

The St. John Standard

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ST. JOHN, N. B., FRIDAY, SEPTEMBER 19, 1913.

WELCOME TO MR. HAZEN.

Hon. J. D. Hazen returned to his home city last evening after a lengthy trip to the Pacific Coast. He will be heartily welcomed today by hundreds of admirers and friends. In securing the construction of the grain conveyors at Sand Point by the Dominion Government Mr. Hazen has accomplished more for this community than any other Minister of the Crown, in respect of politics, who has previously represented New Brunswick at Ottawa, and he deserves the highest credit from all citizens interested in this port.

In another column of this newspaper Mr. Hazen is quoted to the effect that work on the conveyors will be commenced at once and the department engineers believe the new facilities will be completed before there is any serious need for them.

Coming direct from the West, where, Liberal papers claim, the party of Laurier is making great strides, the Minister of Marine does not appear to be worrying much over the prospect of Government losses west of the Great Lakes. On the contrary he strangely is of the opinion that the Government is increasing in popularity there. Possibly, in the press of departmental duties he has quite forgotten to read the Telegraph or the Times. Those journals have declared that the Liberals are gaining ground in the West and it is inconceivable that the organs of Mr. Pugsley, taking their pattern from him, could be guilty of uttering anything but the unblended truth.

"BUY YOUR GOODS AT HOME."

Considerable interest has been aroused in an article published in this column yesterday morning advising the workers of New Brunswick to purchase their goods at home whenever possible, and thus save to the merchants doing business in this province the thousands of dollars sent annually to build up the great mail order houses in Upper Canada.

Yesterday's afternoon mail brought to The Standard several letters, the writers of which, while agreeing with the stand taken by this newspaper, complained that the retail merchants themselves did not set the example to their customers.

One writer asks: Do the retail merchants—yes! and the wholesalers as well—who desire to have the trade of the mail order houses, patronize the manufacturers in New Brunswick as generously as they should? Are they buying and selling local-made goods? or are they importing goods from other centres to compete with the product of the local manufacturer? Should the local merchant not be educated to the necessity of patronizing the local manufacturer, as well as the consumer taught to support the local merchant? Do the local merchants buy their printed stationery, used in their business, from the local printer, or do they send to Toronto or some other outside city for their printed goods? Are they buying their show cases and store fixtures at home or sending to Toronto for them? Are they buying local-made cigars, stoves, wire fencing, nails, bolts, edged tools, brushes, boots, paper boxes, caps, clothing, confectionery, biscuits, soaps, engines, brass castings, etc? Does not the sale of these articles by outside firms affect the local manufacturer just as much as the business of the mail order houses cuts into the retail merchant?

Another writer asks much the same questions, while others merely content themselves with approving The Standard's position.

Unfortunately there is far too much ground for the above complaint. Local merchants buy from other cities quite a number of articles that might as well be purchased at home, but, again, they cannot limit their stocks to the articles manufactured in St. John. It would be the poorest business for a merchant to refuse to stock a well known and widely advertised line of boots and shoes because there was a competing line manufactured here. The consumer, after all, has it in his own hands to apply the remedy. The retail merchant will stock the goods for which he has the largest sale and if the consumer, in ordering, favors the product of local factories the retailer will soon find he must either stock that product or lose his trade. This, in turn, will also apply to the wholesale dealer; so it comes back to the consumer after all.

In the consideration of articles purchased by retail merchants for their own use, or consumption, the retailer there becomes the consumer and the remarks directed yesterday to the patrons of the mail order houses apply with equal force to him. If he can procure as good show cases, fixtures or printed stationery in his home town as he can in Montreal or Toronto, even if the cost may be a trifle higher, it is his duty to patronize home industry. Any reform along this line must be participated in by all in order that all may benefit. It is a known fact that commercial travellers representing New Brunswick firms encounter the competition of the

mail order house at practically every stage. The retailers in the smaller towns sell less goods because of the inroads of the Upper Canadian houses and the slaughter prices at which they can dispose of their wares. As dealers in the smaller towns are affected, the St. John wholesalers also suffer, and the result is that all are doing less business than they would do if the mail order habit had not obtained such a grip on the people of this province.

The attention of the merchants composing the Board of Trade is respectfully directed to this problem. They, undoubtedly, are opposed to the idea of the workmen of the province spending their money in Upper Canada, but are they, in their own business, patronizing local industries as largely as they might? With the slogan, "Buy St. John," kept in mind by everyone, much might be done to improve general business conditions in this city. The Board of Trade is making an earnest and praiseworthy effort to attract new industries. There is also opportunity for the same organization to do excellent and effective work in developing the business of those now here.

OUR GLORIOUS PAST.

In tribute to the United Empire Loyalists, a tablet to their memory will be unveiled in Trinity church on Sunday morning. History tells us that the loyal men who founded St. John made their first landing here in 1783. One hundred and thirty years later their memory is honored by the tablet which will be unveiled on Sunday. While it is indeed a beautiful and fitting tribute the impression persists that it has been too long delayed. St. John is rich in spots where history has been made. They might well all be marked by tablets or in some other way.

One of the most interesting pleasures in store for the visitor to the great city of Montreal is to stumble upon these tablets in the most unexpected places. For instance, on the side of a mammoth structure given over to commercial purposes appears a small modest stone conveying the information that the site on which the skyscraper now stands was once occupied by the temporary residence of the founder of Detroit. And there are many other tablets of equal interest. The picturesque romance of the history of Canada is always preserved for the student in the writings of men who have become famous in the world of letters, but more should be done to remind all the people of this great nation that, while they are looking to a glorious future, they should not forget their obligations to the equally glorious past.

One fact in connection with Premier Borden's account of his stewardship, given before his constituents in Halifax, seems to have escaped the attention of Liberal writers. The Premier was entirely historical and his words were strictly true. It may properly be asked whether Sir Wilfrid Laurier, or Mr. Pugsley, could afford to take the same course. Could Sir Wilfrid truthfully point with pride to his opposition to the Naval Aid Bill, or does Mr. Pugsley dare to go into intimate particulars into his own stand at the last session of parliament?

Members of the Canadian Manufacturers' Association will be with us to-night and remain for a few hours tomorrow. They will be cordially welcomed, and it is only to be regretted that they have not a longer time in which to view St. John. They should carry back to their homes the impression of a busy, prosperous and hospitable community.

CURRENT COMMENT

The Liberal Blockers. (Mail and Empire). Addressing the Canadian Club at Winnipeg, Right Hon. Herbert Samuel, the British Postmaster-General, said: "If war should come and Great Britain should be attacked on the water, it would be too late then to devise your naval policy to assist in the defence of the Empire." But do the Laurier politicians want to assist in the defence of the Empire? Up to the present they have blocked immediate and effective aid.

State Rights May be Public Wrong. (Brantford Expositor). A man who is adjudged a lunatic in one state ought to be a lunatic in any other state of the same country, and if he escapes from a place of detention ought to be promptly returnable to such place without legal formalities. This is the situation in Canada, and ought to be the situation in the United States, where the doctrine of state rights seems to be carried to an absurdity.

Evidence of True Affection. (Toronto Blade). Love must have a firm grip on the soul of the woman who waits two hours for a lazier husband to come home for supper.

Party Government. (Victoria Times). The most ardent supporters of the system freely admit its defects, but nobody has immortalized himself so far as to suggest a feasible substitute.

DIARY OF EVENTS

HISTORIC DAYS IN CANADA

Charles Powell Thompson, Lord Sydenham, Governor-General of Canada, died seventy-two years ago today, Sept. 19, 1841, from injuries caused by an accidental fall from a horse. He had begun his duties as Governor of Canada about two years before, and had shown great tact, ability and statesmanship in dealing with the many and varied problems then confronting Canada. Under his regime, in 1840, the Upper and Lower Provinces were reunited, and he had already taken the first steps toward the working out of a system of real responsible government when death intervened. It is the opinion of most historians, Lord Sydenham would have found a conciliatory way out of the difficulties which were soon to arise about one of the most stormy periods in Canadian political history. His successor, Sir Charles Bagot, who assumed the governorship in the following October, attempted to carry on the Sydenham policies, but he, too, died before his work was more than commenced. The struggle for responsible government in Canada reached a crisis during the administration of Sir Charles Metcalfe, who assumed the governorship in 1843, and that of the Earl of Selkirk. Among the many able statesmen who have governed Canada, Lord Sydenham is entitled to a place in the front rank, and his sudden death was a great blow to the country.

THE PASSING DAY

BATTLE OF CHICKAMAUGA.

Just fifty years ago today the armies of the Union and the Confederacy fought each other in battle order on Chickamauga Creek, in Tennessee, and began a series of engagements that were among the most spectacular and deadly in the history of warfare. The stand of Thomas against the onrush of the Confederate forces earned for him the title of "Rock of Chickamauga." "Fighting Joe" Hooker's famous "Battle Above the Clouds," and the charge of the "Blue Devils" among the tragic dramas enacted by warring hosts on this grim, mountainous theatre of war.

The semi-centenary of Chickamauga will be fittingly celebrated today and tomorrow by the Union veterans gathered in Chattanooga, Tenn., in the forty-seventh national encampment of the Grand Army of the Republic, and by the Confederates who have met with them. A sham battle between remnants of the regular army of a reunited nation, re-enacting the deadly struggle on Chickamauga battlefield half a century ago, and a reproduction of the "Battle Above the Clouds" in fireworks, are spectacular features of the Chattanooga program.

THE HUMAN PROCESSION

CLEANLINESS MADE HIM

WEALTHY AND FAMOUS. Sir William Lever, the famous English manufacturer of soap, who lately bought Stafford House from the Duke of Devonshire to preserve his historic edifice to the nation as a museum, will celebrate his sixty-second birthday today. Soap grease and printers' ink were the ingredients used by Sir William in working out his formula for success. He was born in Lancashire, and at sixteen began his business career in his father's shop at Bolton. Ten years later he laid the foundation of the great business which is now known all over the world, and which has made its proprietor a multi-millionaire and a baronet. The great soap works at Litheridge, and his "model" manufacturing, are numbered among the "sights" of England.

Sir William attributes his success to making good soap and advertising it effectively. His firm was among the first to realize the possibilities of newspapers in securing general publicity. He is also a firm believer in the co-operative and profit-sharing principles, and has put his theories into effect at Port Sunlight, where the employees of his firm live in the happiest conditions. This "model town" is the most successful co-operative enterprise in the world. Despite this division of profits with his workmen, Sir William has managed to accumulate a fortune estimated at not less than \$200,000,000, which gives him a place among the world's richest men.

The first requisite of successful co-operation," said Sir William recently, "is a high class management, and that can be fostered in any way. The policy of the business must be free from any interference of the rank and file. In schemes of this kind there must be no mandarin sentiment. No faddist ideas must be allowed to govern the business."

Sir William has spent several years in the House of Commons as a Liberal. He is interested in many scientific and charitable organizations, and chairman of the Liverpool Tropical School of Medicine. He has factories in Africa as well as in England. Lady Lever, whom he married in 1874, died about two months ago.

A YOUNG AUTHOR.

Louis Joseph Vance, author of "The Black Bag," "The Bronze Bell," "The Brass Bell," and other double-B romances, is still a young man with a long career of serial rights and royalties ahead of him. He was born in Washington thirty-four years ago today, and was educated in Brooklyn. His first ambition was to become an illustration, and it was while studying art in New York that he met, loved and married the lady who is now Mrs. Vance. Soon after their marriage, in 1888, Mr. Vance abandoned art to work as a clerk in the office of a public service corporation at a salary of \$20 a week. In 1890 a son was born to the happy but poor couple. "It was," says Mr. Vance, "a very important event, not only in my life but in the history of American letters. No one appreciates that as much as I do. If it hadn't been for the responsibilities (a polite way of spelling debts), of fatherhood it might never have occurred to me that people made money by writing stories." Mr. Vance's first short story appeared in a magazine several years ago, but his second effort was quickly disposed of for \$25. For some time he continued to draw his wage as a clerk, and devoted his nights to literature. His first big success was scored in 1905 with "Terence C'Rourke, Gentleman Adventurer." Since then his spectacular romances have gained a wide vogue, and the author is no longer the slave of a soulless corporation.

OPHELIA'S SLATE



IN LIGHTER VEIN

Office Sarcasm.
 Mr. Footlet—Believe me some day I'll be boss of this office.
 Miss Typist—Is the office boy thinking of leaving?
An Important Matter.
 "The question is," said the young M. D., "how long can we keep him alive?"
 "And stick," added the elder M. D., collectively—Laid.
Second Nature.
 "How gracefully that man seems to eat corn on the cob."
 "Yes, but he ought to. He's a piccolo player."—Detroit Free Press.
Both Alike.
 Mrs. Bailey—"Hats are to be simply trimmed this year."
 Bailey—"How about husbands?"
 Mrs. Bailey—"Simply trimmed, all so."—Judge.
Took Three Lessons.
 Arthur—I'm a graduate of a correspondence school of swimming.
 Alice—Then why are you afraid to venture in?
 Arthur—I haven't got my diploma with me; you know, it's in the shape of a life preserver.
Genealogical.
 There was a man in our town Who found his name was Mud; He ran into a family tree And lost one-half his blood. And when he found what he had done, With all his might and main He ran into another tree And got it back again.
 —McLurg-Wilson.
Then and Now.
 It used to be the naughty men Who seek the corners rainy days. And, from an awning's shelter, then Would rudely gaze and gaze and gaze.
 But now the rainstorms drive them in; The sunshine brings them out on the run. And, with a bold and brazen grin, They calmly gaze against the sun.
 —Wilbur D. Nesbit.

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OPPORTUNITY

FOR GREATER

FRENCH TRADE

Hon. Philippe Roy, Canada

an Commissioner

France, Believes Exce

lent Chance Exists.

That there are considerable possibilities of much greater trade development between Canada and France, the opinion of Hon. Philippe Roy, Canadian commissioner to France, arrived in the city yesterday on first visit to the Maritime Provinces. "There is a very friendly feeling between France and England at present, and the French people are watching with interest the rapid development of Canada," said Mr. Roy, reporter of The Standard. "But trade matters sentiment is not sufficient. There is a good market in France, but to sell there, it is necessary to study the market needs, the ways of doing things in France. Some Canadian pulp is being exported to France, and there is a good market there for Canadian apples. The chief exports from Canada to France at present are agricultural products.

A Lumber Market.

"Trade statistics do not give a true idea of the state of trade between France and Canada. Many Canadian products shipped to England are re-shipped to France. I believe a good deal of the famous cheese sold in France comes from Canada via England.

France is a large importer of lumber, principally from the Baltic states. New Brunswick might find a market for lumber there, but French are used to lumber in certain sizes and you would have to give them what they are used to."

Mr. Roy said he expected that for very long the big French Transatlantic Steamship Company would probably again start a service between France and Canada, and its boats would so doubt come to St. John in winter. The French company put on a big boat between Havre and Montreal some time ago, but it drew it after a few trips, partly because it needed the boat for its New York service, and partly because could not get satisfactory wharf accommodation at Montreal.

Yesterday Mr. Roy in company with Mayor Frink, Senator Thorne, Mr. Daniel, Hon. John E. Wilson, L. P. D. Tilley made a trip about harbor in the government steamer Curlew. He was much impressed by the developments in progress here, and expressed the opinion that John was destined to be a very important city, as the growth of the migration which in former years came out from here to the west is practically at an end.

Mr. Roy sees the possibilities of the development of the pulp and paper making, and in iron and steel manufacturing in the Maritime Provinces. He is his intention also to visit plants of the Dominion Iron and Steel Co. at Sydney, and the mining development and possibilities of Cape Breton. From Sydney Mr. Roy will go to Montreal, and will visit his old home near Quebec City, before leaving for France, to which he expects to return about the 1st of October. Mr. Roy has lived fifteen years in Western Canada and represented the Province of Alberta in the Senate.

Impressed with Country.

The steady industrial and agricultural development in this part of Canada impressed Mr. Roy with the belief that for the first time the profit of the Maritime Provinces will commensurate with that of the west of Canada, and that the tide of migration which in former years came out from here to the west is practically at an end.

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NEW COMPANIES.

Messrs. George Sergeant, Jr., R. McClain, Webster F. Williams, Colin B. Davis and William E. Colwell of New York, are applying for incorporation in the Royal Gazette week as the Canadian Coal Company Limited, with an authorized capital of \$150,000 and head office at Salmon Harbor, Queens County.

J. Durick, Harry G. Weeks, James Neil, Charles A. Nevins and Charles T. Nevins, all of St. John, are applying for incorporation as the Electric Garage and Supply Company, Limited, with an authorized capital of \$24,000, and head office at St. John.

Messrs. Donald F. Pidgeon, Eme Bishop, William B. Tennant, Angus McDonald and W. Henry Harrison of St. John, are applying for incorporation as the Bay Shore Supply Company, with an authorized capital of \$20,000.

BANK CLEARINGS

St. John.

Bank clearings for the week ending Sept. 16th, are \$1,499,877, and for corresponding week last year \$1,909,000.

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