

LET US MOVE FORWARD.

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 business men be enlisted, to the end that any and all efforts in this direction may be strengthened by harmony of views and adherence to a line of common purpose.

The hotels are crowded with commercial men mostly from the upper provinces. As usual they report their respective business as booming. This item is gratifying as showing the ability of our upper-province friends to manufacture and sell goods, and the capacity of our own people to buy.

Sound business maxims that are applicable to nations are equally applicable to provinces or to cities. If it is poor policy for a nation to send its capital to some foreign country and purchase merchandise that can be produced as cheaply and of equal or better quality at home, the practice of one city or section buying of another what it can produce equally cheap and good may also be considered a downhill policy.

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 lessening our productive abilities, is one great reason why so many young men and enterprising citizens are impelled, if might almost be said compelled, against the natural feelings of pride and love of home, health and beautiful old provinces, and benefit some other and perhaps distant section by their energy, enterprise and citizenship.

Trade and manufactures bring wealth and population; and wealth and population pay our taxes; and the more of both we have, the less it costs per capita to run the wheels of government, the more money we have to spend on the public improvements that add so much to the comforts and pleasures of living, and the greater influence the city and section wield in the affairs and councils of the nation, and in the financial and commercial circles of the world.

The first step that should be taken to insure the success of these provinces as a manufacturing center is the education of the people to the overshadowing importance of fostering and extending our manufacturing interests by every possible legitimate and reasonable means; and the second the proper education of our youth in the practical and technical departments of all branches of manufacture.

But natural advantages alone will never make a great city or a prosperous trade and industrial community. And no less true is it that many localities almost destitute of natural resources and advantages have risen to the highest rank in population, wealth and commercial importance.

in the present day for industrial corporations to establish themselves where they are apparently not wanted, or where the friendliness, goodwill and active encouragement of the citizens is lacking. Many is the town that has forever lost its chance of greatness by turning the cold shoulder to enterprise, or by its spathy and shortsightedness failing to grasp its opportunity.

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 capital will sometime seek them out and eagerly pay for the property whatever the price asked. They are content, therefore, to sit with folded hands and await the time, which they are sure is coming, when with about the same amount of effort as required in rolling off from a log, they may tumble into an everlasting fortune.

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 banks lying idle and unproductive.

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 province are the best possible means, and to them it must be looked to take the initiative.

If, for instance, the industries of the city of St. John were to be fully enumerated and described, it would make a most striking and gratifying 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.

The history of all American centers of trade and industry furnishes convincing proof that no community can greatly prosper without the active and united exertions of its business men; where these are lacking, the place will only grow, if at all, by sharing to some extent in the prosperity of the more enterprising towns that surround it.

In an association and organization like that of today, the board of trade should be the moving spirit leading and impelling their respective communities to perpetual material advancement. Association and mutual interchange of ideas among the organized business men of a community may be relied on to furnish the suggest-

very great number of our young men rise to the highest mechanical positions in other places, shows that we have the right material to operate upon. We have not, at the present time, the workshops to take hold of apprentices and give them a thorough industrial training in the various branches.

It is quite clear that if we have a large number of skilled operatives in our midst, and hand and eye trained in mechanical directions, whose services can be utilized by capitalists, manufacturing industries will speedily come to the front.

In this connection, the member of the board previously referred to has advanced the suggestion of starting a school of technology. Certainly if the conditions confronting us have been truthfully portrayed by the statements given in this paper, there is urgent need of such an institution.

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ions needed, and a keen sense of the public need and of the benefits attainable should be sufficient to move them to action.

One of the ways in which a board of trade could make itself practically and pre-eminently useful is by becoming—not in its corporate capacity, but through the association of a number of its most active members—the parent organization to promote and direct the formation of companies to conduct needed enterprises of magnitude, such as in most cases are beyond the limits of local capital.

For instance, among the important matters that have been suggested by various citizens as a few of the great needs of St. John are: A large, modern, first-class hotel; large pulp and paper mills, kindling-wood factories and woodworking industries to utilize the waste of our sawmills; the inauguration of extensive iron industries, including shipbuilding, by developing and utilizing the immense deposits of iron ore that lie near at hand on the Bay of Fundy;

But in striving to capture the big prize 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 vastly more to a community than a single concern employing a hundred or two operatives in labor requiring but little skill and intelligence.

Beyond a doubt there are in this city, as in nearly every town of importance, various machine shops, woodworking factories 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 article common to the material benefits already have, with the view to enlarging them, increasing their facilities for the employment of both skilled and unskilled labor, and doubling or quadrupling their productive capacity?

Simply because of insufficient capital. The owners have not the ready means wherewith to build new shops or enlarge and remodel the old ones; to replace their worn and antiquated engines and their old boilers and put in new; to buy new machines of modern make and greater capacity. The proprietors of these establishments are now doing a safe business, which brings an income enabling them to live comfortably and perhaps lay by a snug little sum each year for contingencies, to support them in ill health or old age, and to provide for their families after they themselves shall have passed away.

These are the enterprises that above all others ought to be assisted by the communities they have benefitted. And not from motives of charity or duty, altogether, but as a matter of good business policy. They are the ones that should be the first to receive municipal aid in the way of lightening the burdens of taxation. Beyond this, these home institutions and these well-known, reliable and worthy fellow-citizens should be the first to receive substantial encouragement and financial assistance from public-spirited individuals and associations of business men. This is one of the ways

Advertisement for Baby's Own Soap. It features an illustration of a baby in a top hat and a large 'YES' graphic. The text says 'I Tell you Children will grow up to have a clear and healthy skin if they use BABY'S OWN SOAP, and don't you forget it and get some cheap substitute. THE ALBERT TOILET SOAP CO., MONTREAL.'

Advertisement for Norway Pine Syrup. It features a globe with 'ALL OVER THE WORLD' written across it. Below the globe, it says 'NORWAY PINE SYRUP CURES COUGHS & COLDS PRICE 25c & 50c'. The manufacturer is listed as 'THE ALBERT TOILET SOAP CO., MONTREAL.'

Advertisement for Pelee Island Wine Co's Wines. It features a large illustration of a bottle of wine. The text says 'Use Only Pelee Island Wine Co's Wines. THEY ARE PURE JUICE OF THE GRAPE. E. G. SCOVIL, Sole Agent for Maritime Provinces. G. S. HAMILTON & CO'S Communion Wine, guaranteed pure Juice of the Grape. Registered at Ottawa.' The advertisement describes the wine's quality and mentions that it is 'made up of substantial and permanent industries, and increase the volume of trade and business, while waiting and working for the greater enterprises that may also be secured by the united, earnest and well directed efforts of the progressive and ambitious community that is alert and watchful of its opportunities.'