

SUBSTANTIAL REDUCTION IN CHARGES ON FREIGHT FOR NEAREST HARBORS WANTED

New Tariff of Roads Should be Applied Evenly to and From Saint John, West Saint John, Halifax, Montreal, Quebec

SYDNEY SEEKS MORE SHIP SERVICES

Subvention on Water Carriage of Coal, Duties' Revision Upon Iron and Steel Products Advocated By Board of Trade

CHARLOTTETOWN, P. E. I., Nov. 5.—At this morning's session of the Maritime Board of Trade, Cape Breton Island was heard from through John Pilkington, of North Sydney, N. S., who submitted a brief on Maritime problems, prepared by the Associated Boards of Trades of that island.

A resolution was adopted asking that Maritime exporters and importers be granted a substantial reduction in railway freight rates to the nearest seaports and that the established rates be applied equally to and from Saint John, West Saint John, Halifax, Montreal and Quebec throughout the year.

Mr. Pilkington asked that the improved steamer service under the West Indies Treaty should be extended to include regular calls at Sydney harbor, at least in summer. Other demands set forth were an improved train service for fish shipments from Sydney to points west, also that Sydney and North Sydney would be placed upon the same basis as Halifax and Saint John in regard to local freight through rates and export rates.

DEPUTY MINISTER ASKED. The appointing of a deputy minister of fisheries under the Marine and Fisheries Department with separate office and staff, an experimental office in Cape Breton for the appointment of competent trades agents in Newfoundland, St. Pierre, United States and the West Indies Islands and other foreign countries, the carrying out of the government's policy of encouraging the erection of by-product coking plants, the amplifying of the subvention granted in respect to coal shipments by rail going westward to Nova Scotia, also the granting of a subvention of water carriage of coal beyond Montreal and coal used by the railways, the revision of the customs tariff upon iron and steel products, an increase of duty upon round coal, the need of wider advertising the advantages of the Maritime Provinces in order to bring in settlers and the revision upwards of the annual subvention to the Maritime Provinces by the Dominion.

TRANSPORTATION TALKED. W. S. Fisher, of Saint John, introduced the subject of transportation, stressing the national advantage of equal development of all-year-round steamer services between the Old Country and the Maritime Provinces in order to bring in settlers and the revision upwards of the annual subvention to the Maritime Provinces by the Dominion.

LUMBER INDUSTRY NEEDS. G. P. Rubie, traffic manager of the Bathurst Lumber Company, spoke of the status of the lumber industry in New Brunswick which is being affected by the increased importations of lumber from British Columbia through the Panama Canal into the United States. There should, he contended, be more reasonable rates to the Atlantic seaboard and preferential freight rates to assist the pulp and paper industry of New Brunswick as the future of that industry lies in manufacturing those commodities instead of exporting the raw material.

MAINE ADVERTISED. A resolution moved by M. C. Hanson, vice-president of the Amherst, N. S., Board of Trade, was passed, complaining that the Canadian National Railway was advertising in Montreal papers the advantage of the sea coast summer resorts in the State of Maine and that in future such advertising and that in future such advertising and that in future such advertising should be excluded from the Maine resorts.

MARITIMES EXODUS. It was pointed out that during the past 20 years that the long continued exodus from this tragic drain has resulted to the very great detriment of their agricultural industries and commerce, narrowing the scope of employment and compelling young men and women to seek a livelihood elsewhere; also that since Confederation, the Maritimes were suffering from the Western Canada settlement propaganda of federal governments, transportation systems, and others.

INDUSTRIAL DEVELOPMENT. The report on the industrial development of the Maritime Provinces follows: As the outcome of extended investigation and deliberation, the committee respectfully submits its conclusions, as follows: (1) FISHERIES: (a) That the fisheries of the Maritime Provinces—with particular reference to those of New Brunswick—seem capable of very material development, as do the markets for the products of such fisheries.

P. E. I. IMPROVEMENTS ASKED. It was resolved at the afternoon session that Prince Edward Island should be given an auxiliary car ferry steamer,

ber of other South American points. Further, that Canadian consumption of fish is low, and could be stimulated; also, that the outlet for Maritime fish in the United States might be considerably increased.

(c) That there seems to have been an absence of business initiative, resource and enterprise on the part of the Maritimes in the development of their export fish trade.

(d) That, so far as New Brunswick is concerned, no experienced representative of the fish business has yet personally visited even the nearest export markets so as to actually ascertain their several requirements with regard to cure, size, pack, etc.

(e) That the export fish business is apparently conducted largely through U. S. middlemen who direct the traffic through U. S. ports.

(f) That the advantage of dealing through such middlemen is relief from the financial risk of dealing directly with foreign importers—a risk stated to be considerable, particularly in the case of South America.

(g) That, particularly with regard to Saint John, the inadequate steamer service to a number of promising export markets has seriously militated against the export fish trade, and is, doubtless, partly responsible for the seeming lack of enterprise on the part of those concerned.

RECOMMENDATIONS.

In view of above findings, and in the respectful assumption that the same are substantially founded, the committee ventures the following recommendations:

(1) That the Maritime fish industry should consider ways and means toward sending thoroughly experienced experts to inspect foreign individual needs of same, as well as to form direct connections with reputable, responsible importers of such markets who whom direct business may be safely established.

(2) That Maritime exporters who perhaps prefer to operate through U. S. middlemen, do personally interview such middlemen with a view to increasing Maritime export of fish, and adding to the number of outlets for same, particularly in South America, Italy and elsewhere.

(3) That fuller publicity as to the undeveloped potentialities of the Maritime fish industry would seem likely to stimulate the expansion of same by attracting the greater interest of capital.

(4) That improved steamship services to operate through Maritime export markets are imperative, not merely to the fish industry, but to all other possible lines of Maritime effort should be earnestly and unremittingly applied.

Note.—With regard to Sec. 1, above, it is pointed out that through the Canadian Trade Commissioner Service, or through any of the Canadian Chartered export markets, it is possible for Maritime exporters to obtain reliable guidance as to the financial standing and general reliability of foreign importers, and thus minimize credit risks.

MINERAL DEVELOPMENT.

Development of Mineral Resources: In its investigations into this head, the committee gratefully acknowledges the valuable assistance of highly qualified experts. Briefly, the findings of the committee are:

(a) That, contrary to the general popular but fallacious belief, the mineral wealth of the Maritimes is highly important. The references of the committee in this connection are naturally largely confined to New Brunswick; but, in all probability, may be wholly inapplicable to the Province of Nova Scotia.

(b) That geological surveys have been made but that the extent of the mineral wealth has not been, and can not be determined from these. The surveys indicate, among other things, very valuable mineral deposits may be hopefully sought, since geologists know in what particular geological strata, and in what rock formations, the various minerals are commonly found, and determine by their surveys where these rock formations are located, and where the various strata make their appearance in the surface.

(c) That it is the experienced prospector who, guided by the geological surveys, must be depended upon to make the actual discoveries of mineral wealth. It is he who intuitively feels and locates the deposits. The value of the geological survey is largely academic unless it is followed up by intelligent prospecting. Such intelligent prospecting is not being done in New Brunswick, and probably not in the other provinces.

(d) That to encourage the advent of geologists, experienced prospectors of genius, experienced prospectors of genius, experienced prospectors of genius, it is very desirable to adopt ways and means to this end. As an example of what can be done, it might be mentioned that Ontario organizes classes for the training of Prospectors, teaching them enough geology and mineralogy, so that they may know how and where to seek and be able to recognize and identify what they find. Certain of the large Ontario mining companies also employ University students to prospect during vacations, paying these lads \$4 to \$5 per day, and rewarding them for finds. This method is said to have yielded well.

(e) That, according to certain representations made to the committee, the Mining Laws in this section of the Dominion, is respectfully suggested, however, the importance of such comparison so that desirable amendments may be suggested where necessary.

(f) That the committee respectfully suggests that the Maritime Governments give consideration to the practicability of creating and financing an organization for the examination of mineral discoveries of individuals, and, when apparently warranted, for the development of same to a point at which they might be hopefully offered to actual operators under long and easy leases involving the payment of reasonable royalties in which latter the discoverer should moderately participate. It is further suggested that the initial payment under such leases should include all Government expenditure on preliminary development work; and, in every case, include specific obligations as to operation and employment of labor.

In the foregoing connection, it is well to remark that most mineral discoveries are made by poor or comparatively poor men who lack both means and influence to materialize their discoveries; yet, in many cases, carefully concealed their knowledge in a remote and probably natural hope that, some day, someone, it may be turned to their advantage. Therefore, it seems reasonable to believe that such men would unhesitatingly repose confidence in a Government organization as suggested above. Thus, the institution of such an organization might quickly bring to light many valuable finds now hidden, even although known.

(g) That, as Prospectors are imperatively essential to the mineral development of the Maritimes, Provincial Governments might do well to consider the wisdom of permanently employing several of such and, in addition to paying them wages, reward them for finds, say along the lines suggested in Section (f).

If, it could be arranged that mineral deposits developed to a point at which they could be hopefully offered, were so offered—to likely parties—by the Provincial Government concerned, and not by private parties, the circumstance would inspire a confidence in prospective buyers calculated to facilitate business. See Sections (f) and (g).

(h) That no real general interest in minerals has yet been developed in the Maritimes, and particularly in New Brunswick; and that in this respect the Maritimes differ outstandingly from other provinces of the Dominion. Therefore, the committee believes it of particular importance that well considered means be taken to awaken and stimulate such public interest in the Maritimes.

(i) That because of the above lack of public interest, the mineral possibilities of the Maritimes would seem to have been discredited or discounted in a measure seriously prejudicial to their development; and that, contrary to the prevailing popular fallacy, the Maritimes are generously endowed with precious and commercially important minerals in considerable variety; for instance, arsenic, copper, gold, iron, lead, manganese, molybdenite, nickel, silver, tungsten, zinc, actinolite, asbestos, barytes, coal, corundum, feldspar, fluorapatite, garnets, graphite, grindstones, gypsum, magnesite, mica, iron oxides, pyrites, quartz, salt, talc, soapstone,

tripolite, limestone, dolomite, slate, building stone, granite, fireclay, brick clays, oil shales, crude petroleum, natural gas, etc.

All these minerals are known to exist in greater or lesser deposits. Several of them are being operated in a small way. There is little reason to believe that many of them are not worthy of active development.

Concluding under this heading, the committee respectfully submits that it is convinced that the development of Maritime mineral resources is of the highest economic importance, and that active measures to that end are logically warranted.

PULP AND PAPER.

From information gathered by the committee, it would seem that the likely Maritime industry is not flourishing as it should do; that it is confronted with certain obstacles to its prosperity and expansion which are not insuperable; but which call for the sympathetic consideration of our provincial governments. In the opinion of the committee, the industry possesses marked potentialities and might well add to sources of employment in an important and desirable measure. However, the committee is inclined to suggest that the Provincial Governments might each appoint a small committee of broad-minded, able business men to discuss with the pulp and paper interests the handicaps encumbering their activities with a view to the modification or removal of same. The adoption of such means would seem to be a logical and desirable measure.

LUMBERING. Lumbering has for long been and still is a main Maritime industry—its principal one in New Brunswick. Unfortunately, however, it has suffered considerable decline during the last few years; and it would seem of paramount importance that it be clearly established whether such decline is due to fundamental or merely artificial causes. If the latter, it seems reasonable to assume that a remedy might be provided by legislation. The committee feels, however, that boards of government cannot be expected to pass in their support of a single industry. On the other hand, a lack of reasonable elasticity in the governmental relation might seriously jeopardize an indigenous industry employing thousands of people and in many other directions of vital economic moment. The whole matter is, in the opinion of the committee, exceedingly intricate and far-reaching and therefore demanding very serious study.

CONSERVATION.

It is further submitted that the possible exhaustion of our forest resources is a danger to be positively and absolutely avoided irrespective of all influences or interests to the contrary. The forests, mostly government owned, are the heritage of the people, and the governments, the trustees of the people, cannot sacrifice them too cheaply. At times special concessions to lumber-

ing interests are probably necessary, but at all times it is wise to weigh the seriousness of the impairment of a great asset against the advantages of the employment afforded and wages paid as a result of lumbering operations.

The committee would respectfully tender this additional submission that, if it be true that, by the adoption of proper methods, lumber can be continuously cut from the same forests without their exhaustion, then it should be clearly determined whether our lumber companies are or are not conducting their operations in that manner.

Concluding under this head, the committee realizes that boards of other than that of Saint John are in closer touch with the lumbering industry and will, doubtless, present most interesting reports. However, it may well be that, by its very remoteness, our board is able to see in clearer perspective the best interests of the Maritimes as a whole, with special reference to our own province. It is recognized, of course, that the situation in our sister provinces may differ materially.

TEXTILES.

The committee finds that, as in the case of a number of other lines, the textile industry is seriously handicapped because of the very restricted Maritime market in conjunction with the high cost of transportation to more populous sections of Canada. In addition, the much heavier domestic demand available to Upper Canadian

Continued on page 8.

Stores Open 8.30 a.m.; Close 6 p.m.; Saturday 10 p.m.

Boys' Winter Overcoats

For the smaller boy of 3 to 9 years. We have a splendid range of coats in Nap, Chinchilla and Tweeds. Colors: Blue, grey, fawn and heather mixtures.

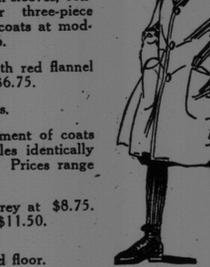
Styles are raglan or set-in sleeves, convertible collar and one or three-piece belts. Warm serviceable coats at moderate prices. \$6.75 to \$16.

BLUE NAP COATS with red flannel lining, exceptional value, \$6.75.

10 to 18 years. An equally good assortment of coats for the larger boys. Styles identically the same as men's coats. Prices range from \$8.75 to \$24.

Special value in dark grey at \$8.75. Fawn with polo lining at \$11.50.

Men's Clothing, 2nd floor.



Beautiful Down Comfortables

Special Sale DOWN COMFORTABLES (English make) handsomely covered with figured Art Saten. Panels and borders of plain saten to harmonize with figured centers. Rose, blue and black predominating.

Two Special Prices—\$8.50 and \$14.25 each. (Housefurnishings, 2nd floor.)

Saturday Specials in Linen Room

One-piece Pillow Shams—Sale price \$1.25. Pure Linen Guest Towels, with colored borders. Price 55c ea.

Natural Linens for fancy work, 18 in. wide. 25c per yd. Pillow Cases—Good quality, 75c ea.

Turkish Towels—Fancy borders in blue, gold or pink, 60c ea. Turkish Guest Towels—Fancy borders, 50c ea.

Hemstitched Pillow Cases—Good quality, 75c each. Hemstitched Sheets—One size only, 63x90. Specially priced \$1.25 ea.

Embroidered Pillow Cases—Scalloped and hemstitched ends, \$1.35 ea. Heavy Wabasso Sheeting—72 in. 5 yds for \$3. (Linen Dept., ground floor.)

SPECIALS FOR SATURDAY

Gloves, Hosiery, Scarves Women's Chamouette Gloves—Turn cuffs, perfect fitting. Colors: Fawn, black and white. Sizes 6 to 7 1-2. Sale price 75c pr. (Glove Dept., Main Store.)

Women's All Wool Cashmere Hose—"English make" ribbed, fall weight. Sizes 8 1-2 to 10. Colors: Fawn, grey, camel and coating. Special value \$1.00 per pair. (Hosiery Dept., Main Store.)

Stamped Guest Towels of pure linen in a variety of designs. Sale price 35c ea. (Needlework Dept., Main Store.)

Fancy Garters in all new shades. Sale price 50c. (Ribbon Dept., Main Store.)

Unusual Values in Stair Carpets

All Full 3-4 Width. An opportunity that all good housekeepers should avail themselves of. TAPESTRY STAIR CARPETS—\$1 and \$1.50 yd. BRUSSELS STAIR CARPET—\$2 yd. AXMINSTER STAIR CARPET—\$2.50 yd.

An easy way of ascertaining the length required for stairs is to count the steps allowing half yard for each step. Special for Saturday. (Carpet Dept., Germain street entrance.)

Mill Ends--More Bargains

Stripes and check designs in Sedan Satin. A material very suitable for slips, bloomers, etc. In all the new shades. Specially priced—39c yd. Lingerie Crepe of fine English quality in stripes and bird designs, all dainty colorings. Nice for Children's Rompers, Pyjamas and underwear. Sale price 29c yd. (Wash Goods, ground floor.)

Look at This For a Bargain

Heavy Floor Oilcloth 40 Pieces All good patterns, 2 1-2 yd. x 3 1-2 yd. Your choice for \$4.50. (Carpet Dept., Germain street entrance.)

Bargains in Hand Bags

Beaded Hand Bags—Colors: Sand, light blue, and green. Leather Hand Bags—Some with fittings. Leather Hand Bags and Purses in a variety of styles and colors. Specially priced at \$1.75 each. Purse Dept., ground floor.

Knitted Underwear Sale

Continued Special values in Knitted Underwear for women and children. Undervests—39c, 59c, 79c, and 98c. O. S. sizes 98c each. Knitted Bloomers—59c, 69c, 79c and 98c pr. Knitted Drawers—79c, 99c and 98c pr. Children's Vests—All wool, 35c, 50c, 75c, \$1.25, \$1.50. Drawers—50c, \$1.25 and \$1.50. Combinations—75c, \$1.25 and \$1.50.

NO APPROBATION. NO EXCHANGE. (Whitewear Dept., 2nd floor.)

Attention--Men!

Have you looked into our New Ten-Pay Plan? Particulars given in special advertisement on page 9 of this issue.

Manchester Robertson Allison Limited

KING STREET GERMAIN STREET MARKET SQUARE