

## FACTORS IN FREDERICTON'S ENTERPRISE

### National Resources Abound—Transportation and Power Companies Developments.

Fredericton, the capital of New Brunswick, is a city of conspicuous enterprise and progress. It controls its own street light system and operates its own filtration plant. It has many industries. The twin towns of St. Mary's and Gibson, connected with Fredericton by substantial steel bridges, and the town of Marysville, three miles distant, connected by rail, are thriving suburbs, containing lumber mills and other factories. At Marysville is situated one of the largest cotton mills in Canada.

Within easy reach of Fredericton, on the St. John and Nashwaak Rivers, are valuable hard and soft wood areas of almost inexhaustible extent, including spruce, pine, hemlock, maple and birch.

Fredericton is also fortunate in being in the centre of valuable agricultural and fruit growing lands. In every direction are districts where excellent results have been secured. This is particularly true of the entire St. John Valley, now being opened up by the new railways. The valley has a length of 280 miles and an average breadth of 100 miles.

#### Railways and Branches.

On every side of the busy city active construction is being carried on and millions of dollars are being expended in the building of new railways that will serve to open up a vast stretch of country and bring to Fredericton industrial expansion.

The St. John Valley Railway, the largest of those under construction, will have the greatest significance on the advancement of Fredericton. This line of railway is being constructed from Grand Falls to St. John City and involves an expenditure of ten millions of dollars. Careful surveys have shown that the route to St. John via the valley is the shortest by several miles, and when the Valley Railway is connected with the Grand Trunk Pacific Railway at or near Grand Falls, the haul from Montreal and western points will be the shortest obtainable.

There is now under active construction the Fredericton and Grand Lake Railway through a magnificent agricultural district to Minto, a distance of thirty miles. As a result of the building of this line, coal of superior quality will be afforded Fredericton for manufacturing and household purposes at minimum cost. Investigation has shown that there are extensive deposits of a very good quality of fire clay in the neighborhood of Minto and the new railway will systematically develop these deposits. Iron deposits of great value have also been discovered in this district.

#### Leased and Operated by Canadian Pacific Railway.

Extending from Minto to Norton on the Intercolonial Railway, a distance of 58 miles, is the New Brunswick Railway, owned by the province. This line, as well as the Fredericton and Grand Lake Railway, will be leased to and operated by the Canadian Pacific Railway Company. In view of this fact, the Canadian Pacific Railway will no doubt divert the traffic of the territory, served by the New Brunswick Railway, to the route via Fredericton. Thus it will be seen that Fredericton will become the distributing centre for the entire shipments. Approximate estimates place the quantity of coal in the mines owned by the Fredericton and Grand Lake Coal and Railway Company at 100,000,000 tons. The coal is declared by experts to be of high quality and the fact that the Canadian Pacific Railway have contracted to use 50,000 tons of screen coal per annum from these mines for ten years, and also to undertake such extensive development, is proof positive of the superiority of the coal.

Another railway now being constructed is the Southampton line, on the Gibson branch of the Canadian Pacific Railway. A line from Napudogan to Fredericton, on the Grand Trunk Pacific, will also be constructed.

#### Powers and Probabilities.

At Grand Falls there is a possible development of 80,000 potential horse power, while below the falls some of the largest tributaries of the St. John have their confluence with that river. These include the Salmon, Aroostook, Tobique, Meduxnekeag and Shogomoc, and although there are no great falls on the river below Grand Falls, the descent of the river would admit of fully three dams being constructed with a height varying from 15 to 20 feet and each of which would have a potential horse power of from 20,000 to 25,000. In all there would be about 150,000 horse power, capable of being developed at and below the Grand Falls. This power would be continuous. With proper locks in the dams, entailing a comparatively small cost in their erection, the navigation of the St. John River with steamboats would be secured throughout the whole open season.

The largest of these powers, likely to be developed at once, is that at Grand Falls. For some time past two contending companies have prevented its development, but lately the old companies have come together and a new company—the Grand Falls Company, Limited—has been formed. This company has absorbed the old companies and plans are now being prepared

for one of the largest pulp and paper plants in Canada. The power capable of being developed, however, will greatly exceed the requirements of the pulp and paper mill, and the surplus power will be available for the stimulation of industries at Fredericton and points along the river. Sir William Van Horne, is the president of the new company.

As the company would have a large quantity of logs, which could more profitably be cut into sawn lumber, it is understood from a very reliable source that they will operate a large saw mill and use all the waste in the manufacture of paper. New Brunswick is annually allowing its trimmings, sawdust, slabs and edgings to go to waste, while this waste would be a great source of wealth to the province, if utilized as it could be.

#### Two Other Sources of Power.

Plans are being prepared by the St. John River Hydro Electric Company for the development of 10,000 horse power, which will be marketed along the valley of the St. John River, and particularly in the city of Fredericton. It is proposed to supply power in large quantities for electric railways and manufacturing purposes.

The Eel River Light, Heat and Power Company, Limited, is another company which has strong financial backing and plans supplying cheap power. The water power of this company on the Eel River is composed of seven large lakes and what is called the dead water, which is  $9\frac{1}{4}$  by  $\frac{3}{4}$  miles. By damming two of these lakes, the company have at the greatest drought that possibly could be, 125 cubic feet of water per second. There is a possible head of 70 feet, four miles below Benton, at the falls so called. There are four other possible powers on the Eel River, one of which would have a 50-foot head.

## INSURANCE AGENTS ARE BUSINESS BUILDERS

The plan of writing insurance without the medium of agents has been tested time after time and it has never proved successful.

Wisconsin, for example, has not secured, after the lapse of some weeks, a sufficient number of applications for life insurance to put its state life insurance fund into operation.

Companies have tried to secure business by mail order campaign, by advertising, and so on, says an exchange, and while all these have a certain amount of influence, yet it seems necessary to have the persuasive force of the agent to make men finally decide to take life insurance. Life insurance, in the minds of many of the best observers, is most peculiar in this way. Men literally have to be forced to do their duty and to protect their dependents. Life insurance would never have had its enormous growth had it not been for the army of agents to do the educating, soliciting, and closing. Life insurance companies that have attempted to operate without agents have been satisfied with only a small business.

## WILL MANUFACTURE GASOLINE ENGINES

The Massey-Harris Company, Toronto, has decided to engage in the manufacture of gasoline engines, and will establish in Canada during the present year a factory specially equipped for that purpose.

Absolute control of the Deyo-Macey Engine Company, of Binghamton, N.Y., has been secured. The officers and managers of the Binghamton company will continue in their positions, and the plant will be enlarged in order that both the United States and Canadian trades may be taken care of.

The Deyo-Macey Engine Company has a complete line of gasoline agricultural power engines, both stationary and portable, ranging from  $1\frac{1}{2}$  to 20 horsepower, and, in addition, manufactures a well-known orchard-spraying outfit.

These products in future will be manufactured and sold under the name of the Massey-Harris Company, which is planning to introduce them into every grain-growing country in the world.

The Massey-Harris Company a few years ago purchased a controlling interest in the Johnston Harvester Company of Batavia, N.Y. The company at the time of the purchase was employing about 1,000 men. The plant has been increased by between six and seven acres of floor space, all the buildings being constructed of reinforced concrete and made absolutely fireproof, and the force increased to 2,000 men. In addition to the large factories in Toronto and Brantford, the Massey-Harris Company has also large interests in the Verity Plow Works of Brantford and the Bain Waggon Company of Woodstock.

A 2,000-barrel flour mill may be located in Regina within the course of the present year. A syndicate of local business men has been organized with that end in view and have already laid a proposition before the city council for consideration. It is understood the council is willing to donate a site for the proposed flour mill and also give certain other concessions. The by-law making such grants will probably be submitted to the ratepayers for a vote.