

were no other reasons than these the Committee have felt more than repaid for their time and effort, when noting this change in sentiment and this development of a spirit of regard for our provincial unity as citizens.

CIVIC COMMITTEE

This able committee, under the chairmanship of Mr. John Firstbrook, has had an active year. It has been their duty to be in touch with all matters that related to civic improvements and civic betterment and whether it was in connection with provincial legislation, railroad crossings, federal site, town planning, the housing problem and many other matters, they have given constant and able attention and co-operated with the city legislators. In addition it was this committee that arranged in co-operation with the Toronto University and the Guild of Civic Art for the week's series of addresses from the celebrated landscape engineer, Mr. Thos. H. Mawson, addresses that awakened interest and left with us so many seed thoughts on important matters in connection with the healthful, wise and proper development of our beloved city, and which series of lectures was referred to at length in the November issue of the Board of Trade News.

THE HOUSING PROBLEM

His Worship the Mayor made reference in his inaugural address to the necessity of dealing in the immediate future with the housing problem. He said:

“The able and conscientious report on the slum conditions and housing problem presented to the local Board of Health, in July last, by

Dr. Hastings, Medical Health Officer, is most enlightening. The report demonstrates beyond the shadow of a doubt the existence of such conditions as call for the adoption of remedial measures without undue delay. The results laid bare, after a most careful and thorough inspection, cannot be ignored, if we are to continue to lay claim to municipal progressiveness.

"No greater boon could be conferred upon the people by our philanthropically-disposed business men than an investment in vacant land to be utilized for the erection of houses, to be disposed of on the co-partnership basis to those of modest means who desire to acquire healthful homes for themselves. A committee has been formed and is now busily engaged in collecting material and formulating a plan which I hope to be able to submit to Council for consideration within the next two or three months."

The President of the Board of Trade has taken an interest in this movement since its inception. The committee has in mind a scheme which will stand on a firm financial basis, so that the revenue on a co-partnership basis, it is hoped, will practically carry the investment.

Your Board is represented on the committee by Vice-President G. T. Somers and Messrs. John Firstbrook and J. E. Jones.

ENLARGING OUR WORKING ORGANIZATION

With our enlarged membership and the responsibilities that devolve upon the Board in view of the greater number of interests represented, it was deemed

wise to consider the organization of the Board, with a view to an enlargement of its activities and influence. To this end, during the summer months, the holiday months, the Executive of your Board, together with the chairmen of the various standing committees, met every week for counsel and the consideration of the above problem.

RETAIL MERCHANTS' SECTION

The above committee decided that if it met with the desire of the retail merchants, that a Retail Merchants' Section would be established. The retail merchants were, therefore, called together and it was ascertained that they would enthusiastically support such a movement and that they looked upon such a Section as not only of great importance for retail trade betterment but to enable them to take a definite place in the work of the Board in all that relates to its larger interests. A sub-committee was, therefore, formed from the large committee above referred to and that committee prepared and secured the adoption at a retail merchants' meeting of a Constitution and By-laws covering the activities of this Section, and your President is very hopeful that the outcome of this movement will meet with even a larger measure of success than at the present time it is contemplated. I have pleasure in reporting that the sub-section of this committee and the inauguration of this Section with a provisional executive committee was under the care of Mr. W. P. Gundy as chairman.

TRAFFIC DEPARTMENT

The committee above referred to also gave consideration to the formation of a permanent

Traffic Department in connection with the executive staff of the Board of Trade and it was determined to establish this Department under the supervision of the Railway and Transportation Committee and I cannot do better than confirm the report given the members in the December Board of Trade News wherein the special committee dealing with the matter submitted the following outline of work to be looked after by this Department:—

“The proper adjustment of freight and express rates will naturally come under supervision. Also, the proper provision of facilities for freight handling, convenient train service, commutation and excursion rates, will be subjects for consideration. The Department will keep on file a complete set of freight, passenger and express tariffs for the information of the members.

It is hoped that at a very early date the Department will be completed and a capable manager appointed.

CONFERENCE COMMITTEE OF ONE HUNDRED

Some three and a half years ago, your President had the opportunity of coming into contact with the plan of organization and work carried on with unusual success by the Board of Trade of the City of Grand Rapids, Mich. Under the directions of that Board, he found they had a committee elected from all the various interests represented on the Board that sat regularly at luncheon and discussed at this luncheon all matters of trade and civic betterment and that this regular meeting for discussion and

conference had proven of the greatest possible value in acting as a practical director of many lines of work in connection with their Board of Trade activities. It had also been ascertained that discussion in these meetings had succeeded in eliminating unwise or hasty action on the part of various Sections and also of the Executive, etc. Further, that it had afforded a splendid avenue of publicity regarding the pro and con of any question suggested for Board of Trade activity and had practically proven a splendid sifter of undesirable movements and a clearing house for everything that was good and desirable.

With the enlargement of our membership and its wider representation and different interests, the special committee who had to deal with matters of organization gave the establishment of this committee a great deal of thought and finally determined to make it a feature of our Board's work.

Your President is very hopeful that the committee may prove not only a committee of great interest to those elected but of great value to every interest of the Board, and he has also pleasure to report that the inaugural meeting of this committee was held December 28th when it was addressed by three of its members, Sir Edmund Walker, President Falconer and Mr. J. P. Ellis. Your President did not have the privilege of being present but he has been assured on his return that this luncheon was a great success and that the interest, not only in the addresses, but in the coming work of the committee, is exceedingly great among those who, by a democratic ballot, have been elected to serve for the coming year.

It is intended to have a business meeting of this

committee at a very early date, when plans for carrying on its work will be fully discussed and determined upon.

DELEGATIONS TO IMPORTANT CONFERENCES

Throughout the year accredited representatives were sent by your Council to the following conventions or conferences:—Messrs. W. A. Firstbrook and Joseph Oliver to the Dominion Forestry Association at Quebec, Que.; your President to the Lake Mohonk Conference in the interest of Peace through international arbitration at Lake Mohonk, N.Y.; Messrs. John Firstbrook, W. G. MacKendrick and the Secretary of the Board to the Third National Conference on City Planning at Philadelphia, and your Secretary to the annual meeting of the American Association of Commercial Executives held at Louisville, Kentucky. At all these conferences, the Board through its representatives took an active interest and was therefore a factor in great continental movements, whilst at the latter convention your Secretary enjoyed the title of Colonel for a brief period and was later elected Second Vice-President for the years 1911 and 1912. Full and valuable reports from these conferences were presented to the Council, approved and published in several of the issues of the Board of Trade News.

STATISTICS

I realize that I must come to an end in reporting the work of the past year. Nevertheless, it is but fair to say that there were other committees appointed who did good work, as well as the work done by your Executive and Council, of an important

as well as a pleasant nature, such as co-operation with municipal deputations from the town of Cochrane, advising with them regarding their disaster, a serious situation, municipal improvements and buildings destroyed, payments of principal and interest on debenture debt falling due and no money to meet them, with residents badly crippled financially who were not in a position to meet taxes on destroyed property. I am happy to say that we were able to advise and co-operate with them in laying the matter before the Provincial Government, so that the Provincial Government were prevailed upon to loan them ample money to replace all public improvements, pay payments of principal and interest on their maturing debentures, for a few years, taking therefor new debentures from the municipality repayable over twenty years at 4% interest, and also such pleasant functions as the luncheon at which Controller Hocken addressed us so convincingly on "The Tubes" and the luncheon at which Mr. Arthur Hawkes, Special Commissioner on Emigration for the Dominion, addressed us on the subject of "Emigration into New and Old Canada" so interestingly. Therefore, with your permission I would ask you just to permit me to quote a very few statistics.

Toronto is still the premier Canadian city in the matter of growth and also in many respects the commercial metropolis of Canada.

BANKS

Canada has 27 chartered banks, 9 with head offices in Toronto, 8 in Montreal, 3 in Quebec and

1 each, in Hamilton, Ottawa, St. John, Halifax, Winnipeg, Weyburn and Vancouver.

The Banks with head offices at Toronto represent a larger aggregate of authorized capital, deposits and current loans in Canada than any other city, as the following comparison shows:—

Banks with head office at	Authorized Capital	Total Deposits	Current Loans in Canada
Toronto...	\$67,000,000	\$376,936,248	\$321,678,697
Montreal .	61,866,666	362,334,309	282,117,181

These figures are taken from the November bank statement and recognize the absorption of a bank with head offices at Sherbrooke by another institution with headquarters in Toronto.

Toronto Bank Clearings were in 1910, \$1,593,954,254; 1911, \$1,852,397,605.

An increase in 1911 of over \$250,000,000.

In the matter of newly incorporated companies in 1911, 541 chose Toronto as their head office and 377 chose Montreal.

POSTAL REVENUE

The postal revenue during 1910-11 indicates that Toronto continues to lead in this respect. The following figures, showing the post offices with over \$200,000 of revenues, are given in the Postmaster General's Report for the year ended March 31st, 1911, as follows:—

Toronto.	\$1,963,065
Montreal.....	1,152,177
Winnipeg	836,931
Vancouver	348,780
Ottawa	214,570
Hamilton	213,979

whilst I am given to understand that the remainder of the year from March 31st onwards shows an increase in greater ratio.

CUSTOMS REVENUE

The customs revenue in Toronto for the fiscal year ended March 1911 was \$14,379,114, only \$4,000,000 less than the figures of Montreal, which were \$18,327,198. The actual revenue for the calender year of 1911 was \$15,550,000, an increase of a million and a half over 1910, without including the revenue from the Port of West Toronto of over \$500,000. When this total of \$16,000,000 is borne in mind, together with the fact that as a seaport many of Toronto's merchants pass their goods at the Port of Montreal, as do all the railroads, for distribution elsewhere, Toronto's supremacy is readily apparent.

EXPORTS

On the other hand, it will doubtless surprise you to know that the Government Blue Books report that this great commercial and manufacturing City of Toronto exported goods to the absurdly incorrect value of only \$24,108 for the fiscal year ending with March 31st, 1911, in contrast with Montreal's exports of \$74,330,935, whilst a further examination of the Blue Book records indicates Toronto's apparent insignificance in the following manner:—Bridgeburg is credited with an export value of \$13,347,430; Fort William, \$12,277,231; Niagara Falls, \$22,972,843; Port Arthur, \$13,366,082; Prescott, \$9,670,363; Sarnia, \$5,297,275; Windsor, \$5,922,924. In point of fact, the practice is to credit the point of exit from Canada, rather than the point of shipment, so that Toronto provides many millions

of dollars of exports for tabulation at the points of exit rather than Toronto, to Toronto's detriment as far as statistics are concerned.

If you desire to obtain a correct idea of our exports to, say, the United States, you will require to get them from Washington as they are compiled from returns made by the American Consul at this port. I need hardly state that this should not be necessary.

The serious aspect of this method of tabulating exports is that our Government Blue Books are more read in commercial centres in foreign lands, and other points of the Empire, than in Canada, and are doubtless taken as a correct return of Toronto's exports and Toronto's relative importance judged thereby.

I have reason to believe that our present Minister of Trade and Commerce intends to make his Department a more important portfolio than it has been hitherto regarded, and I therefore commend this method of recording statistics as worthy of his attention.

Just a few words to indicate that, as in past years, Toronto's growth in population, in building permits, assessable value of property, are all very pronounced and in greater ratio than any other city in the Dominion, whilst a recent United States comparative table of the growth of all cities over 100,000 in North America indicated to the United States Government that the ratio of population increase in Toronto was much greater than any other city in the United States except Los Angeles, Toronto's increase in growth being a very large advance over all the great commercial centers in the United States.

PUBLIC APPEARANCES

It is the duty and pleasure of your President to represent the Board at many public functions where oftentimes he is expected to give utterance to the Board's stand in regard to the questions and matters that have brought the gathering together. I have accepted and fulfilled the responsibilities of this portion of my work with very great reluctance and yet with a desire to serve the Board and the various organizations as effectively as possible. When I have deemed it my duty to be present, I have striven to let no other obligation stand in the way of my appearance and at the same time to so represent the Board as to be prudent and careful in whatever remarks I was called upon to make. I have never flattered, but have endeavored to show the Board's appreciation of the good work done, as well as at times to make suggestions and sometimes criticisms along lines that I thought would commend themselves to the general acceptance of the good sense of the Board, ever bearing in mind that my knowledge was limited in contrast to the experts who were handling the various aspects of civic work with which they were indentified. and that they were therefore better able than I to appreciate the whole situation. In this connection, I wish to state that there have been times when I have not deemed it my duty to represent the Board in connection with a cause or organization that was of doubtful value or upon which there might be a just controversial difference of opinion, believing that it was only in the Board's interest to lend the sanction of the Board to such objects as were really deserving and which made for the betterment of conditions in the various

aspects of our daily life, ever keeping in mind that the highest type of man is the man who realizes our complex nature as material and spiritual and that the Divine has a place in our daily philosophy as much as the human and more material aspects of life.

PUBLIC SERVICE

In thus giving you as rapidly as I could some idea of the activities of the Board for the past year, may I be permitted to make some general references, and first among these I would like to refer to the great development that is taking place in the attitude of our busy men towards the privilege and the duty devolving upon them to use a portion of their time in service for the public weal. When you recall that in addition to the number of able and busy men who have accepted responsible and arduous tasks on the various Commissions and Boards indicated in the above report without expectation of reward or remuneration, you add to these the large number of men (about 200) who on the various committees, in the Council and on the Executive, have given a large part of their time either continuously from week to week or for specific periods to the work of the city in connection with the Board of Trade, it is a matter for which, in my judgment, the Board of Trade deserves the strongest possible encomium, as the spirit thus developed will make for a higher type of citizenship. In my judgment no man stands on a higher plane as a citizen than he who is thus ready and willing to give his time, talents and energy to the service of his fellows in some department of the Board of Trade's activities.

THE BOARD'S INFLUENCE

It has been a great pleasure to the Executive and Council of the Board as well as to your President, to realize that throughout the year the influence of the Board in matters civic, provincial and national has not in any sense lessened. I came into office at a time when the Board's standing in this regard was at a very high point in public estimation and I believe I am leaving office with that public estimation not in any way lowered or lessened, and I would like to state to the membership generally that I believe this is due to the magnificent work that has been done by the chairmen and members of the various committees as well as the Executive and Council of 1911.

A WORD OF WARNING

I trust that as your retiring President, I may be permitted without giving offence, to personally sound a note of warning against the evil of circularizing members or of entering into an organized election campaign on behalf or in the interest of any candidate or candidates for positions on the Executive and Council of the Board. This practice has already made it difficult to get some outstanding man to stand for office on the Executive or Council of the Board—men who firmly believe in and desire that in connection with Board of Trade matters "the office should always seek the man and not the man the office." In my judgment this reason alone is sufficient to condemn the practice.

Let every member exercise his franchise for only those he personally believes to be eminently fit for the office, even if he knows but a very few of the

required number to ballot for, and the result will, of a surety, be the election of absolutely the best men.

I am strongly convinced that all that has been done in this and past years has been done from the purest of motives and out of a most laudable desire for the interests of the Board and the individual candidate or candidates standing for election, but I am convinced, gentlemen, that if we continue this practice it must necessarily be subversive of the best interests of the Board.

CITY COUNCIL AND BOARD OF CONTROL

On the acceptance of office I expressed my appreciation of the fact that although the Board of Trade must necessarily traverse in some degree the work of the governing body of our city, yet the relationship between the Board, the City Council and the Board of Control was of the friendliest character and I am happy to state that this condition still exists and that much of the work that the Board has been able to accomplish could not have matured successfully without this support, support that has not only been unselfishly and unstintedly accorded us, but extended to us by every member of the Board of Control and the City Council, including the permanent heads and staffs of the various departments of the civic government. I am firmly convinced that if this relationship continues and that if we fulfil our functions with due regard to the prior rights of the governing body in all matters relating to civic work that the Board of Trade can, as in the past, be a permanent factor of great force, in aiding our civic authorities to plan and promote the various

movements and progressive action that is necessary to be taken in regard to civic administration and civic betterment.

THE PRESS

The Toronto Board of Trade has for years been fortunate in having the sympathetic appreciation and support of our magnificent Toronto papers without a single exception. It is a delightful duty on my part to here record that during the year just closed we have had, I think, a larger measure of this support throughout the entire work of the year than ever in past years. The value of this association and support cannot be overestimated and I retire from office profoundly thankful to every one identified with all the newspapers for their readiness to give the Board's projects so much space and such enthusiastic and appreciative support, and on your behalf thus publicly thank the Press for the magnificent work that they are doing in supporting the Board of Trade in all the projects that they deem worthy of support.

THE BOARD'S ACTIVITIES IN RELATION TO MEMBERSHIP

The preceding history of the salient features of the Board's activities must in my judgment demonstrate the value of membership in the Board of Trade to every thoughtful member of our body politic. During the membership campaign the question was frequently asked, "Of what value is the Board of Trade to me?" or as it was more tersely put sometimes, "What has the Board of Trade done for me?" To anyone who may still have some impression that the Board is not a permanent asset

in which he shares, I point with confidence to the foregoing record with the assurance that there is no thoughtful citizen who, if he but reads this report, will realize that not only should the men who are doing the work of the Board through its Committees and Council have sympathetic support, but that they should have, as far as they are able, the financial support called for under the modest membership fee, which is required to provide for the financial obligations of an organization that is doing such constant work for the betterment of our City, Province, Dominion and Empire.

AN APPRECIATION

When accepting office I was frank in acquainting you of my limitations and of my feeling of unfitness for the office entrusted to me. Nevertheless, I took hope and confidence from the personnel of the Council that you elected to support me, and I can assure you that I have deemed it almost as great an honor to be thus supported by such an able and representative Council as to be the President itself. I would like here to say that my confidence was not misplaced and that in all the years that I have served upon the Board there have in my judgment been no stronger and more able men than the Council of 1911, strong and able as have been preceding Councils, and I would like now to record with heartfelt thankfulness that throughout the entire year I have been honored with the most unswerving loyalty and by as great a measure of intelligent and energetic support as it was possible to give to any chief officer of the Board, and if in any measure the

work of the year has met with your approval, I can assure you that it has not been because of your President but because of the labor, ability and zeal of the Council and Executive of 1911, and I can wish for my successor, President-elect Somers, no more delightful experience than the experience of co-operation, the friendship and loyalty that has been accorded me by my associates on the Board for 1911.

THE TREASURER'S RETIREMENT

I would also fail in doing my duty if I did not express the regret of the Executive, Council and members of the Board generally at the decision of Mr. Jno. F. Ellis to retire from the position of Treasurer and from active participation in the work of the Council of the Board. His association with the Board for thirty years, his active labors as President, Treasurer and Member of the Council, together with his great experience and wise counsel, have been important factors in the work of not only this year, but of many past years, and therefore his retirement is a distinct loss to the working organization of the Board. We still hope, however, to have him associated with the work of some of the committees and would assure him on your behalf that his labors are highly appreciated.

OUR BUSY SECRETARIES

As the foregoing records of the activities of the year would indicate, the year has been a very busy one and has entailed of Secretary Morley and Assistant Secretary Tolchard and their staff an unusually heavy year's work, and I would not be doing my duty

before retiring from office if I did not publicly thank them for their ever-ready help, their experience and counsel in all the arduous duties of the past year, as well as the fidelity with which they have labored to further, and further successfully, all the plans of the Executive, Council and Committees.

I fear that I have transgressed beyond the time and that my matter, not being new, has been more or less wearisome to you, so that I will but make one more reference and that is that throughout the year's work I have endeavored to do all the Board's work through the co-operation and assistance of your elected representatives and that the success of the year's work is, in my judgment, largely the result of the fact that the men I have called upon to do the work have been men who have been associated in the fullest sense in all that the Board of Trade was striving to do. I would also call attention to the fact that under the custom of the Board of Trade its President is an active member of every Committee, and this I have striven to be, after assuming the responsibility of office.

When in Calgary a few weeks ago, I was told by a relative that he had been informed by a prominent member of our Board "that I took my job seriously" and doubtless this is correct. Nevertheless, the work has been to me intensely pleasant, the associations most delightful and your sympathy and support most inspiring, and I would therefore close by asking that in so far as I have blundered or committed any sin of omission, that you will cover it with the mantle of your forgetfulness, and in so far as I may have in any measure done good

work, that you will allow me to assure you that I have been more than repaid by the sympathy, loyalty and many words of appreciation that from time to time have been spoken to me by you, my fellow members of the Board.

All of which is respectfully submitted,

Robt. S. Gourlay

President.

