

# Simms Sees Back of Present Commercial Depression Broken and Significance In Maritime Consciousness Awakening

Continued from preceding page.

"The Board is equipped to supply all information with regard to foreign tariff, documents, etc., and the demand for such information has recently increased most hopefully."

## WEST INDIES AGREEMENT.

"Our Board is alive to the importance of West Indian trade. Our committee in connection with the trade agreement did splendid work under the leadership of Mr. A. F. Blake, views being submitted to the Dominion Government at their request. We had the pleasure of entertaining the West Indies delegates on the 12th to 17th of June. Some of our local industries are doing well in this field."

## AGRICULTURE.

"Mr. Scandlers has compiled some very startling figures indicating the enormous extent to which we import farm products, which our own soil and climate are particularly adapted to produce. He also has shown the marked advantage in freight cost alone in dairying and meat products in the British market over the Prairie provinces which are successfully exploiting same."

"Mr. Scandlers was markedly successful in the Board's efforts in organizing practical co-operation with the contiguous agricultural interests and feels that perhaps our greatest opportunities for generating prosperity in New Brunswick is by furnishing inspiration and leadership in this field. "The problem of immigration is closely allied with that of agriculture. The complete absence of organized effort in our province is a condition that must be overcome. Here again our board has a great opportunity for service. "The subject of minerals has also had considerable study by the board's industrial committee, in which Dr. McIntosh gave valuable advice and guidance. Recent geological surveys indicate possibilities far beyond anything we have imagined. Mr. Scandlers has some constructive suggestions for the board's consideration during the coming year."

## TOURIST EFFORT.

"The State of Maine estimated the income from this source to be worth between \$85,000,000 and \$90,000,000 last year. New Brunswick has been blessed by nature with riches in scenery far beyond anything Maine can boast of. The encouraging increase in tourists during this year is but a small fraction of its possibilities. As a result of several meetings, it is certain that next year on a real basis for effective work; ensuring the realization of adequate resources to meet this great opportunity. Colonel Massie has been acting for the board in these matters."

## PUBLICITY.

"In spite of absence of suitable local publicity matter, a lack that we are arranging to take care of, much valuable publicity has been secured at small cost through the medium of articles to newspapers, magazines, etc., local advantage having been taken of these opportunities. There is still a surprising ignorance as to even our very location. Never, however, has there been so much invaluable publicity given us as the present Maritime effort has engendered. The whole country has awakened to Maritime existence. "Among other matters having the attention of the board was a discriminatory sales tax on canned fish, operation with the Commercial Protective Association and stampage reduction for the lumbermen. "One might as well claim that there were not enough steps and keys in a pipe organ to produce harmony as to claim that with all the potential opportunities touched on in this report there are no bright prospects ahead for the Maritimes or no opening for the virile, courageous and soundly ambitious young men."

## LOSS FROM EMIGRATION.

"Perhaps it is not always a loss when young people merely seeking the glitter of gay lights in great cities and large pay for little labor, leave us for distant green fields. But it is a terrible loss when young men with sincere ambition to be of real service in life, feel they must turn their backs regretfully on these provinces and their contribution elsewhere. Possibly some have failed to see opportunities that lay to hand where others have remained and succeeded. If our best citizens must help to develop these resources and point the way to a worthwhile stake in our home land. "Possibly a false conception of the goals most to be sought after by yielding the most worthwhile rewards in life has been responsible for the trend of many to distant parts who have frequently failed to arrive at any desirable haven in years of wandering. Here again, may not there be a challenge to us to engender a new loyalty to this marvelous country of ours, a new appreciation of the wondrous heritage God has given us and that here amidst our beautiful rivers and hills, lakes and valleys, a man and his mate may have unfolded to them in a setting unsurpassed, the deep meaning of the truth that life consisteth not in the things a man possesseth. "Our Empire would never have grown to greatness, nor our forefathers have pioneered in the New World without the life of ease and the luxuries of life had been even a minor factor in their decisions. On the other hand, devoted devotion to lives of blind drudgery is both unnecessary in this land and a positive menace to prospective immigration."

## BROAD VISION OF SERVICE.

"Possibly the most significant factor in the year's exceptional activities of our board has been the new emphasis on a truth but dimly recognized heretofore, that we cannot even serve our own civic interests well unless we are possessed with a broad vision of service, as an indispensable part of our purpose and of our great Dominion. "When your president brought back his recommendation to you from Windsor, Ont., despite the fact that he was so well fortified with information and endorsement from prominent people, he was not at all blind to the particular responsibility he was assuming in case our members' recommendations to us were based on the premise that no ac-

## Captain Calls Bay of Fundy And This Port Easy To Enter

THE Cunard Line steamship Verania arrived in port yesterday morning from London and opened the London-Saint John service for the 1926-26 season. The ship is docked at No. 1 berth, Sand Point and is consigned to Robert Reford Company.

The Verania is in command of Captain Wray, who is making his first voyage to this port and, uncollected, was outspoken in giving a real boost for the Bay of Fundy and the Port of Saint John. Captain Wray said that he had made a good voyage from London despite some heavy head winds and seas. Captain Wray further stated that he had heard that the Bay of Fundy and the Port of Saint John were hard to enter but he was now satisfied that such information had been wrong and, although he experienced some bad weather coming up the Bay on Wednesday night, he was agreeably impressed with the easy manner he experienced in bringing his ship to Partridge Island and then into port, and he considered Saint John far superior in regard to safe navigation over very many other ports that he has been obliged to enter during his time as a navigator. The Verania will load general cargo and is expected to sail for London direct on Wednesday next.

tion be taken unless you were prepared to have faith and patience to wait three years for tangible results. Our troubles were chronic and such ill do not yield easily to treatment. It seemed too much to expect that a few months would furnish any certain index as to the wisdom of our choice. "Imagine, therefore, the keen sense of satisfaction that was mine, while still realizing that the fringe has but been touched, in watching Mr. Scandlers impart an ever-growing new faith and hope and purposefulness to our council as new facts were brought to light and new possibilities unfolded before us, then to observe it slowly but surely permeating other members of our board community and province. Then, to note the fine service rendered at Moncton and Charlottetown and Winnipeg and in the latter place to note the entire and prestige that, possessing in so many important quarters, he so effectively transmitted to our board, as he imparted his enthusiastic admiration for and faith in the Maritime Province to his many acquaintances. A prominent member of his former board expressed it in my hearing, "Why you're where you should have been all along anyway," and turning to me, "He never would stop talking of the wonders of that province of yours down there."

CO-OPERATION OF MEMBERS. "But even a man like F. MacIntosh Scandlers can accomplish little by himself and we are learning how much store he sets on the hearty co-operation of our members. "A year ago I accepted this position, keenly appreciative of the honor you so persistently proffered but with serious misgivings as to my capacity to render an acceptable service in the face of a rather heavy responsibilities. Never was a hearty assurance of support more magnificently carried out than that furnished me by our vice-president and council. I am deeply appreciative of your patience, kindness and renewed evidence of confidence. It is a high privilege of which any man might be proud to be entrusted with the leadership of such a body of men, backed by such a staff, for another year. I confidently look forward to a record of worthwhile accomplishment in 1926 unsurpassed in any year of our upwards of a century of endeavor."

## CALLS SPLENDID RECORD.

A. R. Wetmore, in moving the acceptance of the report, declared that it was a splendid record of what had been accomplished and what it was hoped to accomplish in the future. W. F. Burdett seconded and endorsed the motion.

The financial report was read by A. L. Foster, chairman of the finance committee, in the absence of the treasurer. It was in part as follows:

"As chairman of the finance committee, I have granted leave of absence to Miss Magee and as such submit the report of receipts and expenditures for the year ending Nov. 14, 1925, attached hereto, together with particulars of the building account and the auditors' report."

"The statement reveals that we have absorbed \$4,000 of the \$5,000 carried over from previous years and invested in bonds. One thousand of this was used for general expenses the first of the year and \$3,000 to pay R. E. Armstrong a cash gratuity on his retirement. "I estimate that the requirements of your Board for the coming year will be about \$18,000 to cover bare necessities. To meet this we have individual subscriptions of \$1,000, as well as the one thousand for the following year, which with the usual amount of \$4,000 for memberships would make up this amount."

"For the Board to function to its full capacity and efficiency, it should have its funds augmented to some extent and I suggest to the incoming Council that they give early consideration to the best methods of bringing this about either by a canvass for a much fuller and more individual membership or personal subscriptions."

## FINANCIAL STATEMENT.

Following is statement of receipts and expenditures for the year ending Nov. 14, 1925:

Receipts.	
Balance forward 1924, cash and bonds	\$5,000.00
Interest on bonds	601.25
Membership fees	4,965.00
General subscription	7,508.25
Special receipts	64.50
Rent received from tenants in building	1,206.25
	\$19,325.25
Expenditure.	
Operation of building	\$3,114.92
Subscriptions to periodicals	180.84
Salaries:	
R. E. Armstrong	\$5,275.00
M. O. Magee	787.80
F. McC. Scandlers	4,555.61
Staff	268.00
	10,886.01
Postage and revenue	106.06
General expenses:	
Office furnishing	\$164.80
Repairs to office	122.99
Typewriters purchased	257.50
Insurance	12.75
Travelling expenses	67.50
Club dues	87.50
Other dues	85.00
Telegrams and Td.	\$20.97
Entertainment	41.00
Printing and stationery	333.39
Sundries	226.98
Exchange	4.63
	2,296.62
Balance Bank of Nova Scotia	1,578.55
Balance cash on hand and Bond	1,093.75
	\$1,935.55

Memo of Building Account.  
Total expenditures for year...\$31,114.92  
Rent received from tenants...1,206.25  
Net cost of operation...\$1,807.79

Moved-Colonel A. E. Massie, D.S.O., leaved the acceptance of the report.

MR. SCANDLERS SPEAKS.

F. MacIntosh Scandlers, commissioner of the Board, in opening his remarks, declared that his coming here had been the attainment of a long ambition. It was not merely the beauty of the country or the charm of the people which attracted him; there was also his belief in the inherent greatness of New Brunswick.

The province was potentially great and human efforts alone could make it material so.

He thanked the members for their

support and declared that the co-operation afforded him had been greater than any he had experienced before coming here. If he failed in his work it would be his own fault, he declared.

There were no insuperable problems before the people. "There is no question that the province possesses all the possibilities of intense prosperity," he asserted.

## GIFTS IN POTENTIAL FORM.

All good gifts were in potential form. The fish were in the sea and we must catch them; the minerals were in the ground and people must mine and smelt them; the lumber was in the woods and must be brought out; the soil was fertile but needed the tillage and working of human hands to produce and the individual possibilities were the same.

"Agriculture is the basis of wealth," he said, and added, "Providence has piped to us but we have not danced" in declaring that the business community had not grasped the fact that agriculture and commerce were interdependent.

"What is New Brunswick doing?" he asked. The province imported 3,228,398 dozen eggs, 346,229 pounds of cheese, 1,460,000 pounds of butter, 3,100,000 pounds of oatmeal, 333,000 barrels of flour, 115,000 cans of fruit and vegetables, 3,330,000 pounds of meat and 247,000 worth of poultry in a year.

The average production of vegetables in the province was \$1.95 worth per capita of population and, of this amount, the farmer consumed about 75 per cent. In addition, the number of pure bred stock was very small in proportion to the amount of livestock kept.

During the last ten years, the speaker continued, the areas of deserted farms had increased 422 square miles.

If the province were merely raising enough agriculture products to feed itself, agriculture would be prosperous and business would prosper along with it. This would keep the young people at home and would attract immigration to the province.

He pointed to the case of Saskatchewan, where the farmers were getting only about 32 cents a pound for their butter fat compared to 42 to 47 cents a pound in New Brunswick. Ten years ago had been almost impossible to get a drink of milk in Saskatchewan and last year they had produced 38,000,000 pounds of butter.

New Brunswick should be the Dominion of Canada, the speaker declared. It had all the advantages to be asked for with the addition of a short haul to the seaboard.

## ADVANTAGE TO FARMER.

In regard to beef cattle, he declared that the banks of the Saint John river were dotted with steers ten years ago and that today they were few and far between. He spoke of the cost of \$15 to ship a steer to Saint John from the west and of the

loss of weight during the journey. This gave the Maritime farmer a great advantage.

There were large areas particularly adapted to the growing of the finest apple in the world. It was asserted. The fish could not be beaten anywhere and the province could raise the finest grade of mutton known, he said. The last named industry was making slow progress.

Mr. Scandlers declared that the great need was for standardization and that the world was waiting for our products.

He believed the time had arrived for a great agricultural revival and thought the business men should make themselves the force behind it and help the farmers with their problems of marketing and distribution.

## MINERAL WEALTH.

The people of the province had too long accepted the word of some geologist who had come here 60 years ago and declared that there was no mineral wealth. He knew of 48 kinds of minerals in New Brunswick and had been informed on good authority that recent discoveries, if made public, were of such a nature as to cause a great rush here.

Prospectors were needed to find the minerals, he declared, and spoke of the schools for mineral prospectors kept up by Ontario.

In regard to the fishing industry, New Brunswick had produced \$4,548,338 worth in 1923 but this amount should be trebled or quadrupled. He hoped that the fish drying plant in Saint John would be in operation during the coming year.

## IMMIGRATION NEEDS.

Speaking of immigration, he declared that the authorities would not know what to do if 20 immigrants arrived in the city at one time. They had no organization to handle them. It was true, he went on, that New Brunswick had been paying its share of the Dominion's costs and getting nothing for it but some way must be found to replenish the gaps left by the exodus from the farms. It was up to the business men to get behind the problem.

A lot more should be done to encourage tourist business, he said, and he believed that the present Government was seriously considering the question.

The people should get rid of their negative attitude towards their own province and become imbued with a sane optimism. All should work together to help this part of the country reach its destiny.

He believed the feeling here was the result of the long accumulation of appointments in Confederation but the people must forget these. He closed by declaring that more time must be spent on the province's problems and less on strict party politics if prosperity were looked for.

## J. D. MCKENNA SPEAKS.

J. D. McKenna gave the meeting a short outline of what had been accomplished by the representatives of The Telegraph-Journal and Times-Star in their efforts to bring about a national consciousness.

They had gone out more to discover

the attitude of the rest of Canada to the Maritimes than to advertise these provinces. They had explained what they had hoped for from Confederation and what they had not received. As a result, the people of Canada and the press of Canada were now behind the Maritimes.

He agreed with Mr. Scandlers that nothing would put the Maritime Provinces on their feet more quickly than the commonsense development of agriculture.

He believed that a great deal had been accomplished at the Winnipeg conference and thought this was evidenced by the fact that the resolutions advanced had met unanimous support.

While the Maritimes were being told they were always asking for something, he would like to remind the others that these provinces had pledged themselves for \$476,000,000 for the development of

the railways and canals of the Dominion. Of this amount only \$181,000,000 had been spent in the Maritimes. The same disparity in favor of Upper Canada would be found in other public works, he said. The Maritimes were not begging.

A. H. Wetmore suggested that, in the early part of the year when a great many firms were having their printing done, a reminder of the advantages of writing "Saint John" instead of the former abbreviation might not be remiss.

A. L. Foster said he had been favorably impressed with the fact that the discussions at the meeting had been provincial, Maritime and Dominion in their scope rather than relative to Saint John alone. Too many times in the past, he declared, he had felt while on delegation that it was a case of Saint John against the rest of New Brunswick.



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