Newfoundland Conditions Freely Discussed.

Ex-Trade Commissioner Devine Reviews the New York Market Exhaustively and Interestingly--Carefully Gathered Information From Many Sources Shows Wide, Intelligent and Energetic Research.

Though some months have passed since my services as Trade Commissioner for Newfoundland officially ended, yet in reality I am just as busy today furnishing information to the American business man pertaining to Newfoundland as I was at any time during my incumbency as Commissioner, and vice versa, a great deal of my time is taken up replying to cables and letters from Newfoundland business men who are needing first hand information on general market conditions in this country. As you are the recognized exponent of trade information in Newfoundland (base flattery.—Editor) I avail myself of this opportunity to say a word to your many readers which I am sure they can turn to practical advantage.

Herring.—The market for Scotch Cured Herring is particularly good. One of the principal sources of supply heretofore, Scotland, has very little goods to offer. The Scotch herring fishery has been a failure. The New York Fishing Gazette just to hand says, "The Scotch herring fishery was the worst in 48 years this season according to advices from overseas." The Daily News of London says of it, "The total catch for the Scottish ports is approximately 450,000 crans compared with 622,000 crans last year. Prices too have been on a lower level, the average this year being 30s. to 32s. per cran compared with 50s. to 54s. a year ago. Fishermen in many cases have not earned a farthing for their whole summer's work and are actually in debt for their food. Others have made up to £25 and in exceptional cases £30 for their eleven weeks work. In most cases all they have to lift, however, is £1 to £5 and out of this they have to pay their railway fares to and from the fishing centers."

NEWFOUNDLAND'S OPPORTUNITY.

Now then, better prices, providing a good article is packed, should be realized this year than has ever been realized before in the history of the industry. But it is a time for caution. It is our last chance to demonstrate to the dealers and consumers of herring in the United States that we are profiting by our experience in the past. It is a time for honesty of purpose, rigid Government inspection, co-operation between buyer and seller, with every packer endeavoring to turn out the best article possible. Only by acting unitedly in this manner can our former prestige be restored. Don't misrepresent. Don't pack slinkers in with fulls and say they are all choice fulls. If you pack Mattie fulls, brand them as such, don't call them large fulls. Let your package be a good one, sufficiently strong to hold the pickle, well bound and secured. Both Scotland and Alaska send in a much better looking barrel than Newfoundland. The Alaska pack this season was very good indeed, very attractively packed, and their goods sold well in this market. They bid fair to become formidable competitors in the future. Above all, don't let what happened a few years ago occur again when our market was all but destroyed through the action of unscrupulous packers sending goods in here that were unfit for human consumption. You have seafood as good or better than any other producer, but you must be able to stand back of your goods and have it turn out as represented. Don't be too anxious to close contracts with speculators now in your midst below the market price. The market is good and firm, take advantage of it and before you sign up with anybody find out the New York price.

Codfish.—As you are aware there is not much salt fish consumed in America. Most of the shipments arriving are either forwarded to Porto Rico, West Indies, South America or to Europe. In the hard dried salt fish article, Gaspe and Halifax have developed quite a market there. They put up their dried article in one hundred pound boxes, a very attractive looking package, neatly branded. The box measures 30 inches long, 20 inches wide and 10 inches deep, made from well seasoned board. Of course damp board should not be considered. I have tried repeatedly to induce Newfoundland shippers to put up this class of package but without success. Evidently their hands were full shipping to European market in casks. **There is also a market for Haddock packed similarly, 128 pounds in a box.**

Labrador.—In former years Greek agents in this country bought vigorously Labrador in five quintal casks, but owing to the depreciation in the Drachma and the appalling condition of European Exchange generally, it is with very great reluctance they place orders, if any, to-day. They find much difficulty in having credits established on this side of the water. With reference to Codfish generally, every year sees more competition. Our only hope is the putting up of a No. 1 article. We must standardize our goods and first, last and always realize curing and packing an article of food for people to eat, who are more exacting in their tastes than ourselves. My attention was recently drawn to an article in one of the St. John's dailies wherein the writer went on to elaborate concerning the peril to Newfoundland interests by the encroachments of France on our markets, and if I remember accurately, I think the writer suggested that England who had loaned France a lot of money for war purposes should ask France to get off the grass and cut out competing against Newfoundland. I thought the writer very illogical to say the least. It is a question of the best horse leaping the ditch. While Newfoundland insists on sending a pure food article to the markets of the world she need not fear any competitors. Moreover England would not think of dictating any part of an industrial policy to her late ally, whether she was the recipient of monetary favors or otherwise. Why it would be just as logical if the United States were to ask England to prevent Newfoundland competition against the New England fishing interests. Using the same arguments as the correspondent referred to viz: That England owes the United States several billions of dollars and because "we (the United States) have loaned you all this money, you must not develop any of your industries that get up against us in competition." The ridiculousness of such an argument I am sure must be apparent.

Dried Squid.—After arriving in this country last November I immediately began investigating the possibilities of this article. The marketing of dried squid had been attempted with more or less success for some years. I think the pioneer in this industry in Newfoundland was Mr. Joliffe Quinton. He seems to have blazed the trail. His early information, I understand, was gathered on the Pacific Coast, where he watched with interest some dealings in this seafood by the Orientals living there. However, the general impression as regards the consumption of Squid has been that it is only used by the Chinese. This is not so as I discovered, after many days of hard work among the foreign population of New York. Squid has always been considered a great delicacy in parts of Spain, Portugal and other European countries in its fresh state. Recently some enterprising people over there have gone into the canning of Squid, putting it up in its own ink. In fact they call it "ink fish" over there. I have been told that it is the greatest of all seafood delicacies when put up as above described. Any person who has ever jigged a squid knows the stream of ink it will emit as soon as it comes to the surface of the water, and to the uninitiated sometimes affords a very disagreeable surprise. Nature has provided the Squid with this fluid so that when attacked by his adversaries it instantly shoots this liquid torpedo that darkens the water all around and backs astern into safe territory. However, I started to say that after painting the good qualities, I induced, very reluctantly at first, a New York fish shipper to experiment with dried squid in the European market. This is now nearly a year ago and we were successful in disposing of a considerable quantity and there was a fair demand up to three or four weeks ago when the condition of the exchange completely blocked sales, but nothing has been done since.. I am now holding here and paying storage on some three hundred barrels of Dried Squid from Newfoundland producers waiting for something to turn up. I would strongly urge not sending more of these goods into this market at the present. The cost of storage is considerable when goods are held for long periods. The market for this article among the Orientals of New York does not amount to anything worth while. Some small packages may be sold but do not justify going after. No doubt during the winter the European market will grow more healthy and Newfoundland holdings will be placed without difficulty. But for the present "hold back your fish."

Canned Lobster.—When is Newfoundland to realize that in order to secure ready acceptance of any of its commodities they must be guaranteed. As to our Lobster caught from the cold clear waters of the North Atlantic it is without peer when it is taken from its natural haunts. But as to our Lobster, when it is packed by anybody who likes, and when that same lobster is presented from the can, an entirely new feature develops. That one time toothsome article that was a pride and pleasure to gaze upon, as it was drawn from the depths of the ocean, has now, through criminal negligence in canning, become a poison instead of a food. The white and red meat has turned black, and what should have been preserved in all its pristine purity, turns out to be unfit for human consumption. According to the pure food laws of the United States it is a very dangerous thing for any dealer to handle an article of food that is in any respect of doubtful quality. It is keenly disappointing to anyone that is enthusiastic about placing our products on this market to have to say "I cannot guarantee it," when the question is asked. Large wholesale food houses with years of service to the public to their credit and jealous of their business reputation are not going to jeopardize the prestige they have established selling to their customers any article that is not No. 1. When the sardine packer of Maine is asked "Do you guarantee these goods?" he instantly answers "Absolutely." When the packer of salmon on the Pacific Coast are asked a similar question they instantly answer "Yes." When the packer of Japanese crabmeat, (that by the way floods this market at the present time) is questioned, as to the quality of his goods, he unhesitatingly replies, "I stand behind my goods everytime." And so it is down the line with everybody who has an article of food to sell. When is Newfoundland to awaken to its duty in this regard? Is she to wait until forced out of the markets of the world by people who have brought intelligence and sound commercial guidance to bear on the perplexing problems of creating and holding markets for their products. It is time for the awakening. Unless the element of doubt can be removed, as far as is humanly possible, we shall always remain sitting on the mouth of a volcano as far as our produce is concerned. Until such time as we can say to the buyers of our fish stuffs of every description, in the markets of the world; we have the best that can be produced; we guarantee its cure and pack; it is invariably uniform in quantity, we cannot hope to compete with people who have adopted honest and progressive methods.

Spruce Gum.—It is not generally known that there is a demand for Spruce Gum or "Frankgum" as it is locally known in the outports of Newfoundland. Perhaps the following article clipped from "Hunter, Trader and Trapper" of March 1921, will help convince people who have a taste for life amid the silent forest that they can commercialize their wandering activities by making good money gathering spruce gum. By the way I am prepared to receive samples, and try to market this gum for anyone who engages in the business. Here is the article referred to:

"Gathering spruce gum is a job that should appeal to the average outdoor man. If he lives in a settled country where trapping alone would not be profitable, he can combine trapping and gumming and have a good winter's job. If he is a professional trapper whose trap line will occupy his time in the winter, he can gather gum as a summer job. It will prove as profitable as working for wages and he will be his own boss, and have as good a chance to locate a trapping territory for the next season.

"Gum is divided into three different grades: the first and most valuable is known as lump gum; it is worth about two dollars and fifty cents per pound; it is sold in drug stores for chewing gum. The second grade is known as rough or chip gum, and is worth about fifty cents a pound; this is lumps of gum that is old or has some pitch in it, so that it is unfit for pure chewing gum. It is melted and other ingredients added and moulded into small cubes, and sold as chewing gum; this is the kind sold in grocery stores for a cent a stick. The third grade is known as waste; this is fine pieces and dust from the other grades; it is worth about fifteen cents a pound, and is used in making cough syrups and other medicines.

"The tools needed are a good narrow blade hatchet, a large knapsack and a large dish to catch the gum in. An old preserving kettle is good. I have also used a light fish basket lined with paper. A hold should be bored in the end of the hatchet handle so that a stick may be cut and put in it. Many choice lumps of gum may be reached with this rig that would be out of reach of the short handle.

"In selecting a territory for gumming locate in a rough hilly country where there are plenty of porcupine dens. As the best gum is usually found in "hog cuts" and "lightning cracks." Twenty-five or thirty pounds is about the average pick a day for one man. The gum must be carefully assorted after gathering. This can be done evenings or Saturdays. The larger pieces of bark should be removed. The waste gum may be stored in barrels or boxes, but if the weather is warm, the lump gum should be put in bags and kept in water to prevent it from sticking together. A brook is ideal for this purpose. Small lots can be shipped by parcel post, but it is cheaper to ship it in barrel lots by express. It is a good idea to take a week to cruise and locate a good territory for gumming. At first, the beginner is apt to think that he could not get twenty-five pounds a day. When I first started I didn't think I would get that much in a week. Gathering spruce gum is no new "get rich quick" job. It was formerly the custom for every woodsman to bring out a bag of spruce gum when he returned from his winter's work in the woods. This custom is still followed by some, but the increasing demand for gum has caused the gathering of it to be taken up by many as a profession. It is estimated that the annual gum crop of Maine is worth a third of a million dollars. Some men make as much as $1500 a year at the business. There are three species of spruce in Maine, red, white and black, and they all yield gum. But the black spruce is the heaviest yielder as a rule.

"After a territory has once been gummed it is ready for another gumming in from four to six years. In some places it takes longer. The second crop is not so large as the first, but as a rule the product is of a higher grade. There have been some experiments made in trying to produce gum orchards, but none have been successful. Not only is the gum business profitable but it is a pleasure for the true nature lover. It takes him to the pleasant and healthful hills and forest."

There are some few other items that Newfoundland produces which I had intended dealing with in this article but I feel that I have already unduly encroached on your valuable space, and shall deal with them later.

I have gathered valuable data concerning our peat bogs, seaweed, wild cherry and dogwood bark, herbs and leaves. Newfoundland has possibilities, only the fringe of her great natural resources has been touched. Some day when we build a modern hotel at St. John's, another at Placentia, and on the West Coast, so that we can with a clear conscience invite investors to come and "look us over," Newfoundland shall come into her own. Thousands of Americans, wealthy people, who travel to Europe are waiting patiently for the day to dawn when they can visit Newfoundland be fully assured that they can get what they are accustomed to in hotel accommodation. I have told them by tongue and pen what Newfoundland offers to the tourist and they are interested, deeply interested. They have heard the story of its majestic bays and wonderful salmon rivers, its rugged scenery, its hospitable, kind-hearted people, the lure of the Northern Ocean, the cool evenings after hot days, the marvelous hunting grounds over which the lordly caribou holds sway, the balm, to the tired nerves, of the forest primeval, and most beautiful and soul stirring of all, those sunsets on the Humber. Yes, they will come in their thousands when you are ready to receive them.

J. M. DEVINE.

New Goods for Christmas Baking & Table Use.

Now is a good time while assortments are full to lay in your stock.

Crystallized & Preserving Ginger, etc.

New assortment of Crystallized and Root Ginger in Syrup just received.

PRESERVED CHINA GINGER ROOT in Syrup—jars.
PRESERVED GINGER in Syrup—1 lb. tins.
CRYSTALLIZED GINGER PIECES—1 lb. lever tins.
CRYSTALLIZED GINGER CUBES—1 lb. glasses.
CRYSTALLIZED GINGER CUBES—cardboard boxes.
CRYSTALLIZED GINGER PIECES—cardboard boxes.
GINGER CUBES in Syrup—glass.
CRYSTALLIZED GINGER PIECES—large bottles.
NEW SHELLED WALNUTS.
CRYSTALLIZED CHERRIES.
GLACE (Drained) CHERRIES.
MORELLA CHERRIES—bottles.
LEMON CRYSTALS—7 lb. tins and by the lb.
BLANCHED SPLIT ALMONDS—¼ lb. and ½ lb. tins.
GROUND SWEET ALMONDS—¼ lb. and ½ lb. tins.
ALMOND PASTE—¼ lb., ½ lb. and 1 lb. tins.
LEMON CURD for Cheese Cakes, Pie Filling, etc.—1 lb. glasses.

C. P. EAGAN,
Duckworth Street & Queen's Road

Foreman Says He Believes That It's Now Time to Talk

Dominion Steel Man Suffered Forty Years But Finds Entire Relief At Last.

"When a man has suffered forty years from stomach trouble and has given up hope of ever getting relief and then finds a medicine that overcomes his troubles, builds him up and makes him feel fine, it's time for him to talk, so I want to make a statement about Tanlac," said William Jackson, Cornish Town Road, Sydney, N.S., night locomotive foreman at the round house of the Dominion Steel Company.

"For the first time in years I'm able to enjoy a hearty meal. When I began taking Tanlac I was eating barely enough to sustain life, and no matter how careful I was about eating I suffered misery for hours afterwards. My back hurt me a good deal, too.

"Tanlac did the work for me and did it thoroughly. I feel so fine now I tell the young fellows at the round house I'm as young as any of them, and that's exactly the way I feel."

Tanlac is sold by leading druggists everywhere.

Live to be One Hundred

Ills That Are Fatal to the Majority of the Race Should and Could be Abolished.

Do you know that under favourable conditions people should live in comfort and health to the age of one hundred years or more, useful and in full possession of their faculties.

Many of the ills that are fatal to the majority of the human race should and could be abolished. There is too much illness, too much suffering, and too many premature deaths. It is natural to be healthy—yet nearly all suffering from some ill which deprives them of a part of their power.

If you could read through the thousands of books written on hygiene and health, you would realize that in the maze of technical information they contain, the one vital rule that underlies all the precepts of medicine is: Keep the stomach functioning normally.

If people would see that their digestive organs are in good order, most of the ills affecting humanity would disappear. It is easy to prevent stomach troubles—"Gastronal" the new specific for all troubles of the digestive tract is sold everywhere. Its cost is cheap; (each Gastronal bears its name to protect you against dangerous substitutes.)

If you have gas in the digestive tract, or sour stomach, or heartburn or a badly coated tongue, or bad taste in the mouth, or pimples, or a muddy skin—take one or two "Gastronal" after meals. You will be amazed at the wonderful improvement in your health.

If your dealer cannot supply you, address your order with remittance to Dr. J. O. Lambert, Limited, 396 St. Antoine St., Montreal.

The largest manufacturers of Cough Syrup in the British Empire.

nov16,w,tf

R. N. R.'s Meet.

There was a large attendance of ex-Royal Naval Reserve men at a meeting held in the L.S.P.U. Hall last night. The meeting was called for the purpose of considering the formation of an association independent of the G.W.V.A. After considerable discussion, the matter was allowed to stand in abeyance for two or three weeks. Before the close of the meeting a deputation was appointed to interview the Prime Minister.

"K" BOOTS! We have just received a new shipment of these famous British Made Boots. F. SMALLWOOD, "K" Agency for Nfld.—nov25,tf

When making plum pudding, grease the cover of the mold as well as the mold itself.

MINARD'S LINIMENT USED BY VETERINARIES.

A Delicious Appetizing Bite

NORTH'S STAR BACON

Fresh from Boston every fortnight.

With a crisp piece of Bacon, a cup of Arbuckle's Breakfast Coffee or Cleveland's Health Cocoa, you will start the day right.

The following firms will be pleased to serve you:—

AYRE & SONS
W. E. BEARNS
M. F. CAUL
C. P. EAGAN
ELLIS & CO., LTD.
E. J. HORWOOD
J. J. MULCAHY
ROYAL STORES
J. D. RYAN
STEER BROS.

J. B. ORR CO. Ltd.,
IMPORTERS.

nov26,28,30,dec3

MOREY'S Coal is Good Coal!

The latest arrival from North Sydney, schr. "Netherton", with

400 tons Best Screened N. S. Coal,

sent home while discharging at $16.50 per ton.

IN STOCK:

Best Screened North Sydney & American Anthracite.

All sizes, at current rates.

M. Morey & Co., Ltd.

apr21,eod,tf

RED CROSS LINE.

NEW YORK—HALIFAX—ST. JOHN'S.

The S. S. ROSALIND will sail from New York on Wednesday, November 30th.

This steamer has excellent accommodation and carries both First and Second Class Passengers.

Through tickets issued to Boston via The Dominion Atlantic Railway at considerably reduced rates.

Through rates quoted to any port.

For further information re passage, fares, freight rates, etc., apply to

HARVEY & COMPANY, LIMITED.
St. John's, Nfld., Agents.

300 brls. Choice N. S. Apples,
75 Boxes California Oranges,
(all counts)
50 Kegs Green Grapes.
PRICES RIGHT.

BURT and LAWRENCE.

DR. LEHR,
Dentist,
329 Water St.

RECOGNITION.

The care of the teeth is now recognized as a necessity. In fact the large hospitals all over the world examine the patients' teeth and where it is possible put them in good condition before attempting a surgical operation. Experience has shown that the patient has a better chance for recovery with a clean healthy mouth than without it." This ought to convince the most skeptical that care of the teeth is requisite to health.

oct31,eod,tf

J. J. St. John

Our Prices are Away Down.

FLOUR—5 Roses, 75c stone (Very best)
POTATOES . . . .10c. gall. (Large Local)
CABBAGE . . . . . 5c. lb. (Green Holyrood)
BACON . . . . . .40c. lb. (Finest grade)
BUTTER . . . . . .55c. lb. (Best Canadian)
MOLASSES . . . .90c. gall. (Fancy)
BEEF . . . . . .12c. lb. (Very best)
SPARE RIBS . . . .15c. lb. (Very choice)
PORK . . . . . .20c. lb. (Ham Butt, small pieces)

J. J. St. John
Duckworth St. and Le-Marchant Road.

PUBLIC NOTICE.

Under the provisions of Chapter 35 of the Consolidated Statutes of Newfoundland, Third Series, entitled "Of the Postal and Telegraph Service," and upon the recommendation of the Board appointed under Section 101 thereof, Public Notice is hereby given that, three months after date, Proclamation will issue for the re-naming of places as under, that is to say:—

1. Broom's Bottom, District of St. George to be regarded as part of York Harbour, and in future both these settlements to be known by the latter name.
2. Horse Cove, near Portugal Cove, Conception Bay, to be re-named St. Thomas's.
3. Caplin Bay, District of Ferryland, to be re-named Calvert.
4. Harcourt and Somerset, Smith's Sound, Trinity Bay, to be regarded as one settlement, and to be re-named Hollingside.

R. A. SQUIRES,
Colonial Secretary.

Dept. of the Colonial Secretary,
Oct. 25th, 1921. oct26,13i,w

The Guardian Angel.

A little girl travelling in a sleeping-car with her parents greatly objected to being put in an upper berth.

She was assured that papa, mamma, and her guardian angel would watch over her.

She was settled in her berth at last, and the passengers were quiet for the night when a small voice piped:

"Mamma?"

"Yes, dear?"

"You there?"

"Yes, I'm here. Now go to sleep."

"Papa, you there?"

"Yes, I'm here. Go to sleep like a good girl."

This continued at intervals for some time, until a fellow-passenger lost patience and roared out:

"Yes," confound you, we'll all here! Your father and mother and brothers and sisters and uncles and aunts and first cousins—all here! Now go to sleep."

There was a brief pause after this explosion, then the tiny voice piped up again:

"Mamma!"

"Well?"

"Was that the guardian angel?"

MINARD'S LINIMENT USED BY VETERINARIES.