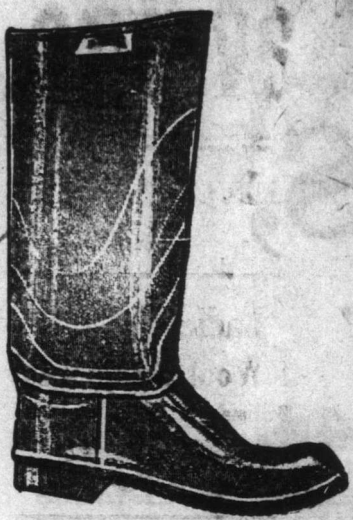


No Frills



Extra Wear

# EXCEL RUBBER BOOTS

## FOR FISHERMEN.

AFTER MANY YEARS OF CAREFUL STUDY OF THE RUBBER BOOT BUSINESS WE HAVE SUCCEEDED IN HAVING MADE ACCORDING TO OUR SPECIFICATIONS

### "The Excel Rubber Boot"

WITH 7 SPECIAL FEATURES, WHICH WE GUARANTEE TO BE FAR SUPERIOR TO ANY RUBBER BOOTS ON THE MARKET IN QUALITY, DURABILITY AND VALUE.

THE 7 SPECIAL FEATURES OF THE EXCEL BOOT WHICH WE HAVE EMBODIED IN ITS CONSTRUCTION ARE:

- 1ST—THE ENTIRE BOOT IS CURED UNDER STEAM PRESSURE, MAKING IT A "ONE" PIECE BOOT.
- 2ND—IT HAS AN 8-PLY DOUBLE SOLE OF HEAVY RUBBER RUNNING ALL THE WAY UNDER HEEL.
- 3RD—IT HAS A SNAG PROOF VAMP, TO WITHSTAND THE HARDEST KIND OF WEAR.
- 4TH—IT HAS A 6 PLY REINFORCED INSTEP, WHICH RELIEVES STRAIN, PREVENTS CRACKING AND WRINKLING.
- 5TH—IT HAS A REINFORCED 5 PLY LEG, MAKING IT STAND UP UNDER THE HARDEST KIND OF SERVICE.
- 6TH—IT HAS A 4-PLY TOP TO INSURE EXTRA WEAR.
- 7TH—IT HAS A HEAVY DUCK LINING, WHICH PREVENTS MOISTURE, KEEPING THE FOOT COOL AND DRY.

EXCEL RUBBER BOOTS ARE VACUUM, GREY FINISH. "FEELS LIKE VELVET."

FULL STOCK ON HAND.

WRITE FOR PRICES.

**PARKER & MONROE, Limited : : : : : Sole Agents.**

nov 17 mon th t

## Mr. Earle Sheds Light

On The Fish Trust Combine.

Editor Evening Telegram.

Dear Sir,—In reading an article in the "Advocate" by Mr. Coaker dealing with the Fish Export Regulations, I notice he makes the statement that Earle, Sons & Co., of which Hickman & Co. are part owners, sold three cargoes of codfish 10/- under the price other cargoes sold at, and on the terms which the trade turned down, and were therefore responsible for the present collapse. Messrs. Hickman & Co.'s name is used of course to insinuate that he, being opposed in politics to Mr. Coaker and his party, would countenance anything that would upset the present Government plans and ends. As Mr. Hickman knew nothing about the sale of these cargoes until after they went through, he being in Bay de Verde District, anyone forming this opinion is in error. Mr. Coaker has misrepresented the matter possibly owing to the matter being misrepresented to him. Earle, Sons & Co. fought the Consorzio on the terms so objectionable and sold them the cargoes on the terms demanded by the trade. As the price was not fixed at that time, and shippers were working independently, and were themselves prepared to accept prices under that referred to for comparison by Mr. Coaker. This they could afford to do considering the price they had bought the fish at, but at this point Mr. Hawes stepped in, and painted so pretty a vision of high prices and big profits that the larger interests, though not the majority, fell for it and decided the right thing to do was to place the whole business in his hands. Earle, Sons & Co. were at this time negotiating their sales for four cargoes in the usual manner, and fighting the conditions demanded by the Consorzio, one of which relating to bank guarantees, which I understand Mr. Coaker had promised to give with his cargoes thereby making it almost impossible to sell, as they held out on this point. One of the cargoes of bulk shrimps was closed out in Portugal at 85/- and figuring that if 85/- could be obtained in Italy for the other two bulk shrimps cargoes, and the cargo of casked Labrador, a profit of \$44,000.00 would be cleared up on the 15,000 qtls. in bulk.

According to Mr. Coaker, Earle, Sons & Co. should not have sold under 95/-, or on the three cargoes he refers to they should demand \$26,000.00 or more, or a total profit of \$70,000.00. The purchase price was based on that of St. John's buyers, so one can readily see the profits Mr. Coaker and the Hawes interest were endeavouring to make. Not one cent of this profit would have been refunded the fishermen as an advance on the

fish already bought, and it is very doubtful if the price would have advanced at all unless forced by outside interest. The drop in exchange reduced the anticipated profit, but yet rendered a very satisfactory and legitimate one, and moreover put the fish into consumption, whereas otherwise it would probably have been tied up indefinitely in the hands of Mr. Hawes. As Mr. Coaker particularly remarks on the fact that E. S. & Co. undersold by 10/- per quintal, I will give the facts which will show how his statement misrepresents the matter. I will admit Mr. Hawes did sell early at 85/-, less discount and his commission, which no doubt was a great advertisement and assistance to him in inducing certain members of the trade in entering into an agreement, thereby practically giving him a monopoly of the European fish trade.

E. S. & Co. received the intimation at this time that if they wished to avail of his (Mr. Hawes) assistance, he would rather they came to him and ask for it, but they received no information regarding the pooling of interest or had the slightest idea of the nature of the agreement. They saw no necessity of asking Mr. Hawes for assistance, and having had an offer from the Consorzio decided to treat with them. Their offer was 85/- per quintal subject to bank guarantee and other restrictions which were refused, and a counter offer made of 85/- net cash in London paid in full against Documents, and acceptance of all cargoes, all faults except sea-damage, these being the terms the trade was holding out for. The Consorzio replied accepting the three cargoes on the terms offered. Before their reply accepting was received, Mr. Hawes called and stated his plans were being upset as he was asking 90/- and the Consorzio had called him that they had bought at 85/- He requested me to withdraw. I stated I could not do so, as the offer having been made and the profit and terms satisfactory, I did not see the necessity; moreover the price 85/- netted E. S. & Co. as much nearly as Mr. Hawes' 90/-, besides I looked at the risk in tying up cargoes in his hands in an already overstocked market; or in other words "chasing the shadow when you have the bone in your mouth."

This transaction, I take it, was instrumental as much as anything else in bringing about these restrictions which have been the cause of preventing the realization of a large quantity of codfish at profitable prices. It is quite evident the Consorzio having acceded to our terms

and buying as they did, had the restrictions never been in force, they would have been buying right along on our own terms and prices. It is true exchange dropped and reduced profits, but they were willing to buy at a higher figure to offset this, and cargoes might have been realised at 90/- had not shippers been illegally prevented from selling.

Mr. Coaker has freely circulated the statement that E. S. & Co. undersold by 10/- and this is the kind of thing which must be prevented, no reference being made to cargoes sold in Greece under those sold by E. S. & Co., in Italy. He bases the difference of 10/- on the gross value of a cargo Mr. Hawes realised early before we sold; and the net amount we received for the cargoes in question. This is an absolutely unjust representation, and the only difference that can be calculated must be based on the price Mr. Hawes himself told me he was asking, and the price we ourselves were asking and received at this same time we were both negotiating sales.

To arrive at the correct difference I must refer you to the terms of the Hawes agreement with the Trade which has been published. You will there see he is to receive 3 p.c. commission and 1 1/2 p.c. discount to the buyer is allowable. Further expenses or commissions we will not consider. Take his price at 90/- less 4% and we get 85 1/2, and as E. S. & Co.'s sales of 85/- were net cash in London, we deduct 1 p.c. only and received 84 1/2 or a difference of 2 1/2 only and not 10/- as stated. Further, Earle's shore cargoes were bulk and at reasonable freight rates, and as the 90/- price is for both cask and bulk as asked by Mr. Hawes, and stipulated under the fishery regulations, we can see the extra cost of cask, labor packing, freight, etc., being about 7/- more than bulk, the shipper of casks is actually underselling E. S. & Co. by over 5/- per quintal. A strong objection to E. S. & Co. selling at 85/- is that it does not maintain the price in order to give Mr. Hawes and those connected with him a good profit. I have objected to these restrictions from the first, and expressed my views to both the Minister of Shipping and the Premier. The maintaining of a fixed price everyone will admit, is right, but the restrictions of sales in order to maintain an unnecessary profit for others, is the direct cause of the collapse and is tying up thousands of quintals which should be consumed.

Mr. Coaker states that Mr. Job has written that if the regulations had not been put in force, there would have been a considerable drop in price of fish and a financial collapse must have come. Why? Is it not a fact that those connected with Mr. Hawes came to the conclusion that unless he (Mr. Hawes) was given the control of sales of fish in Italy, that six or seven would stop buying fish during the first half of November, and pressure was brought to bear which induced the Government to fall in line and support the measure. The Consorzio would not buy from Hawes, but were willing to buy from E. S. & Co. and others outside of the combine, showing clearly that the Government restrictions are nothing more than a protection to Hawes and his associates. The Fisheries Department has already authorized a reduction of 2 1/2 p.c. per qt., to enable Mr. Hawes to sell, but E. S. & Co. and others have to maintain the stipulated price. Mr. H. is still unable to sell, and the Department is in all probability having to face the problem of taking all consignments out of his hands.

This is easier said than done, as Mr. Coaker and others having tacitly agreed to pay Mr. Hawes this commission and incidental expenses for three years—quite an inducement no doubt will have to be given before Mr. Hawes cancels such a profitable contract.

A cable received to-day states "that the present situation is very serious. Portugal Exchange nominal, no drafts obtainable, buyers will not pay official prices; Lind & Couto to whom all cargoes were forced on consignment by the Fishery Department, recommends diverting all cargoes elsewhere. Market idle since about end of year owing fish workers strike. Spain supply is greatly in excess of requirements. All business stopped by strikes. Italy and Greece There are no buyers at present." From the present outlook if the Fishery Department persists in its present obstinate course, what Mr. Coaker now is pleased to term a collapse, will materialize into something of a far graver aspect.

Mr. Coaker also refers to E. S. & Co. having given a guarantee to abide by all the regulations relating to the export of fish, including the one relative to all sales in Italy being made through Mr. Hawes, which the Department particularly wanted before giving a clearance for 12,500 quintals. They knew E. S. & Co.'s objections to this clause, and as their vessels were practically frozen up, and would stay at Fogo all the winter, unless the guarantee was given, the department had them as it were by the throat and illegally forced them to give them the guarantee. The threat is now held out that if they break this guarantee they must take the consequences, which I presume would mean whatever the spirit of vindictiveness dictated.

Thanking you, Mr. Editor, for the privilege of utilizing your valuable space.

I remain,  
Yours truly,  
LEONARD EARLE.  
St. John's, Jan. 14, 1920.

## WITH FINGERS! CORN'S LIFT OUT

Freezone is magic Corns and  
calluses lift right off—  
Doesn't hurt a bit



A few cents buys a tiny bottle of the magic Freezone at any drug store. Apply a few drops of Freezone upon a tender, aching corn or a callus. Instantly that troublesome corn or callus stops hurting, then shortly you lift it out, root and all, without any pain, soreness or irritation. These little bottles of Freezone contain just enough to rid the feet of every hard corn, soft corn, corn between the toes and the calluses on bottom of feet. So easy! So simple. Why wait? No humbug!

## BRAN

We shall soon be sold out of Bran.

Our price is low, get a supply this week.

We haven't advanced our price on Bran or Flour.

Colin Campbell,  
Limited.

## Launching Postponed.

Sydney, Jan. 7.—The shipyard of the Canadian Concrete Steamship Company, at North Sydney, present a busy scene these days. A gang of men are hustling day and night to complete the launch-ways over which the new concrete steamer *Permanencia* which was to have been launched to-day, when the spring tide was at its highest. The big steamer is ready to take the water and all that remains to be done is to finish the work on the launch-ways, which has been interfered with by bad weather. Owing however to the fact that several days more work is necessary for the completion of the launch-ways, the *Permanencia* will not take the water to-day.

The hull of the ship was completed some time ago and her owners, the Canadian Concrete Shipbuilding Company, expected to see the ship take the water at 12 o'clock to-night, when the tide, coming with the full moon, will be at its highest point. Unforeseen circumstances in connection with the launch-ways construction have prevented this.

The *Permanencia* will take her maiden plunge with the next high tide, coming with the new moon, in two weeks time, unless the present severe weather continues and ice conditions interfere.

The powerful Bollinger engines with which the new ship will be fitted, are being held at New York awaiting orders for shipment here.

**COLD SNAP.**—Along the railway line yesterday the temperature was from zero to 5 below. During last night it was drifting but the weather had become milder.

**MINARD'S LINIMENT.**—The Old Reliable. P. C. O'DRISCOLL, LTD., Agents, St. John's.

## Dominion Co-Operative Building Association, Ltd.

Tenders Wanted for Spring Delivery.

NOTICE TO MILL OWNERS.	
110,000 (B. M.)	feet 7/8 Matched Board.
70,000 "	feet 3/4 Rough Board.
8,000 "	feet 2 x 4, 9 ft. long.
14,000 "	feet 2 x 4, 8 ft. long.
12,000 "	feet 2 x 4, 14 ft. long.
24,000 "	feet 2 x 7 or 2 x 8, 14 ft.
10,000 "	feet 2 x 3, 8 ft. long.
6,000 "	feet 2 x 6, random lengths.
40,000 "	Clapboard, dressed.

Also prices on 1 inch No. 1 Pine per thousand.

All scantling to be No. 1 quality, sawn straight and true; Match Board to be clean and of even thickness, and have full tongues and grooves. For further particulars apply to

**D. A. McCARTER,**  
3 CABOT BUILDING, St. John's,  
Architect of the Company.

Jan 8 81, th, m

## TO CORRESPONDENTS!

Correspondents are requested to accompany contributions with their real names, not necessarily for publication but as a guarantee of good faith. In future no correspondence will be considered unless this rule is adhered to.

**TROPHY CONTEST.**—The Red and Green divisions will compete for the Bonavista Trophy at the Curling Ring to-night.

Stafford's GINGER WINE for sale in each end; at J. J. St. John's, Duckworth St., and U. Gosse, Plymouth Road.—Dec 20, 1919.

MINARD'S LINIMENT CURES GALLS IN COWS.

"Are you always successful on baking day? Are your cakes light and spongy and your biscuits white and flaky?

If not, let us help you with

**RUMFORD**  
THE WHOLESOME  
BAKING POWDER

