

The Story of Exploits

How Harry J. Crowe Handled a Property on Which More Than Ten Million Dollars Cash in the Exploits Valley, Pulp, Paper Plants and Railways, Besides Several Million More in Labor for Operating has Subsequently Been Expended.

(From the St. John's, Nfld. "Evening Times.")

These transactions have played 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. Winsor of the island who erected a small saw mill at Dominio Point on Exploits Bay. Then came lumbermen from Quebec who formed what was known as the French Company in 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 continued operations until eventually they turned it over to a Boston Company which carried on the work for several years at a considerable loss. In fact all 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 remained standing.

"When the Boston Company after making many unsuccessful attempts to sell their property in both America and Europe, was about to abandon 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 float 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 Boer 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 Millertown. 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 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 Millertown 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 to 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 London and 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 in 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 cabled me not 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 South America. "I was much gratified with the success of this large undertaking, although I may say that personally I never made a farthing profit 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 the 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. Bowring, Alick 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 assisted

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.

"I may say that before granting this concession the Government consulted with the owners who, not knowing the effect it would have on their water powers, acquiesced in it.

"The necessity of limiting the water power to about one half the requirements, consequent on the discovery of the engineer, caused Mr. Albert E. Reed and Alexander Henderson to hand in an adverse report to the Syndicate. The Syndicate then gave up any further idea of completing the undertaking, and it looked as if, after reaching the verge of success, my efforts of a year and a half were to be in vain, to say nothing of several thousand dollars I had paid out of my own pocket in my endeavors to negotiate a sale of the Timber Estates and Exploits properties. I had also included the New Lands Company, Norris Arm property, in the deal, but was afterwards obliged to withdraw it at the request of my associates who preferred to hold the property. This they afterwards had cause to regret.

"During all these negotiations I had the operation of the Timber Estates and New Lands properties on my hands which taxed my physical and other resources to their limit, having exported over one hundred million feet of lumber to South America.

"About this time my option on the Exploits property expired, and the President of the Company proceeded at once to London to sell direct to Englishmen. I, too, sailed for London for the purpose of meeting him and securing the property long enough to overcome the water power difficulty and completing the transaction with my Syndicate. This President was doing his utmost to interest the Harmsworths in his property. Before securing an option on this lower portion of the Exploits I had urged the Harmsworths to buy it, but they had informed me that they positively would not add any more limits to their holdings.

"It was with great difficulty that I secured an extension of time on my expired option. At last, after using great pressure I secured an option that would expire in ten days after I should land in New York, and I was to leave on the first and fastest boat out of Liverpool.

"As soon as I reached New York I went at once to Montreal where I took up the matter with my Timber Estates associates, again offering them the entire profits from the sale of the Exploits property, providing they would co-operate with me in securing the same. I knew this would be the means of selling our Gander property, and unless we availed ourselves of the advantage of the option which would expire in ten days, there was great danger of its being secured by others which would prevent the establishing of any future industry at Bishop Falls, besides the Timber Estates limits. But I failed to induce my Timber Estates Company associates to consider the matter. After my ten days option expired I found the Exploits owners were continuing to use every means in their power to sell their property in London.

"I was thus compelled to devise some other way of saving what I considered a most critical situation, and I proceeded to Amherst, Nova Scotia for the purpose of interviewing the mortgagees. After some difficulty I succeeded in securing a seven-month's option on the mortgage. I then temporarily became a mortgagee and went to Boston in order to make another effort to induce the owners to extend my original option to a time within which I should be able to clear up the water power difficulty with the Newfoundland Government and the Harmsworths. This I believed would enable me to close the matter with the Syndicate.

"Before calling a meeting of the Exploits Company to submit the matter to them, I called on the President of the Timber Estates and showed him the option I had secured on the

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mortgage. I hoped that in this way I might persuade him to come to my assistance, thus giving the Timber Estates the opportunity of receiving all the profits. But the Timber Estates did not wish to participate in the Exploits in any way and declined the offer.

"During my meeting with the owners of the Exploits that night in my room in the Young Hotel, Boston, an unforeseen accident occurred, due to a message I received over the telephone, that changed the attitude of the different members present, and had the effect of making them at once offer me the option I desired.

"The night was spent in drafting with the understanding that it would be more formally dealt with on the morrow.

"Unfortunately I woke in the morning with an attack of tonsillitis which kept me confined to my bed for a week. In the meantime nothing was done with the agreement.

"As soon as I was able I called at the office of the Company and asked for the agreement and was informed that they had changed their minds and were not going to deal with the property in that way. I did not wish to waste time in disputing the matter and asked them to state how they did wish to deal with the property. They said they would make a substantial reduction for cash and would allow me a week in which to raise the money. As I held the mortgage, and they agreed to take a large part of their equity in notes, all the cash I was required to raise was twenty-five thousand dollars. I succeeded in getting this amount from my friends in Nova Scotia, and thus secured the property which afterwards proved to be of such enormous value in the development of the paper industry of Newfoundland.

"I then formed the Newfoundland Pine and Pulp Company for the purpose of taking over the property.

"I returned to Boston two days before my week expired prepared to complete the transaction, but the sellers told me they could not accept the money until their President had arrived in London. I knew this meant another attempt to sell to the Englishmen, but it resulted in their failing to induce them to buy and I was at least able to secure a conveyance of the property.

"My next task was to arrange the water power difficulty which had caused the Syndicate to abandon the proposition. I then immediately took the matter up with the Government, resulting after several months' negotiation with Lord Northcliffe's Company, in a release from the latter which enabled the power at Bishop Falls to be fully developed.

"As this was the only obstacle in the way of the British-Newfoundland Syndicate I started for London expecting to have no difficulty in consummating my transaction with them. I found the opposition (within my own ranks) to my completing negotiations with the British-Newfoundland Syndicate growing more formidable as I was nearing the final issue which would have resulted in the establishment of large works at Bishop Falls and Glenwood. On account of this opposition the Syndicate wrote to me saying they would decline to entertain the proposition if I insisted on including the Glenwood property, for they had received a certain letter from a solicitor that caused them to come to this decision. They further stated that if I would offer them my own Exploits property they would give me a final answer in twenty-four hours. I declined to take the matter up with them except in the way previously submitted, namely to include the Timber Estates property, and wrote them to this effect. They replied their answer was final. I then withdrew the whole matter from the British-Newfoundland Syndicate. After they had entirely abandoned the undertaking I submitted the Exploits property to Mr. Albert E. Reed and

succeeded in four days' time in conveying the property to his Company.

"It will thus be seen that the immense timber limits draining into the Exploits Valley with its magnificent watershed of over 5,000 square miles were now in the hands of two strong English companies to whom I delivered about one hundred thousand cords of pulpwood to the mills at the low cost of about \$3.00 per cord. Those Companies have spent over ten millions in labour enabling them to produce over three hundred tons pulp and paper daily.

"Where Red Indians formerly scalped some of our British blue-jackets is now a great industrial zone furnishing paper for the British (blue) Press.

BLOTTING OUT A RACE FOREVER

Terrible Fate of Eight Hundred Thousand People

Things are happening before our eyes which we should be unable to believe if they were told of an earlier age. A Turkish wolf put on a sheep-skin, and we were united in accepting him as the meekest of lambs. But the wolf remained a wolf, and he has run amuck in the sheepfold over which he was set. He has slain 800,000 of his charges. In other words, the Turks have this year almost entirely exterminated the population of Armenia, while the Germans have looked on and lent encouragement, saying, "This is entirely the affair of Turkey." And this appalling crime has been committed by that section of the Turks whose advent to power we all welcomed with delight.

The truth is that the Young Turk party deceived all but Germany. The old Sultan, Abdul Hamid, had long reigned by every wicked and oppressive means open to a villainous ruler. When, therefore, the Young Turk party rose to dethrone him, to end his cruel and bloodthirsty reign, to reform the court and the country, they were hailed by us all as Turkey's deliverers. Never were we more utterly deceived. For the lawlessness and crime of Abdul Hamid they simply substituted new forms of lawlessness and crime, and that on a still greater scale. Where Abdul Hamid slew innocent people in scores they have slain in hundreds and thousands. Welcomed by the rest of humanity as the party of progress, morality and mercy, the Young Turk party has proved itself the greatest scourge and worker of evil that the world has seen for centuries. They have taken advantage of the war to let loose their long-curbed hatred of the poor and defenceless Armenian nation.

The Armenians are a Christian people living in Armenia, a land divided between Russia, Persia, and Turkey, and subject, of course, to the rule of these nations. The Turks have always hated the Armenians, simply because they have embraced Christianity. From age to age the Turks have prosecuted them, slaying as often, and in as large numbers as they dared. Abdul Hamid once brutally declared, "The way to get rid of the Armenians is to get rid of the Armenians." But they could not attempt quite wholesale slaughter in his time, because that would have brought the nations down upon them. With the rise of the Young Turk party to power crying for reform, freedom, and justice, we all hoped that the sufferings of these unfortunate people had come to an end, but the tragedy, in its full force, had yet to begin.

Since the outbreak of the war the Turks have been completely under the domination of Germany, and it must have been with the knowledge and consent of the Kaiser that the order was issued from Constantinople for a general massacre of Christians throughout Turkish Armenia. Everything was done systematically, as if for the mobilization of an army. To the governor of each province orders were sent to slay and exterminate. Some pious, kindly Turkish governors refused to obey the frightful order, but they were deposed, and the massacres were carried out by others.

Never in modern history has there been so colossal a crime. The old men were imprisoned in some cases, probably for blackmail, while the younger men, women, and children were led away captive. When removed some distance from their native towns, the victims were divided. The women and girls were carried off by themselves, while the males were shot or bayoneted. Women went mad, girls died with their mothers by the wayside. These scenes were too appalling for description in these pages. In one instance between 8,000 and 10,000 were carried out to sea and there thrown overboard and drowned.

In all, nearly the entire Armenian nation has been blotted from the book of the living, 800,000 souls perished in this unparalleled series of massacres. That is the work of the Turks—not the old, unreformed Turks, but Young Turks, the party of progress and reform, the men who were to be humane and sweep away the old abuses. These appalling murders were carried out in May, with the knowledge, consent, and encourage-

ment of the Germans, with the full knowledge of Ferdinand of Bulgaria. He knew that these terrible deeds were newly done, yet he clasped the blood-stained hands of the murderers. Flattered and caajoled by one assassin he embraced another—the ancient enemy of his own nation, now exterminating Armenia, as he once sought to exterminate Bulgaria. The day of vengeance will come for both, and Ferdinand of Bulgaria will share the doom that awaits all traitors, whether they wear shabby rags or crowns of gold.—My Magazine.

FIGHTING WOMEN

It has been known for months that many Russian women have been fighting shoulder to shoulder with their fathers, husbands, and brothers in the army of the Czar.

A number of them have been promoted and have become full-fledged officers, and others have been decorated for gallantry with the military Cross of St. George.

The youngest, perhaps, is an eighteen-year-old Vilna school girl, Kira Bashkirova, who enlisted under the name of Nicholas Popin. She had her feet frozen but continued fighting until she was wounded and taken to the field hospital, where it was discovered that she was a woman.

Alexandra Kokoviseva also enlisted under an assumed name in the Ural Cossack regiment to which her husband belonged, and in which he had fought in the Russo-Japanese war.

After having been wounded twice in the East Prussian campaign, she showed such extraordinary courage that she was recommended to be promoted to become a colonel, although her sex had been found out, and as a colonel she has served ever since.

Her soldiers are devoted to her, and none of them can sit a horse with more ease than she can or endure longer hours in the saddle. She was born in the Ural Mountains and spent most of her life in the open.

DEDICATION

A little while to pass within the throng.

To dream, to toil, to weep, to love, to die—

And then the silence, and the closing song.

And no more of the riddle that was I!

Yet who in this brief passing finds despair,

Denies the certain God, within his breast

Life has a crown for every man to wear,

Tho' 'tis a thing of moments at the best.

A thing of moments scattered preciously

Across the level causeway of the years!

And yet what sudden Light may I not see?

What Vision making glory of my tears?

Mayhap if I sing bravely, true, and well,

My song shall strike God's universal rhyme.

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