

## Kismet Blended Cigarettes

are winning new laurels every day. You'll be surprised to find how many of your friends are smoking Kismet Blended's, and your friends'll be surprised to find you're not smoking them, that is—if you're not. But if you've got a discerning taste, and enjoy a finely blended Turkish Cigarette, of course you've been using Kismet Blend-ed's ever since they made their first appearance.

They need no boosting, they recommend themselves.

Fifteen cents per box of ten. Each box contains a smart little lace motif which can be used in many dainty pieces of needle-work.

**Imperial Tobacco Co.**  
(Newfoundland) Ltd.

## Our New CHRISTMAS CARDS Are Now Ready for You.

We have a very large stock, a wonderful variety, and all of such excellent value that you will be delighted.

Now is the time to buy your Xmas Greetings for the Boys on the other side. By buying now you will make sure that the Cards will reach them for Christmas.

See the exquisite Single Cards we are showing, each with envelopes, prices ranging from 5c. to \$1.50; and see the Single Cards in boxes from 10c. to \$1.50. This includes the popular "Hands Across the Sea" Series.

See the beautiful Xmas Post Cards: Raphael Tuck's and others, at 2c., 3c., 5c. and 8c. each. Then we have a large assortment of Xmas Cards with Local Views.

Our Xmas Cards in packets and in boxes are even prettier and far better value than ever. Here is a list of them in

### PACKAGES XMAS AND NEW YEAR CARDS:

H.M.S. Princess Royal Packet of 10 Cards ..... 5c. per packet  
H.M.S. Queen Mary Packet of 12 Cards ..... 10c. per packet  
H.M.S. Lord Nelson Packet of 12 Cards ..... 15c. per packet  
H.M.S. King George V. Packet of 12 Cards ..... 20c. per packet  
H.M.S. Iron Duke Packet of 12 Cards ..... 25c. per packet  
H.M.S. Warspite Packet of 12 Cards ..... 30c. per packet  
H.M.S. Valiant Packet of 12 Cards ..... 40c. per packet  
H.M.S. Queen Elizabeth Packet of 12 Cards ..... 50c. per packet  
The French Packet of 12 Cards ..... 60c. per packet  
The Lansdowne Packet of 12 Cards ..... 70c. per packet  
The Kitchener Packet of 12 Cards ..... 90c. per packet

### BOXES XMAS AND NEW YEAR CARDS—NO TWO ALIKE.

The Greeting Box of Xmas & New Year Cards, 10 Cards with envelopes 20c.  
The Golden Days Box of Xmas & New Year Cards, 8 Cards with envelopes 20c.  
The Xmas Greetings Box of Xmas & N. Y. Cards, 8 Cards with envelopes 20c.  
Joybells Box of Xmas & New Year Cards, 10 Cards with envelopes 25c.  
The Good Luck Box of Xmas & New Year Cards, 10 Cards with envelopes 25c.  
Happy Hours Box of Xmas & New Year Cards, 12 Cards with envelopes 30c.  
The Greetings Box of Xmas & New Year Cards, 12 Cards with envelopes 30c.  
The Golden Thoughts Box of Xmas & N. Y. Cards, 12 Cards with envelopes 35c.  
The Season's Greetings Box of Xmas & N. Y. Cards, 12 Cards with envelopes 40c.  
The Kind Greetings Box of Xmas & N. Y. Cards, 12 Cards with envelopes 50c.  
Sylvia Ensign Box of Xmas & New Year Cards, 12 Cards with envelopes 50c.  
White Ensign Box of Xmas & New Year Cards, 12 Cards with envelopes 60c.  
Ellen Ensign Box of Xmas & New Year Cards, 12 Cards with envelopes 60c.  
Happy Memories Cabinet Box Xmas & N. Y. Cards, 12 Cards with envelopes 75c.

We are showing a very choice assortment of Raphael Tuck's Xmas Auto-graph Stationery, put up in boxes containing six to twelve Sheets of Paper with Envelopes to match. Prices are from 20c. to 50c. per box. We would call your attention to this line especially, for it is a line different from anything we have hitherto shown. It is the new idea, the Private Card idea. In it you will find something for every taste. They range from the severely plain to the highly ornamental design. One that will be very popular is one that provides space for your own Visiting Card. These will be picked up quickly, so come early.

See our line of 5c. Calendars, dainty little things that appeal. We have also a full range of Raphael Tuck's Artistic Calendars at prices from 10c. to \$1.50 each.

ALL ARE NOW READY FOR YOUR INSPECTION—COME!

**DICKS CO., Limited.**

In war times and in peace times,

In good times and in dull times,

In hot times and in cold times—

You want Underwear—why not the best?

**"Choose Jaeger"**

From the house with the All Wool Policy.

**Smyth's, 286 Water St.**

Phone 728.

P. O. Box 701.

**Wagner Apples, etc., etc.**

To arrive to-morrow:

30 boxes CHOICE CALIFORNIA ORANGES.

100 bris. APPLES—Choice Wagners.

100 bris. APPLES—Choice Kings.

100 sacks SILVERPEEL ONIONS.

And in stock:

P. E. L. PARSNIPS, CARROTS and TURNIPS.

PRICES RIGHT.

**BURT & LAWRENCE, 14 New Gower Street.**

## The Story of the Exploits.

How Harry J. Crowe Handled a Property on Which More than Ten Million Dollars Cash in the Erection of Pulp, Paper Plants and Railways, Besides Several Million More in Labor for Operating has Subsequently been Expended.

These transactions have played such an important part in the history and development of Newfoundland, that we have asked Mr. Crowe to give us some of his experiences in this part of the Colony where his labors have been so extensive and so successful. He writes as follows:

"The Exploits Valley in Newfoundland through which the largest river of the island flows, draining in its course several thousand miles of heavily timbered land with immense water powers that have been largely developed as a result of Lord Northcliffe's magnificent pioneer work, has contributed to the island a chapter of most interesting history. This history dates from the time when the British blue-jackets went up the Valley to subdue the Red Indians. In their undertaking many of these sailors lost their lives by being scalped on the ice of Red Indian Lake at the head of the Exploits River."

"Many owners have possessed different portions of this property. The first of these were Messrs. Windsor and Vallance and other inhabitants of the Island who erected a small saw mill at Dominion Point on Exploits Bay. Then came lumbermen from Quebec who formed what was known as the French Company, which Archdeacon Botwood was interested. It was from the Archdeacon that Lord Northcliffe's town and shipping port was named."

"A large saw mill was constructed by the French Company at Botwood but after operating for several years at a serious loss they sold to an English Company who continued the logging and manufacturing operations for some time, cutting mostly large white pine logs into three-inch deal which was shipped to the English market. This English Company sold out to a company composed of men in Amherst, Nova Scotia, who reconstructed the mill and after operating until eventually they turned it over to a Boston Company which carried on the work for several years. A considerable loss in fact, as these lumber companies lost heavily in their operations due largely to the difficulty of driving and holding logs on the Exploits River which was very rapid previous to the erection of the present dams. On this account very little timber was cut on the major portion of the property, and all the pulpwood remaining."

"When the Boston Company after making many unsuccessful attempts to sell their property in both America and Europe, was about to give up any further operations, the Amherst Company who held a large mortgage began to fear they should not realize their money and the future prospects of Botwood and the development of the Exploits looked dismal."

"At this time I took an option on the property, believing it to be possessed of all the economic conditions for the successful manufacture of pulp and paper."

"Before referring to the circumstances that enabled me to acquire and lead this Boston Company's Exploits property, I should like to touch on the transaction relating to the upper portion of the Exploits Valley which I was successful in selling to Lord Northcliffe's Company a short time previous to my negotiations with the Boston Company."

### THE HARMSWORTH DEAL.

"As a result of the great difficulty in getting his supply of paper during the War, Sir Alfred Harmsworth determined upon securing a forest from which he could manufacture his own paper and thus be independent of paper manufacturers. After three years, during which time he examined various properties in Norway, Sweden and other countries without finding what he needed, Sir Cavendish Boyle, Governor of Newfoundland, mutual friend of his and of his representative Mr. M. M. Beeton, invited the latter to look into the resources of the Island with a view to securing a property where he might carry out his proposed pulp and paper proposition."

"Mr. Beeton immediately went to Newfoundland and began an examination of some extensive timber limits and there were high hopes entertained of the greatest publishers in the world selecting Newfoundland as the place in which to build their pulp and paper mills. The Government was sympathetic and did all in their power to induce the Harmsworths to locate in the Island, but for various reasons the project was given up at that time and the purpose of establishing a plant in Newfoundland was abandoned by the Harmsworths."

"I was then operating the following properties—Gambo, Gander Bay, Glenwood, Norris Arm, Notre Dame, Indian Arm and Millerton. We assembled our lumber at Lewisport for shipment, while we enlarged our operations on each of these properties, cutting over twenty-five million feet of lumber per annum and establishing a market in South America for our lumber which increased in value over twenty-five per cent. on any previous exports from the Island. Owing to the fact that our lands were so largely covered with pulpwood as to interfere with profitable logging, and for other economic reasons, I was very anxious to sell at least a portion of the property for the manufacturing of pulp and paper. I preferred to do this rather than continue the exclusive production of lumber at a loss."

"Learning that the Harmsworths had given up the idea of purchasing the West Coast property they had been investigating, I decided to go to London and endeavor to interest them in the upper portion of the Exploits Valley. All my associates, and those in authority in the Island, thought it would be impossible to induce the Harmsworths to return to Newfoundland, and I was obliged for the time

to give up the attempt. But very shortly after this I started for London and on my arrival met the late Lewis Miller from whom I had purchased two years previously for the Timber Estates Company his Millerton and Glenwood properties. He was much interested in the success of our Company, and was anxious to see the Harmsworths established in Newfoundland, but he informed me by conversation and letter not to approach them as they felt very keenly on the matter and would not entertain any Newfoundland proposition. This was subsequently confirmed by Mr. Beeton with whom I discussed the question of interesting the Harmsworths in the Exploits Valley. My conversation with him and the correspondence that followed made it clear that his company would not entertain any proposal to operate on our property or anywhere else in the Island. He further stated that they had abandoned the idea of making their own paper and were then about closing contracts for a long period with manufacturers in Norway and Sweden for their future supply."

"It seemed hopeless to try turn their attention towards Newfoundland but after several interviews they consented to entertain a proposal I had made to them, to buy paper from a company I would form to develop the property I was then offering them. The terms and conditions of a contract for one hundred and fifty tons of paper per day were discussed."

"I shall not dwell upon my various negotiations that followed with these publishers, but simply state that before I left the Island within thirty days from the time I first approached these English newspaper proprietors, I secured an agreement signed by Sir Alfred Harmsworth and Harold Harmsworth, under the seal of the Amalgamated Press with a deposit of one thousand pounds for the purchase of the property belonging to the Timber Estates Company, the upper part of the Exploits Valley. This is the property they are now operating so extensively and in which they have invested over seven million dollars."

"So sceptical were my friends in Newfoundland of my success, that a week previous to the signing of this agreement, one of my associates called me to waste time with the negotiations but to confine my efforts to the object of my visit to London, namely the opening of a market for our lumber in Sweden."

"I was much gratified with the success of this large undertaking, although I may say that personally I had a faringing and either directly or indirectly out of this large transaction with the Harmsworths, or in fact out of any of the properties I had previously handled or operated on the Island."

"I desired to sell the Gander property of the Timber Estates, but in order to make the proposition more sound and permanent, as well as to enlarge the undertaking, I secured an option from the owners of the lower portion of the Exploits Valley, including Botwood. I believed a good water power could be developed at Bishop Falls on the Exploits River which was about ten miles from Botwood, an excellent shipping port."

"Armed with full power to sell the Gander and Exploits properties, I went to London a second time. After a year and a half of strenuous negotiations, the particulars of which would fill volumes of more or less sensational matter, I succeeded in organizing the British-Newfoundland Syndicate, with a proposed capital of nine hundred thousand pounds. This Syndicate was composed of Coates Son and Company (large London Bankers), C. Arthur Pearson, well-known newspaper and magazine publisher, Albert E. Reed, then the largest high grade paper manufacturer in England who afterwards became Chairman of the Syndicate, Sir William Ingram of The Illustrated London News, Sir John Barker, Sir Thos. Bovering, Allick Harvey, Alexander Henderson and others. The Company was incorporated and sixty thousand dollars put up for examination purposes. Experts were engaged to investigate the property, one of the large banks in Canada assisting in the selection of the cruisers, and Albert E. Reed and Mr. Alexander Henderson were appointed by the Syndicate to visit Newfoundland and look over the situation."

"The report of the cruisers showed nearly three times the quantity of timber I had represented as being on the property, and the water power examined by George F. Hardy, the engineer Lord Northcliffe employed on his property, was quite up to the expectations of the Syndicate. Everything seemed satisfactory and it looked as if another large pulp and paper company would soon be operating on the Island, establishing plants at both Glenwood and Bishop Falls."

"But a bolt came out of the blue sky, one of the many that had fallen on me in connection with the formation of this Syndicate. It was found by the engineer that Lord Northcliffe's company had secured from the Government all the water power privileges on the Exploits River down to within three miles of Bishop Falls, and that in order to erect a dam high enough to develop fifteen thousand horse power at Bishop Falls they required to flow back about seven miles, thus infringing four miles on Lord Northcliffe's rights."

"(Second part of this article will appear in to-morrow's issue.)"

"The Best is Cheapest!"

I have had seventeen years' experience in cooking and know something about baking powders, and wish to say that I have given Dearborn's Baking Powder a thorough trial and have found it superior to all others on the market. It is the best as well as the cheapest you can get.

WILLOUGHBY ABBOTT.  
Cruiser "Kingfisher," Oct. 25.  
nov10/21

MINARD'S LINIMENT CURES  
DIPHTHERIA.

## SHOW-ROOM SPECIALS!

Opened During the Week!

### Imitation Fur Sets!

Black Sealette and Caracul, long wide Throw-overs, and Large Pillow Muffs to match.

**\$2.50, \$3.00, \$3.50, \$4.00,  
\$5.00 and \$5.50 set.**

Grey, Mole and Beaver Sets, large Throw-over and Muff to match,

**\$3.00, \$4.50 & \$5.00 set.**



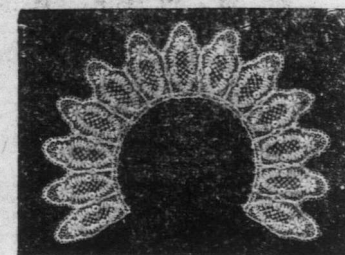
### NECKWEAR!

Collars in all the latest styles—Medici, Peter Pan, etc., 15c. to 50c. each.

### MOTOR SCARVES!

Knitted Silk, with fringed ends, 25c. to \$2.20.

Heavy Wool Scarves, \$1.00 to \$2.00 each.



### BELTS!

LADIES' WIDE SILK BELTS,  
Plain and fancy colors,  
45c., 55c. and 65c. each.

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Special value, all widths,  
5c. to 20c. yard.

BUSTER BROWN BELTS,  
Cardinal, Black and White,  
20c., 30c. and 40c. each.

### Soft Crusher Hats!

Another lot just opened, in Cardinal, White, Navy and Myrtle,  
80c. and 90c.

**STEER Brothers.**

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**Ladies, Attention!**

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**Colored Suitings,**

IN BROWN AND NAVY.

Worth 2.00,  
Offered at **\$1.11.**

Also a Line of FANCY COLORED SILKS,

In Stripes and Shots.

Price—90 cents and \$1.20 yard.

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