



Dept. Marine and Fisheries

ST. JOHN'S, NEWFOUNDLAND.

In accordance with the Regulations governing the Pre-Audit, cheques in payment of amounts due will be issued on Tuesdays and Fridays, in each week.

W. C. WINSOR,
Minister Marine & Fisheries.
20th October, 1923.

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Business Opportunities at Corner Brook

ADDRESS BY MR. JOHN STADLER.

A large number of members of the Board of Trade, and business men in general, were present at the Board of Trade rooms yesterday afternoon, to hear an address from Mr. John Stadler, General Manager of the Newfoundland Power and Paper Company, on the needs and possibilities of opening general stores at Corner Brook and other places, where this Company is operating.

His Honor Mayor Cook presided, and in a brief speech, introduced Mr. Stadler.

Mr. Stadler expressed himself as being agreeably surprised at the large number who were present, as he had no idea that the Board of Trade was comprised of such numbers. He had made several trips to St. John's before, but only for a brief period, and he got a wrong conception as to the Board of Trade. His present visit to the city was mainly for the purpose of consulting with the Government regarding the labor situation; for their winter operations they are in need of 8,000 men. The story had got abroad that they were importing Canadians, but this is not the case, as they did not want to bring anyone in if the required number can be got here. If this number of men are secured, a large amount of supplies will be necessary, and it was with this in view, that he was addressing the meeting. So far very little attention has been paid to stores wholesale or retail; up to this the general rule with the stores at Corner Brook and other places, is that they have been here today and gone to-morrow; no real reliable firm has started business out there, and apparently they have been hesitant, because they do not know of the conditions.

At the present time Grand Falls produces less than 300 tons of paper per day; when they begin operations they will produce over 400 tons per day and this will mean that there will be at least two and a half million dollars spent in wages, yearly; this fact ought to be an attraction to give some attention to Corner Brook. There was an idea that they would be operating their own stores. When Grand Falls started, they did everything themselves, and when this company began some of the English directors wanted to do the same but he had not been in favor of it. The policy of the company would be solely the manufacture of paper. Anything else, such as supplies for employees would have to be left alone.

This step had to be taken as a result of his experiences in Quebec and other places in Canada where he had been connected with projects of this sort. Here it was found that the people were working for the company, so that there was no satisfaction. It had, therefore, been decided to make Corner Brook a town of the people, not of the company. At present there is a great need of building supplies at Corner Brook. People who are settling there are desirous of building houses and every day the company is receiving requests to sell supplies but they cannot do so. The company has received numerous applications from Canadian wholesale houses for permission to open up stores, but they have not been given any permission, and since Mr. Stadler arrived in the city he has received three telegrams from Canadian people asking him to reconsider the decision, but he has replied that this cannot be done at present. They have, however, given permission to one Canadian firm, who will operate a refrigerating plant. This was thought necessary, as during the summer months there had been a lot of sickness because of the lack of cold storage facilities. This company, however, has not been given sole rights, and any firm opening business out there can use this plant, by obtaining permission of the Newfoundland Power and Paper Company.

Corner Brook will have a minimum population of 7,000 people, and all the buildings are now practically completed and are having the machinery installed.

The Company will require for their operations 180,000 cords of wood per year, and as the season for cutting this is so short in this country, a large number of men will be required than in Canada where the season is longer. For the large number of men there will be required much supplies as well as for horses, that will also be necessary, and an excellent opportunity awaits business men. Representation had been made to the Company that the rates were too high, and acting on this they had materially reduced them. It had been decided, however, that no rights would be given for speculative purposes, and all business must be carried on, on proper lines. It was also decided to give exclusive rights to no one, nor to allow too many people to go in the same line of business.

Mr. Stadler hoped that what he had said would serve as some inducement to some of the reliable business people to take up the matter. Concluding, Mr. Stadler said there had been too much politics connected with his company, and he hoped the day is not far distant when the Humber will be dropped from the political field in the country.

Mr. James S. Ayre was desirous of making a few comments on this subject. In April last, his firm, as well as others, had received a circular letter from the Company, dealing with the subject. At the time he was at their branch store in Curling and he was sent the circular; afterwards he proceeded to Corner Brook. After arriving there he saw Mr. Carpenter, who was said to be in charge of this part of the operations out there, and the treatment he received was not what one gentleman would expect from another. Mr. Carpenter gave very little satisfaction as to sites or any other necessary information and told Mr. Ayre to go out and look around for himself; this for an inexperienced man, when things were not in any shape, was a rather disappointing answer.

Another matter he would like to speak of was the matter of purchasing goods out here. When he was at Curling there were forty salesmen at the place. Of this number twenty-eight were from Canada and the other twelve from St. John's, and he had been told by the native men that there was no use in going to Corner Brook as they would secure no orders, as all the goods were being imported from Canada and he had found that several things had been secured this way at prices that were above what could be got in the city. No firm, Mr. Ayre thought, would start business unless they would get fair play as regards competitive prices.

There was another matter that should be remedied; when soliciting business out there he had been asked by one man what commission would be given for orders, which, he said, was an unsatisfactory way of doing business. He was glad of the opportunity of bringing this matter up before Mr. Stadler, because he felt sure it would not be tolerated.

Mr. Stadler was very pleased to hear these things discussed, in so frank a manner. As regards Mr. Carpenter he had been found unfitted for the position and had been dispensed with, but he had never before heard that this man had been discourteous, and he sincerely regretted it. Mr. Carpenter had showed that he was not favorably inclined to Newfoundland workmen and this was one of the reasons why he had not been kept on. He was disappointed but not surprised to hear that there had been efforts to introduce graft. His experience had taught him that this was the case whenever new projects were introduced. As regards the purchasing of necessities, instructions had been given that in future preference must be given to Newfoundland business houses. In this connection there had been a little dissatisfaction. When goods were being ordered, at times they had been promised that they would come forward by the next train, etc., and had been counted on as com-

ing, so that when they did not arrive as expected, no little inconvenience had been caused. It is, he said, much better not to make promises to ship until it is certain the goods can come forward. Mr. Stadler promised that in future every courtesy and consideration will be given business people who desire to open up branch stores. He will always be found ready and willing to do anything he can to aid such projects as he hoped that in the near future he would see some of them springing up. The aim, he said, not only to make Corner Brook the second city of the country, but in a very short time, to make it a strong rival of St. John's. Mr. Stadler concluded his address amidst much applause.

Mr. Reuben Horwood proposed a vote of thanks to the speaker for his very able and interesting address.

This was seconded by Mr. James S. Ayre, and on being put forward was carried unanimously.

Mr. Stadler left for Corner Brook on yesterday's Humber Special.

TO-NIGHT! TO-NIGHT! —
Mount Cashel Band Concert—
At "The Gaiety" (formerly C.C. C. Hall), to-night at 9 o'clock.
"The best ever" was the verdict of the large crowd who attended the opening night. Don't miss it. Really a splendid entertainment for the price.—oct21,11

Why Men Leave Government Employ

It is noted in the newspapers that Dr. Charles Saunders, the man who developed Marquis wheat, and who thereby added hundreds of millions of dollars to Canada's wealth over a term of years has retired from his position in the Department of Agriculture, owing to ill-health, on a pension of \$11,000 per year. It is estimated that Dr. Saunders' work adds a value of twenty million dollars per annum to Canada's wheat crop, owing to his discovery that Marquis wheat as he developed it yields more highly than Red Fife or any other wheat heretofore known. And for all this, as a nation, are generous to the point of giving him a pension of \$11,000 per annum, a matter of twenty-one dollars and some odd cents per week; several dollars less per week, by the way, than we pay our garbage collectors. But, of course, there is a great difference. All that Dr. Saunders did was to discover that by crossing certain types of wheat, Red Fife being the male parent, and Hard Red Calcutta the female parent, he could produce a better grain than heretofore known. This he did back in 1903 in an experimental plot at Ottawa, the original Marquis strain being represented by a single grain, which in 1923 had grown to five hundred million bushels.

If Dr. Saunders had done for a private corporation what he did for the public of Canada a pension of fifty thousand a year would not have been thought excessive. And still we are given to wondering why the brainy ones in the employ of the Canadian government seek in due time positions with private corporations.

"The Acquittal"
A WONDERFUL PICTURE.
Big audiences to a big picture was what happened at the popular Star Movie-last evening. Pictures have been shown in which it was claimed that the production would hold you in suspense, amazement and surprise, but with all due respect for all previous efforts the Acquittal will stand for some time as the one picture that held the audience in the closest of attention, heart interest, and sympathy from beginning to end. Beginning with a wedding ceremony and a halt with a murder, the large audience sat bewildered throughout the entire performance, and at the conclusion, which showed one of the most wonderful court scenes—even greater than that in Manslaughter—it could be hardly realized that the climax had taken place. A very prominent member of the legal profession remarked at the close of the performance "it is a great pity that we have not many of such pictures, for it is a sermon, an education and a rare treat in many ways." Truly it was a picture that will long be remembered, and no doubt "it will again draw" another large audience to-night. In this connection we wish to state for the benefit of the clerk who are working at night, that the second performance does not begin till 9.15, therefore affording everyone an opportunity of being present.

Shield and Buckler
Sydney Bulletin: There are hundreds of lucrative industries in which the Dominions, unlike the central European countries, are not in a position at present to compete with British skill and capital. It would pay us to help keep those industries alive in Britain even at some sacrifice to ourselves. A point that no citizen of Australia, or its sister Dominion can afford to overlook is that now, and maybe for generations to come, in proportion as Britain deteriorates in power and strength the Dominions will tend to do the same. The Commonwealth is far less secure than it was ten years ago, because in the interval Britain has exchanged the two-

power for a one-power standard. Our security must decrease with every defence cut that British Governments are impelled to make because of the growth of their unemployed problem, until a stage is reached when we shall be an easy prey for the first land-hungry Power that decides to pick a quarrel with us. The immediate menace to the existence of this country is not Asia but Free Trade.

Eskimoes in Captivity
Winnipeg, Oct. 2.—For the first time since he entered the iron gates of Stony Mountain penitentiary two years ago, Ikalupik, an Eskimo from the frozen wastes of the Arctic Circle, is cheerful at his bench in the "pen" blacksmith shop.

Recently a friend paid him a visit, a friend who spoke his own language and who brought tidings from the northland. He told Ikalupik that he believed the white man would grant him a pardon and send the lonely Eskimo convict back again to his family and his igloo at Coronation Gulf.

Rev. W. A. Geddes, missionary for the past four years at Herschel Island for the Indian and Eskimo Commission of the Missionary Society of the English church was the visitor. Unable to talk English and more ignorant still of the laws of civilization, Ikalupik was brought from his homeland and sentenced to five years imprisonment for manslaughter. Mr. Geddes believes the climate and confinement will inevitably kill the Eskimo. A second Eskimo prisoner is serving a 10-year term in the same institution. He can speak a few words of English.

Both are from beyond the pale of civilization on Coronation Gulf. The tribes in that district are totally uncivilized, according to Mr. Geddes. The Eskimos on Herschel Island, where contact is made with civilization, understand our laws, there has never been a single native arrested there.

"These two prisoners at Stony Mountain, however, come from 1,000 miles east of Herschel Island and they are not civilized at all. They have had no contact with white people, and I seriously doubt whether they understand the law. There is a vast difference between a civilized and an uncivilized Eskimo," Mr. Geddes declared.

A Safe Retreat.
First Sentence Man: "Calyvin, there are a couple of creditors close on my heels."
Second Ditto: "Quick, run into the savings-bank over there. Nobody will be looking for you there."
Footscap.

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