MR. BLANDING'S ADDRESS BEFORE THE BOARD OF TRADE.

Trade and Manufactures Bring | Wealth, and Population Pays our Taxes-A Plea for Technical Education-The Faults of Insufficient Capital.

MR. CHAIRMAN AND GENTLEMEN:

At the outset of any attempt by newspaper methods to place the manufacturing and general industrial interests of the maritime provinces more prominently before the people, and to awaken and stimulate a popular interest in this question of vital importance, it is most desirable that the good will and active encouragement of the St. John businsss men be enlisted, to the end that any and all efforts in this direction may be str.ngthened by harmony of views and adherence to a line of common purpose. The most direct way to bring the subject to their attention seemed to be through the manufactures committee of the board of trade, by means of a paper submitted for their comment and criticism, and for the purpose of bringing out such theirs, are at least made to appear so by expressions of views as the matter presented may suggest. With this introduction, your consideration is asked for a few thoughts bearing upon the industrial development of the maritime provinces, the text for which is furnished by a recent newspaper item from one of the city dailies: The hotels are crowded with commercial men mostly from the upper provinces. As usual they

report their respective bu-iness as booming. This item is gratifying as showing the ability of our upper-province triends to manufacture and sell goods, and the capacity of our own people to buy. But considering the travelling and salary expenses of these commercial salesmen, the heavy bill of freights on the goods shipped, and the turther fact that much of the raw material of which these goods are made is carried from the maritime provinces in the first place, either as native productions or as foreign products entering our ports, does it not appear that something is wrong with our domestic economy? Would it not be much money in our pockets, and better for us as a community in many other ways, it these goods were manutactured right here at home? And furthermore considering that the comparatively small territory of New England for long closupplied the bulk of the manufactured goods for the whole of the United States, and that a western drummer was until recently unheard of and is even now a rarity in a New England town, how is it that the maritime provinces, occupying a similar relative position, and far richer in natural resources and manufacturing advantages, have not become the New England of the

The commonwealth that does so, lessens such inducements and facilities as would bring hither forwarders now doing business

Sound business maxims that are applic-

other. It fosters business enterprises, in- at other ports. The flour trade of St. creases the population and adds to the John has grown to large proportions simply wealth of the rival commonwealth, to the from the fact that our people are gradually detriment and diminution of all these things

The sending of so much capital out of the community for what might be and for what is already in part produced within our own territory, thereby cramping and

and population; and wealth and population pay our taxes; and the more of both we have, the less it costs per capital to run the wheels of government, the more money we have to spend on the portunities for the profitable investment of becoming permanent residents in those ing, the place will only grow, if at all, by

are apparently not wanted, or where the places, shows that we have the right be sufficient to move them'to action. friendiness, goodwill and active encourage | material to operate upon. We have not, | ment of the citizens is lacking. Many is at the present time, the workshops to take trade could make itself practically and the town that has forever lost its chance of hold of apprentices and give them a pre-eminently useful is by becoming --not greatness by turning the cold shoulder to thorough industrial training in the various in its corporate capacity, but through the enterprise, or by its apathy and shortsight- branches. It is therefore evident that this association of a number of its most active edness failing to grasp its opportunity. places us at a disadvantage as competitors members—the parent organization to pro-Exorbitant land prices and high rates of with our neighbors, and more particularly mote and direct the formation of companies taxation will more than offset many of the with the people of foreign nations, where to conduct needed enterprises of magniboasted natural advantages; while on the they have greater facilities for training tude, such as in most cases are beyond the other hand a liberal policy in these matters operatives in the various mechanical and limits of local capital. In other words, a and a manifest friendly and inviting attitude toward capitalistic enterprise will land, Germany and the United States, could be formed with small capital, readily often transform a barren waste into a veri- where technical schools are assisting the obtained at home if the right men were at table industrial garden.

Owners of lands, water privileges, timber tracts, mineral deposits, hotel sites and similar undeveloped properties, in many localities, are too apt to think that foreign price asked. They are content, therefore, to sit with folded hands and await the time, about the same amount of effort as required in rolling off from a log, they may tumble into an everlasting fortune. They torget that scattered throughout the country are hundreds of places and myriad resources, sections formerly inaccessible for manuwould come into a locality and build it up couragement from its people has passed

There are openings in St. John for a very large number of new manufacturing industries, the raw materials for which we have at our doors. There is a large surplus capital here awaiting investment, as witness the vast aggregate sum in the confronting us have been truthfully portray- citizens as a few of the great needs of St. banks lying idle and unproductive. As a ed by the statements given in this paper, John are: A large, modern, first class distributing center St. John is unquestion- there is urgent need of such an institution. hotel; large pulp and paper mills, kindlingably the most favorably located of any No one familiar with the field can doubt wood factories and woodworking industries point in the Dominion as regards both do- | that the cities and towns and country dis- to utilize the waste of our sawmills; the mestic and foreign trade—its situation at tricts of the provinces would keep it filled inauguration of extensive iron industries. the mouth of the River St. John with such with students, and that the yearly gradu- including shipbuilding, by developing and a large and rich territory necessarily tribu- ation of a large class of technically educated utilizing the immense deposits of iron ore tary to it through the waters of that river; young men would have a most wholesome. that lie near at hand on the Bay of Fundy; with the large fleets of vessels plying to reviving and powerful influence in stimu- the development of the Grand Lake coal the points around the great Bay of Fundy, and the various steamship connections with Canadian and other American as well as for eign ports; with the strong competition | timely undertaking. The Dominion govern- through to Marble Cove and the utilibetween the railways (St. John being | ment has already practically granted per- | zation of the waterpower at the fall; and practically the only port in the maritime | mission for the use of the marine hospital | the utilization of Courtenay Bay, by enprovinces with a competition of three lines | and grounds for purposes of this kind. It | closing it as a deepwater basin with a sysof railway); with a climate which is admit- has been suggested that the matter might tem of docks, wharves, railway yards, wareted to be the very best, not only for general | be undertaken by a limited stock company, | health but for the best utilization of the physical capabilities of mechanics, not being subject to the extreme variations of temperature of the western and southern sections of the country, undoubtedly places that is required is some proper person to development or promotion company authorus at the torefront as a location of great industrial enterprises.

hand in hand, each being accessory to and in a large measure dependent upon the other. In considering the manufacturing question, the importance of fostering and increasing our export and import trade should not be lost sight ot, as this would materially aid in cheapening the carriage of cur manutactured products. not only throughout Canada but to foreign countries. What is needed to stimulate this trade is the offer able to nations are equally applicable to of some special inducements for the location provinces or to cities. If it is poor policy of forwarding agents. This trade cannot for a nation to send its capital to some be turned into any new channel unless it foreign country and purchase merchandise has the necessary power to direct it. As that can be produced as cheaply and of an illustration, the only way to draw the equal or better quality at home, the prac- grain trade through St. John would be by outside the especial advantages and re- already have, with a view to enlarging tice of one city or section buying of another | some of our forwarding merchants underwhat it can produce equally cheap and good | taking to purchase and transport the commay also be considered a downhill policy. modity through this port, or by creating nal of general circulation throughout the getting into the idea of such forwarding | what our established industries are doing, merchants, and in this as in all other and of improvements and extensions conbranches, competition is the life of the trade.

We are now sending our coal, iron and other mineral products to the western provinces to be manufactured, into almost lessening our productive abilities, is one innumerable forms, in which they are regreat reason why so many young men and turned to these provinces for home use and enterprising citizens are impelled, it might | tor shipment abroad. Commercial travel- | line or in some especial locality may be almost be said compelled, against their lers from the upper provinces swarm in our natural feelings of native pride and love of midst and sell large bills of goods every home and home institutions, to leave the trip in lines which ought to be manufacgood, healthy and beautiful old provinces, tured right here at home. The Canadian and benefit some other and perhaps distant | west is profitably sending its natural and | section by their energy, enterprise and manufactured products into the eastern scarcely fail of being a practical and valucitizenship. This is the sort of thing that | United States for consumption, and to able aid to every manufacturer, merchant tends to weaken us and retard our growth United States ports and through our own and shipper, besides serving a doubly in population and wealth, while at the territory to England and other foreign same time we very generously strengthen | markets, when they could as cheaply and | other districts and trade centers, by in many lines more cheaply be produced tries, and showing that, extensive though increasing their powers of production or manufactured in the maritime provinces. they be, they are small compared with what in competition with ourselves. And this The products of the Maine forests, in the applies not merely to the movey sent shape of spoolwood, finished spools, box abroad for the purchase of goods and ma- stuff and small woodenwares, pulpwood, terials that could be bought as well-often- pulp and finished paper, find a great and times better-here, and to the vigorous profitable market abroad, while these element of brain and brawn that we permit | provinces contain a greater and better supto leave us because of lack of opportunities | ply of the raw materials yet untouched, afforded them; the principle and the effect | more accessible to shipping ports, and | are the same, and are even more strikingly better facilities for manufacturing them. shown, in the vast amounts of capital sent | And more than all, the neighboring states | to other countries and sections for invest- and the western provinces draw upon us tor the sturdy labor required to operate Trade and manufactures bring wealth | their mills and workshops, and to carry on | their farms, their lumber operations. and

their fishing and shipping industries. Why is this so? Largely from the fact that the energies of our people have been concentrated in shipbuilding and allied inpublic improvements that add so much to dustries which have been practically swept turn our attention to the unused waterpower to support them in ill health or old age, the comforts and pleasures of living, and out of existence, not by competition in and unoccupied millsites available, and the and to provide for their families after they sources set before the world in a manner the greater influence the city and section | these particular lines, but from the change | facilities with which coal and iron and | themselves shall have passed away. They | that will not only attract, but command, wield in the affairs and councils of the na- in substituting iron vessels for wooden, and lumber and stone and other raw materials are doing all the business that is possible attention. The St. John exhibition, it the tion, and in the financial and commercial steam for sails, and other articles for those near at hand could be brought here and with their small capital. An increase of people of St. John are alive to the situacircles of the world. As our mills and formerly constructed here. Our people the manufactured products shipped to all capital means the hiring of money and tion, and grasp it, will afford them the workshops, our mechanics and artisans, need to be educated on other lines and parts of the world, we can but be impress- running into debt, and consequent cares opportunity. turn out goods which in quality and desir- their attention drawn in other directions, ed with the fact that St. John's industries, and anxieties from which they are now ability are not surpassed by any produced to new fields and new forms of industry; large and diversified as they are, are far free. They shrink from the venture, and and judicious advertising is the keystone of elsewhere, so too do our undeveloped re- as the tacilities for this are not found sources, of soil, climate, scenery and nat- at home, they are moving away to the sources, of soil, climate, scenery and nat-ural products, our commercial advantages, the states and else-ural products, our commercial advantages, and else-of the country have sprung. our industrial and trade facilities and our where to be educated, and as the demand proof that no community can greatly pros- of the country have sprung. steadily increasing growth in population for skilled labor is greater there than here, per without the active and united exertions and property valuation. offer abundant op- we are losing their services and they are of its business men; where these are lack-

localities. But natural advantages alone will never The first step that should be taken to in- the more enterprising towns that surround make a great city or a prosperous trade sure the success of these provinces as a it. In association and organization lies the and industrial community. And no less manufacturing center is the education of secret of achievement in the business world true is it that many localities almost desti- the people to the overshadowing import- of today. The boar is of trade should be tute of natural resources and advantages have risen to the highest rank in population, wealth and commercial importance. Available manufacturing locations, and communities anxious to hold out inducements to capital, are much too numerous ments to capital, are much too numerous ments to capital, are much too numerous material advantages and extending our manufacture. The fact that a location and district, having no especial resources or advantages except as the centre of a large facturing interests by every possible legitiments to perpetual advancement. Association and financial assistance from public-spirited individuals and associations of business men of a community of business men. This is one of the ways of business men. This is one of the seed and day asks to see black dress goods are the moving spirits leading and impelling advantages except as the centre of a large facturing interests by every possible legitiment and fairly presperous agricultural region, material advancement. Association and financial assistance from public-spirited individuals and associations of business men. This is one of the ways of business men. This is one of the ways of business men. This is one of the ways of business men institutions and these well-shad advantages except as the centre of a large district, having no especial resources or advantages except as the centre of a large facturing interests by every possible legitiment and fairly presperous agricultural region, material advancement. Association and financial assistance from public-spirited individuals and associations of a community of business men. This is one of the ways of business men. This is one of the ways of business men of a community of business men. This is one of the well-shad and went aldy asks to see black dress goods are the moving spirits leading and impelling district, having no especial resources or advantages except as the centre of a large facturing interests by every possible legitime and tairly prespective communities to perpetual advancement. The

LET US MOVE FORWARD. in the present day for industrial corporations to establish themselves where they to the highest mechanical positions in other need and of the benefits attainable should industrial pursuits. In countries like Eng- limited development company, such as

number of skilled operatives in our midst, their development, and through a suitable or youth whose ideas have been inclined agent or otherwise endeavor to enlist capital will sometime seek them out and and hand and eye trained in mechanical foreign capital to take up the enterprises. eagerly pay for the property whatever the directions, whose services can be utilized There is plenty of Canadian, English and by capitalists, manufacturing industries American capital now tretting in idlewill speedily come to the front. The fact, ness, awaiting just such opportunities as which they are sure is coming, when with of their being trained mechanics need not exist right here in the provinces and and will not prevent them from entering around the harbor of St. John. The preinto other pursuits-in truth, a technical sent is an especially favorable time for inthe very best foundations for almost any development, on account of the large akind of business or professional career. mount that has lately been withdrawn from which if not possessing equal advantages to At the present time, according to a state- the American market, owing to fear of ment of a prominent member of this board, disaster from labor troubles, hostile railtheir more enterprising inhabitants or there are large numbers of young men way laws, impending silver legislation owners; and that with the construction of willing and anxious to learn trades, but and other causes. All that is needed to railroads which have penetrated so many | who find it impossible to get into any of | secure any amount of this capital for Canathe workshops here. They are therefore dian enterprises that can show real ment tacturing purposes, the day when capital forced into commercial pursuits, learned as an investment is the services of an professions and other branches which are energetic and able promoter who is vouchin the face of opposition or even lack of en- already overcrowded, and unless our ener- ed for by the business men of his comgiescan be turned into new lines, we cannot | munity. Boards of trade could do no expect anything but a continuation of the better work than to put some of these

In this connection, the member of the board previously referred to has advanced an agent abroad to secure the capital. the suggestion of starting a school of sechnology. Certainly if the conditions ters that have been suggested by various and by purchasing some of the local work- of these and others not named, if properly shops, and by utilizing the work of students. shown up to the attention of capitalists, the institution could be virtually placed upon a paying basis from the start. All investment that would not be ignored. A take the practical head in the movement, ized or sanctioned by, or originating in and at a very moderate cost the whole the board of trade, could certainly be suc-Productive and distributive industries go organization can be made, and the first cessful in promoting some of these needed and most important impulse given to this undertakings of far-reaching importance to vital point in our industrial future.

Concerning the education and awakening of the general public to the importance of the subject, the boards of trade can do much, and the industrial fairs are most valuable teachers. But the newspapers of the provinces are the best possible means, and to them it must be looked to take the initiative. The country weeklies would be rendering great public service, and most likely find increased profit to themselves, by devoting more space to local industries and ing measures to promote and establish industrial topics, and to keeping before their readers and advertising to the world sources of their respective sections. And them, increasing their facilities for the emthere is urgent need as well, in some jourmaritime provinces, of a regular industrial | productive capacity? and manufacturing department, devoted wholly to these interests and covering the whole field; presenting a weekly record of new enterprises planned or undertaken, of templated; calling attention to undeveloped resources and opportunities for industrial article of common use for which the manuenterprise, and pointing out from time to time the probable directions in which our manufac ures and commerce and trade and summer-resort interests in any particular profitably pushed and developed. There is little doubt but that a carefully conducted newspaper department of this character would be appreciated and supported by the business men of the province, for it could useful purpose in setting forth the magnitude and diversity of our existing industhey might be.

If, for instance, the industries of the city of St. John were to be fully enumerated and described, it would make a most striking pushed into new markets in outlying terand gratitying exhibit-it would surprise most of our own people, as well as our friends abroad, to learn that so much manufacturing and such a volume of trade was done here. There are more than six hundred manufacturing establishments alone, according to the figures given by the secretary of this board, employing nearly 3700 hands and paying out \$1,200,-000 in wages yearly, with an annual product in value of \$4,500,000. And yet when we stop to consider the great natural advantages with which the city is tavored, short of what they should be.

The history of all American centers of sharing to some extent in the prosperity of

One of the ways in which a board of workship in the thorough training of me- the head of it, and whose mission would be chanics, they are decidedly taking the lead. to buy or bond properties suitable for in-It is quite clear that if we have a large dustrial purposes, prepare a scheme for local chances for investment enterprise in shape to capitalize and develop, and send

For instance, among the important mathouses and manufacturing plants. Many would be very certain to offer chances for

the city's tuture. But in striving to capture the big priz s in the industrial world, we should not overlook the importance of the little ones. It is a fact that ten manufacturing establishments employing each a dozen skilled mechanics or artisans are worth vastly more to a community than a single concern employing a hundred or two operatives in labor requiring but little skill and intelligence. Would it not be well, in considermanufacturing business, to foster and en courage some of the small industries we ployment of both skilled and unskilled labor, and doubling or quadrupling their

Beyond a doubt there are in this city, as in nearly every town of importance, various machine shops, woodworking tactories and other small establishments, turning out articles for which the demand is greater than the supply. It may be some patented invention or novelty; perhaps some tacturer has established a reputation for superior excellence of material or workmanship; or a peculiar style or line of goods that is made nowhere else. The investigator will learn that the workshops of this class are driven at all times of the year to their full capacity, many of them being unable to keep up with their orders and sometimes refusing to take orders outside of their regular customers. The provinces are full of such worthy small enterprises, whose business is capable of indefinite expansion. to the material benefit of the community. Why are they not extended, to keep pace with the demand for their products? Why do they not increase their tacilities and conduct the business upon a larger scale? And if the goods find ready demand and rapid sale in a limited and local field, why are they not

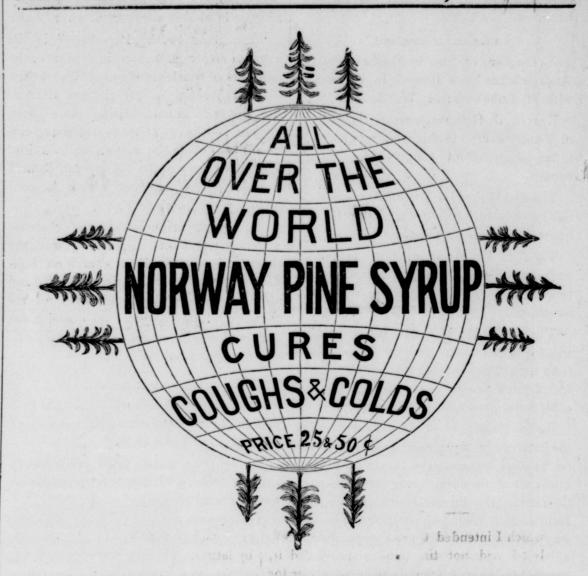
ritory? Simply because of insufficient capital. The owners have not the ready means wherewith to build new shops or enlarge ing their manufacturing, agricultural, comand remodel the old ones; to replace their old, perhaps worn and antiquated engines with larger and better ones, or take out their old boilers and put in new; to buy new machines of modern make and greater | terprises expand and new ones spring up; capacity. The proprietors of these estab- if they are truly anxious to see this section lishments are now doing a sate business, assume the position among the provinces which brings an income enabling them to of the Dominion to which its geographical live comfortably and perhaps lay by a position and natural advantages entitle it. many of them yet unimproved, when we snug little sum each year for contingencies, they should exert their utmos efforts to are content to plod on in the old and mod- success in conducting private industrial or est way. Yet it is from such small be- trade enterprises. Every man of wide

ities they have benefitted. And not from are the ones that should be the first to re- example—the case of Atlanta, Georgia. ceive municipal aid in the way of lightening the burdens of taxation. Beyond this, and alive town," situated in a remote inland

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ed ication, or even its rudiments, is one of teresting English capital in our industrial and don't you forget it and get some cheap substitute.

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BRANDS.

to every business man.

arouse the enthusiastic interest and enlist which turnishes a grand opportunity for the other boards throughout the provinces directing and assisting in the preparation as a direct result of the exposition. of representative exhibits.

It the people of these provinces are really desirous of stimulating and advanc mercial and summer-resort interests; if they really wish to see the waste places built up, their districts show a rapid increase in population, presert business enhave their vast interests and splendid re-

Every business man knows that liberal These are the enterprises that above all up sectional interests, and that the great inmotives of charity or duty, altogether, but this is needed than is found in a single inas a matter of good business policy. They stance which may be cited as a striking

Adanta was what is known as a "dead

to build up substantial and permanent in of some importance. Then she became dustries, and increase the volume of trade ambitious, and on casting about for the and business, while waiting and working best means of attracting attention, organfor the greater enterprises that may also iz d and neld a great industrial exhibition. be secured by the united, earnest and From that time set in a continuous flow of well directed efforts of the progressive and | people and capital to the city. Almost imambitious community that is alert and | mediately upon the close of the exhibition real estate became in great demand for Among other live matters that should | mercantile and mnufacturing purposes; the engage the attention of boards of trade is great exhibition building was secured by the immediate formation of provincial a stock company for a cotton factory; a boards, composed of local boards through- grain elevator and a big cotton compress out their respective provinces, and of a were built; large capital was invested in maritime board consisting of the three pro- ground, buildings and machinery for the vincial boards. The limits of this paper, manufacture of fertilizers and sulphuric which has already reached too great a acid from the iron pyrites scattered all over length. forbids any elucidation of this topic upper Georgia; copper reduction and here. But the idea is not new, and the chemical works were started, also oleomarbenefits and desirability of such organiz- garine and cottonseed oil works on a large ation, of first local, then provincial, and scale, and numerous other enterprises. la-tly maritime interests, will be obvious | Within a few months no less than a million and a half of capital was put into new en-And finally, but not by any means last in terprises employing 2500 operatives and importance, is the matter of the contemp- paying not less than \$800,000 a year in lated St. John exhibition, which should | wages; today Atlanta is everywhere known and famed as the industrial city of the the best efforts of the local board, and south, and is preparing to hold a grand world's fair the present year, while the whole state of Georgia has experienced a to benefit their respective localities by new growth and a marvellous developmen

OF THE GRAPE.

Business brings business, manufactories bring manufacturies. To tell our own people and the outside world, and keep telling, what we are doing-that our industries are active and flourishing, that we are constantly adding to our business and manufactures—is the best way to induce others to come and join us.

People may not believe all you say in praise of your locality, but they will believe much more than you say again, it. What has built up the most prosperous cities of the United States is simply this matter of proclaiming their advantages, attractions and resources. They tell it to every visitor that comes, and publish it to all who don't some, and every little while they make somebody believe it; and add to their population and capital.

It is certainly strange that the man who does not know right from wrong generally has a strong leaning towards the latter.

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For an irritated or sore throat there is nothing so soothing and healing as Hawker's balsam.

Co

In England when a lady asks to see black dress