



"Orange Lily" Saved My Life

These words, or expressions having the same meaning, are contained in hundreds of the letters I have received during the past year. Many were from women who had suffered agonies from falling of womb; others from women who had escaped dangerous surgical operations, as the tumors and ulcers had been removed by the action of Orange Lily; and others who had suffered from suppressed menstruation, leucorrhoea, painful periods, etc. For all these and the other troubles known in general as Women's Disorders, Orange Lily furnishes a positive, scientific, never-failing cure. It is applied direct to the suffering organs, and its operation is certain and beneficial. As a trial actually proves its merit, I hereby offer to send, absolutely free, a box worth six, sufficient for ten days' treatment to every suffering woman who will write for it. Enclose 3 stamps. Mrs. Lydia W. Ladd Windsor, Ont.

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The Scotchmen in Newfoundland.

Their Connection With Our Trade
and Industries.

H. F. SHORTIS.

(Continued from Yesterday.)
COMMERCIAL PIONEERS.

BAINE, JOHNSTON & CO. There is one firm with us to-day, Baine, Johnston & Co., that dates back for probably one hundred and fifty years. To give an account of the Scotchmen in Newfoundland without particular notice of this firm, would be like describing the play of Hamlet with the role of the Prince left out. In the two great fires of 1846 and 1892 this firm lost almost every old record, but the traditions are handed down faithfully, and well may the survivors of this old firm be proud of their illustrious ancestors. Greenock has always been headquarters for them. We find the firm under the name of Lang, Baine & Co., at Port-de-Grave, in 1780. The business was removed to St. John's about 1800. Mr. Lang was then senior partner, and after his death Mr. Johnston, of Moffatt, Dumfriesshire, was accorded the position. Mr. Walter Baine was at one time M.P. for Greenock, and he owned the premises where the firm still carries on business, besides other properties in St. John's. About the year 1833, Mr. Johnston Grieve, a nephew of Mr. Johnston, was admitted a partner in the firm, and later Mr. Walter Grieve, Mr. Charles Philip Hunter and Mr. Robert Grieve. In the year 1871, the popular Hon. Walter Baine Grieve, O.B.E. In 1875 his brother, Mr. James Grieve, became a partner. The latter was an invalid, and the management always depended upon Hon. W. B. Grieve, as it does to-day. When we consider what worry, torment and anxiety he has passed through in the past forty-eight years in the upheavals and vicissitudes of carrying on the very extensive fish business that this firm has always conducted, we may well understand the grit and determination of the real Scotch character. In no other trade will you find such exercise of faith in a prospective chance of catching fish, and then again the good will and faith in the men employed. The fish business in Newfoundland can be said to be borne of hope, but resulting only too often in heart-breaking disappointment. It is impossible to go through so many troubles without treading upon some person's toes, but when we meet the Principal of that firm to-day with his hearty, cheerful

kindly word and smile, we may well trace back his history where his optimistic spirit finds its progenitor. There is rarely a public gathering but you will find Hon. W. B. Grieve, O.B.E., taking part. His bon-mots and words of wisdom are the thoughts that you carry away after all have had their say. In my acquaintance with Hon. Mr. Grieve I have seen many good, kind deeds that must be recorded only in Heaven. He would never forgive me for publishing what his left hand knows nothing about. Hon. Mr. Grieve has served both Houses of our Legislature with honor and credit to himself, as well as a great benefit to our country. His father, Mr. J. J. Grieve, was one of Her Majesty Queen Victoria's advisers in this Colony before the days of Responsible Government, and served her faithfully and well. I might go on and enumerate many things that any of us would be proud to have our names connected with, but in this article I can only glance over these items; possibly at another time I will give a more extended history of this time-honored firm, which dates back to the very commencement of the Scotch firms in this country, and has outlived them all. The vitality and survival of the fittest gives it a standing here to-day that everyone from the popular Governor Harris to the humblest fisherman is proud of. My hopes and prayers are that it will go on for hundreds of years more, producing grand men as it has in the past, who understand the business and needs of the country in a way that outshines its rivals as does the red gold the other metals. There are several branches from this old parent firm that I have to tell about, but I must first mention a few items. From the earliest development of steamers in the Newfoundland trade, the firm of Baine, Johnston & Co. took the lead. The s.s. Bloodhound was a pioneer at the seal-fishery. The s.s. Panther in conjunction with Capt. Abraham Bartlett, of Brigus, the father of so many Arctic explorers followed shortly after. The paddle tug steamer Blue Jacket was sent out to this country by Baine, Johnston & Co. in 1862, and employed in the trade here. This same firm built the s.s. Ariel for the late Capt. Cleary, and originated the first steamship coastal service. Their steamer, the second Bloodhound, was selected by

the renowned Admiral Markham to get ahead of all rivals in the race for the North Pole. The attempt of the s.s. Euphrates to develop the drift-net herring fishery in Placentia and Fortune Bays, also at Bay of Islands and Labrador, without one cent of assistance from Government subsidies, is one of the many instances where this firm has tried to benefit the trade of the Colony. They recognized the immense benefit of the herring fishery to Old Scotland, and would like to see it carried on in the same way here. Among many Scotchmen connected for many years with this firm, I may mention the late Neil Campbell and our old friend of to-day, Mr. John C. Hepburn—good men and true.

SIR ROBERT THORBURN.

One of the branches of Baine, Johnston & Co., which took a very important place in forming, not alone the trade policy, but the political standing of this country, was Walter Grieve & Co., in 1861. James Johnston Grieve and Walter Grieve were brothers, but they did not see eye to eye in business matters, so that the latter started a new firm, and as every one knew there was a keen rivalry between them. There was plenty of room for both, and probably exemplified the old saying that, "Competition was the life of trade." The first Newfoundland steamers for the seal-fishery were the Bloodhound and Wolf, both on the same year, and started by these rival firms. In some old papers that I had, Walter Grieve was chairman at very important meetings denouncing, not alone the French, but the British Government, in that vexed question the French Shore. Walter Grieve had a worthy successor in his nephew, who was partner in the firm. There was no shrewder man in Newfoundland than the late Sir Robert Thorburn, and what he did not know about Newfoundland trade was not worth knowing. In 1885 he became Premier. During his premiership the French rivalry with bounties and an aggressive policy brought the French Shore Question to the front again. It was a fight for existence for Newfoundland and our fisheries, but we had the men to meet the occasion, and we were more than a match for the French, although they were backed up by the British Government. There was no more subtle Act ever framed that struck at the heart of our rivals and upheld the Newfoundland fisheries, than the Bait Act. While many claim the credit for it to-day, still it was the Premier, Sir Robert Thorburn, to whom we have to give thanks in the greatest measure. It is impossible for any of us to say what Newfoundland would amount to now if we had not men at the helm at that time who recognized the death blow aimed at us, and who found the means to turn that blow aside, and place Newfoundland on a surer foundation than she had ever been before. I will have reason to mention this Bait Act in connection with other Scotchmen, so that I will drop it for the present.

THE OLD RELIABLE.

JOHN MUNN & CO. It is probably not generally known that the John Munn, who founded the firm at Harbor Grace, came out as book-keeper to Baine, Johnston & Co., about 1827. After the big fire at Harbor Grace, in 1832, the great old firm of Danson went out of existence, being financially ruined by its creditors in England, although the year he broke, all his vessels came in with loads of seals. John Munn, of Duteshire, and William Puntun, of Perthshire, who was a captain in Baine, Johnston's employ, founded the firm of Puntun & Munn, and built up the premises at Harbor Grace, where the firm still flies the Blue and White flag—the same house flag as Baine, Johnston. They had a hard time of it for the first few years, but eventually became the most important firm carrying on the seal and codfisheries, and also herring fishery, in Newfoundland. Wm. Puntun was a bachelor, and retired to the old home in Scotland, but the firm's name was long continued, until John Munn's son William and his nephew Robert were admitted, when it was changed to the well-known name of John Munn & Co. They were most successful at the seal-fishery, and amassed a large amount of money. They had the largest fleet of sailing vessels of any firm, and it was the perseverance and energy of John Munn that produced the odorless and water white seal oil we see to-day. John Munn developed the Labrador fishery to an enormous extent, and in after years Robert S. Munn developed it still more. I see by Judge Bynnet's Report published in 1890, that the firm of John Munn & Co. shipped 181,670 qts. of Labrador fish in the year 1882; 172,189 qts. of Labrador fish in the year 1883, besides Shore fish to Brazil and other markets. When you compare the total of all firms shipping from Labrador the past twelve or fifteen years, it will give some idea how vigorously this firm must have prosecuted this business.

FRENCH COMPETITION.

Unfortunately it was during the years 1890 to 1895 that the French were flooding the markets with their bounty-fed fish—the competition was ruinous. No person worked harder to get the Bait Act into operation than did Robert Munn, and his chief idea in representing the District of Harbor Grace in politics was to get this Bait Act enforced in the strong-

est manner. Every one sees the good of this Bait Act to-day, but it was a hard fight to convince the successors of the Thorburn Government.

John Munn represented the District of Harbor Grace in the House of Assembly, also sat in the Legislative Council, and took a most active interest in everything pertaining to the welfare of Newfoundland. He will be always remembered as the great advocate of Confederation with Canada. When Charles Fox Bennett swept the country in 1869, John Munn was one of the very few elected in opposition to him.

STEWART MUNN, of Montreal, is an offshoot of this firm. He lived for many years at Harbor Grace before going to Montreal.

BAIRD VS WALKER.

JOHN BAIRD & CO. An offshoot of Baine, Johnston & Co., was another important firm in Montreal. These two Scotchmen were very intimate friends, and had such close connections with Newfoundland that this mercantile sketch would not be complete without mentioning them. JAMES BAIRD, LTD. Is another of the big merchant houses carried on by Scotchmen, although like John Munn & Co., their headquarters have always been in Newfoundland. The late Hon. James Baird was one of the wonders in business life in this country. He was a member of the Legislative Council and his advice was eagerly sought after. He was born in Salt-coats in 1828, and came to Newfoundland in 1844 as an apprentice to Wilson & Co., another old Scotch firm who carried on a dry goods business where Ayre & Sons are to-day. In 1852 Mr. Baird and his brother David, started as drapers, and did a successful business under the name Baird Bros. In 1872 he started under his own name, assisted by his nephew James Gordon, and eventually the firm was called Baird, Gordon & Co., but after Mr. Gordon's death it was re-christened James Baird, Ltd. Mr. Baird was identified with all local industries, such as the Boot & Shoe Factory, Gas Co., Cordage Co., Consolidated Foundry, Whaling and Sealing Companies, Floating Dock, etc. But he will be handed down in history as the "Hampton of Newfoundland," owing to his great fight in a lawsuit with the British Government over the French Shore Question. This was one of the great events in the controversy that Newfoundland had in the competitions with the French for supremacy in Newfoundland, and together with the Bait Act, has placed Newfoundland where she is to-day. He was a member of the Upper House for many years, and with the courage of his convictions, made his influence felt. Anecdotes about these old Scotchmen are numerous, but it would take too much space to enumerate even a tithe of them. Anyway I here give something that will be of historic value.

WALKING STICKS.

The walking stick of these old Scotchmen is probably the most valuable keepsake or heir-loom that it is possible for any person who treasures these remembrances to get. His walking stick was a kind of sceptre, distinguishing the head of the firm from the juniors, and while it was a very humble appendage very often, still it acted as a badge of authority that is difficult to express to-day; but it is really amusing to find the anecdotes that are handed down about those old veterans connected often with the walking stick than anything else. You hear one person say, my remembrances of Peter McBride are seeing him walking his wharf on a Sunday afternoon with his old friend Tom Glenn (the heaven-born Finance Minister). They were probably discussing the political situation, and Peter used to give that stick of his such a swing at times that it would not be good for the person under discussion if he was near.

OLD JOHN MUNN had a characteristic way of carrying his walking

stick, tucked under his arm, something like the pictures you will see of Nelson with his spy-glass. It was very amusing to see some of the big planters of Harbor Grace imitating this attitude of Mr. Munn. There was no mistaking the genuine regard and respect they all had for him, and it was undoubtedly a desire on their part to "show off," or as some would say, let off a little bumptious self-conceit.

WATTIE GRIEVE was never seen without his walking stick, and he had a habit of "touching up" the men with it to make them move round a little faster. One afternoon as he strolled around the wharf, there was a shower of rain in sight, and, of course, a rush to get the fish under cover. One chap must have come in for an extra dose of walking stick discipline, as the store-keeper got orders shortly after to send a barrel of flour up to the man's house. It was a characteristic story of that kind-hearted but quick-tempered old man. I might go on to recapitulate many stories of this kind, but I need only draw it to your attention to refresh the memories of many old readers of the Telegram for similar anecdotes. It only needed a quick word and a shake of that stick to show the most persistent seeker of supplies that he had the final word. It was no use talking to Skipper Wattie any more—the uplift of the sceptre of authority carried more weight than a policeman's bat-

on. If we have any aspirants to-day among the younger generation with ambition to take the place of these old merchants, let them take my advice, and first select a real substantial walking stick, and never be seen without it.

EXPORT PATRIOTS.

In this sketch of the Scotchmen in Newfoundland, I have given notes of some of the large exporters or fish merchants. There are many people who think they know all about the Newfoundland trade, and will air their opinions by the yard in the local press, but beyond a superficial gloss they don't know what business is until they start into exporting fish. When they invest their dollars in that business there are very few of them who can hold their heads over walls, and show a good balance sheet at the end of the season. The export fish merchants are the greatest patriots in Newfoundland. It can be truly said of them that they are working for the country. To work things properly they have to slave morning, noon and night, and take risks that American speculators with all their boasted competitive ability cannot compare. The Wheat Pit in Chicago is only playing marbles compared with the Newfoundland Fish Exporters' Association. When you realize the tension and excitement of fitting out men for the fishery, then have a scramble to get the fish, only to ship

it in turn to the tender mercy of the Greeks and Italians, one may wonder where the incentive comes in this wonderful game of business. The only men who have the grasp of the country's affairs are the export fish merchants, and no able men have ever put foot in this land of ours than some of the Scotchmen that I have mentioned. If they do not succeed in the task that their ambition called for, still they laid down their lives, in many cases, in a struggle for business supremacy that even a Scotchman with all his brains and ingenuity could not endure.

(To be Continued.)



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