From Out the Storied Past.

BUSINESS 100 YEARS AGO.

(H. F. SHORTIS.)

ARTICLE XVIII.

In the Daily News, of the 4th inst., my venerable friend, Rev. Canon Smith, says, after paying me a compliment, for which I thank him: "Mr. Shortis may be interested in hearing that an English clergyman, the Rev. James Kemp, who was a M.A., of Oxford University, was ordained Deacon, and in the following year priest in Ireland by the Archbishop of Dublin. It was not 'a far cry' from Liverpool to Dublin, and this clergyman was probably of the same family as the Kemp brothers who carried on business at Carbonear and had a branch establishment at Trinity. After serving two years in Ireland, the Rev. James Kemp became a Church of England missionary in one of the British Colonies."

It is seldom that the venerable Canon Smith and myself do not agree in everything bearing upon our country, our history and tradition, but, I must say that I do not think that the Rev. James Kemp was any relative of the principals in the great firm of Messrs. George and James Kemp with headquarters in Carbonear. I freely admit that I am not well versed in the Church History of our country, although I possess a fairly good knowledge of our resources, such as fisheries, lumbering, our mercantile marine, etc., etc. The fact is I have always left that subject to those fully qualified to handle it, and undoubtedly the Canon can handle it as well as any man in the country. For myself, I prefer to carry out the old maxim, "Sutor ne supra crepidam judicat," which translated would indicate the familiar and homely expression, "Let the cobbler stick to his last." But it is by telling all we know that we will get affairs right, and I am always prepared to receive any correction from any person, so long as he is not one of those worthies who takes refuge under the hedge-badge of anonymity. If he does, life is too short, and that settles it. However, I do not think **that one of the Kemp family of Carbonear would have been in the ministry in Newfoundland without my having heard of it,** and I shall now give a brief biographical sketch of the Kemps, so often mentioned by Mr. Kelson in his letters.

The Kemp Family.

George Kemp did a very large business in connection with his brother James in Carbonear and Brigus for many years as supplying merchants under the firm-name of George & James Kemp & Co., Poole being the headquarters. John Gosse, the brother-in-law of George Kemp was the agent at Carbonear for many years, and he had also control of the Brigus business. Their premises in Carbonear were very extensive, a portion of which has been owned by the late Hon. John Rorke, merchant, and is still held by his descendants, but it forms a very small portion of what was owned by G. & J. Kemp & Co. A misunderstanding occurred between the Messrs Kemp and Mr. Gosse. Mr. George Kemp had promised Mr. Gosse a share of the trade to which Mr. James Kemp objected and would not consent. This led to a rupture, Mr. Gosse relinquishing the agency, and in conjunction with Mr. Thomas Chancey, (who had been book-keeper for Messrs. G. & J. Kemp & Co., at Carbonear, under Mr. Gosse, for several years previous), started business under the firm-name of Gosse & Chancey. After five years Mr. Chancey went as super-cargo in their own vessel to the West Indies to sell the cargo and purchase a return cargo of molasses, sugar and rum, where he caught the yellow fever and died. He left three children, Thomas, Mary (who became Mrs. John Chas. Nuttall) and Rachel (Mrs. Nicholas Stabb.)

A Familiar Name.

Shortly after Mr. Chancey's death, John Gosse went to Poole and there entered into partnership with a wealthy banker, William Fryer. Fryer said to Gosse, "I have no knowledge of ships, Newfoundland trade, etc. You will have to reside in Poole and have the chief management of the business, then who will have charge in Newfoundland?" Gosse replied, "There is a young man named Robert Pack, who was brought up under me in the business of the Kemps in Carbonear. He is now married and doing a small business in Bay Roberts. If you will approve we will take him into partnership and place him in charge of the Newfoundland trade, which, in my opinion, is better than having an agent there." This was agreed to, and the new firm-name was Fryer, Gosse & Pack in Poole, and Gosse, Pack & Fryer in Newfoundland. The firm-name continued until the death of the senior members, Fryer & Gosse. Their successors, a son of each, who continued the trade out of compliment to Robert Pack, placed his name first in Newfoundland, viz., Pack, Gosse & Fryer.

Took Wife's Name.

In 1804 Henry Corbin Watts became agent for Geo. & James Kemp & Co., and acted in that capacity for **ten years,** when he retired to go into business for himself. In the meantime George Kemp, Jr., son of the head of the firm of Geo. & Jas. Kemp, spent two summers and one winter in Carbonear. He did not like to reside there permanently, consequently on H. C. Watts notifying G. & J. Kemp that he purposed going into business for himself they sent out Mr. John Elson to take his place as their agent, with the request that H. C. Watts would continue to act for them for a year or two longer until Mr. Elson should have acquired sufficient knowledge of the trade and business of the country to qualify him to take full charge and management of their business, which he did. In religion **the Kemps were what was then known as Independents,** and I am certain that if the relatives of the elder Kemps of Carbonear, who are still in this country, ever heard of the Rev. Mr. Kemp, of whom Canon Smith writes as being a probable relative, I would have heard of it. I may here mention that subsequently, there being no son in the Kemp family, the daughter married an Englishman named Welsh, and consent to the marriage was only obtained by his (Welsh) taking the name of Kemp, and their children are known to this day in the south of England as Kemp-Welsh, and one of the daughters is now a famous painter, some of her pictures being placed in the Art Gallery in London. But I must get ahead with Mr. Kelson's letters.

Shipbuilding Plans.

Trinity, April 27th, 1811.

With regard to building a vessel in Maggoty Cove, next winter, of the size you speak of, I am of opinion that it will be impossible unless we were to go to an extraordinary expense for hands. Of course as our wood crew have been partly employed the winter cutting stuff for a schooner and as she is badly wanting and the knees, etc., we have here will soon become unserviceable if not used, it would be bad policy to defer it any longer and she certainly ought to be ready for the ice next Spring and it will be useless to think of building both at once. But the **frame** of the vessel I think it likely we could cut next winter with our own hands adding a few to them, in this or a northern bay, but a cargo of lumber from Pictou or some such place will also be necessary. In that case, she could be built without much enlarging the number of hands in time to take an early cargo in the summer of 1813, but not sooner, without neglecting the fishery or considerably increasing the number of hands. But building a large craft in a small trade I am inclined to think will not answer, and I would advise you to **buy, if possible,** in preference to build, unless you are inclined to extend the trade to a size in which it might answer to continue the tradesmen and go on regularly building. Indeed I don't think it would be advisable to go to the expense of procuring hands sufficient to complete such a craft (in a reasonable time for **one vessel only**). What I mean by going to such an expense for hands is this, there are no tradesmen here but what are old hired servants at the other Houses, and it would be impossible to get any of them without offering advanced wages. These people in general are married and settled with families, and each would require a separate house to live in, firewood ,etc. This, of course, would be attended with expense in the beginning, but I don't say but that it might answer afterwards by carrying the trade on on the same scale, and I must own that I much wish to see it extended to such a pitch and proportioned to the size of the Room which I have intimated.

A Matter of Men.

I expect (as I wrote you last Fall) you will send out everything necessary for the schooner of the same size as the Cosmopolite, and I very much wish you had informed me this Spring whether there was any possibility of procuring a blacksmith or whether you intended to send out the necessary implements for me, and if I might expect out the youngsters I wrote for last Fall. Concerning all this I am totally in the dark, and I must hope for the future that you will not omit answering or commenting upon anything on which I may write **as particularly** necessary for the trade. I have been hesitating for several days past, since receiving your letter, whether it would be best for me to ship a blacksmith here and 3 or 4 youngsters which came in the Swift. I have shipped one blacksmith for a twelve-month—2 youngsters for 2 summers and a winter and one good fisherman for the summer and perhaps have done wrong, but I could wait no longer to hear more particularly from you, because they were all gonig to St. John's in one of P. K. & B.'s boats the moment the opening in the ice should take place. Therefore if no smith or tools are on the passage, I must beg you to send the latter as early as possible, and I shall get a house built or altered for the purpose. I trust you are well aware of the necessity of having a smith and of the impossibility of building schooners, etc., without one. His wages is to be £30, a **jacket and a pair o ftrousers and his passage out, and to work at anything on the Room the same as any other servant.**

Natural Shipyard.

Maggotty Cove, I shall take care to secure. It is a place well calculated for building, and as I have been prevented by the shortness of carpenters and the severity of the winter from taking down the frame of the store, I shall let it stand a little longer for the following reasons, viz., the old store there being much decayed, the decayed cook room being burnt down in 1808 and the probability of our building craft there, in which case it might perhaps be best to cover it in and finish it. On this point, therefore I beg your advice the earliest opportunity. I am well pleased to find that you have engaged a lad for the stores. As to Mr. Burtt's sentiments it is impossible for me in **reality** to know them, but if I may judge from outward appearances, he will have no objection to shipping again providing we can agree on wages. He still continues to be what I stated him last year, and deserves every reasonable encouragement. He behaved exceedingly well on the ice this Spring.

No Combine for Kelson.

I am also pleased to find that oil rather keeps up. Durell and Sleat & Read's agent wished me to stick to **their old custom** of joining with them in their price of seals, but I kept off from any promise (the same as last year about the fish). They proposed 5|6 for young and this the planters **knew,** and which was what I wanted. I immediately offered 6| **openly** to our dealers, which perhaps the others **might secretly** have given had I agreed to give but 5|6. However, they all know that 5|6 would have been the established price had it not been for me, and I know too that we should not have collected quarter of the quantity we shall now. Durell, after receiving his letters across the Bay (as I mentioned in my letter of 21st inst.) **kindly** informed me that oil was about £25 per tun in England but I was so **monstrous incredulous** as not to believe the word of a **Newfoundland Magistrate.** It is different with those two houses from what it is with us. They have other places to depend upon, but if we get no produce here we get none anywhere. They, of course, now give the same price I do, but I have gained my ends the same as by the fish last year, and I never can think that it will be for your interest for me to **be guided by them.**

Six Shillings a Quintal.

There has been a very large quantity of seals taken on the South Side o fthis Bay about Perlican, also at Bay Verds, at which place I understand Danson's agent is giving 8| for young seals, Bills present payment, and Garland's people also are on that side giving 6| and some say 7|, Bills also present payment. At New Harbor at the head of this Bay, upwards of 3,000 seals were hauled by the inhabitants, and at Bonavista the quantity taken is said to be very great, and where Pudner (Mr. Garland's agent), I suppose, under the direction of Mr. Durell, offered 5|6 for young and expected others would be guided by him, but a Mr. Alexander there, not thinking that plan would be conducive to his interests, gave 6|, which Pudner also does now, and which is the current price in that Bay. Upon the whole and considering the tenor of your letter, I am glad that I stood aloof from the confederacy, but you may perhaps say I should have had the same chance as them to give the other 6d. in an indirect or secret manner, but to this I answer, that I think it much more for your interests to deal **openly** with the planters, as being most likely to secure their confidence. At St. John's it is likely they will not only give 9| for young seals, but I don't hold with their price or doings neither there nor on the South Side of this Bay, and I am decidedly of opinion that this year some of them will **buy seals for the last time.** It certainly can't be otherwise unless oil should be more than £50 per tun, which is unreasonable to expect. I observe with pleasure that you do not object to our enlarging the collection of fish, and I have no doubt of being able to make it amount to 10,000 qtls. merchantable, without much Bills, unless any unforeseen event should happen, such as scarcity on the ground, etc.

Numerous Wrecks.

Since my last, I have received a letter from H. E. G. & R. dated April 11th, wherein they say, "No price yet fixed for fish, but there is every prospect of this being a capital market for its sale." Seal oil in London, Feb. 12th, £48, Cod-oil £41 via St. John's per P. & K. B. May 4th—for the past fortnight we have had nothing but a continued gale of wind at N. E. We have already heard of 13 schooners (Ice-hunters), having been lost. In the 28th ulto., one of Mr. Garlands schooners returned with 2018 young seals, the master of which says he saw Spencer all well, about a week before with 1800, and in my next (which will be most likely by one of Mr. Garland's vessels direct for Poole) I hope to have the pleasure of informing you of his safe arrival, and of the arrival of the Alpha, both of which I am anxiously looking out for. The late heavy gales entirely prevented us from cruising and we have not added much to our collection of pelts since I wrote you on the 21st April. No vessels have yet arrived here, but the John and Success from Belfast.

Seals we have caught and collected up to this date: Caught—322, collected, 1160; total 1482.

I remain,
Your humble servant.
WM. KELSON.

P.S.—I have now the pleasure to inform you that Spencer returned safe yesterday, and without damage, with seals he does not know exactly how many, but at a certainty more than 1800, chiefly young. I shall send the Alpha up the Sound as soon as discharged. Spencer and myself are of opinion that it is too late to think of making another trip to the ice and we can find work enough for her here. Best respects to Mr. Jas. Slade, Mr. Frisker and Mr. Pope .We have just finished taking out Spencer's seals. They count 1874 young, 38 bedlamers and 2 hoods; total 1914 landed in good order. I find Mr. Garland's schooner had not more than this.

Referring to Peninsular War.

TRINITY, Sunday, May 19, 1811

I have the pleasure to find by a letter from Lisbon of the 20th March that the French have been constantly beaten wherever they attempted to make a stand, and that they are at last rapidly retreating, consequently that the prospect of a market for fish is favorable. The price is likely to go higher. From St. John's I have received similar accounts in letters from H. E. G. & R. and P. D. & B., dated the 8th inst, at which time the price of fish there was 22|6, 17|6, & 15|-. Very little fish being in this place and being unlikely even with Bills that I should be able to collect enough with the small quantity we had remaining to make up a cargo, I judged it best to send our remains (273 qtls.) to that place whilst the price was good, especially as we must send there for West India goods. But I have written Messrs. H. E. G. & R. that I expect to obtain these goods for Madeira and West India fish payment in the Fall and Bills present payment for the fish this Spring. The Galloper was loaded with it 4 days ago, but could not get a wind until this day. I note particularly what you say concerning the building of a vessel, "To lay the ship aside altogether for the present," if it would defeat the intention of getting three schooners to the ice. This it certainly would do and I beg to refer you to my remarks on this subject in my letter No. 2. I here advise you not to send a vesel to Pictou or elsewhere this summer for that purpose. but I am considering about the vessels Gannet, Active and Falcon, being too many to lay here the summer, which from your letters at present seems likely—whether it would not be best to send one of the large ones to Nova Scotia for a **load of lumber for Poole,** as it might perhaps be done in time for her to be here again for fish in the Fall. I have already hinted to P. K. & B. that it is likely our dealings with them will be increased provided they neglect no opportunity of advising me the state of the market, etc. I have sent the half hhd. beer to Mr. Clinch with your compliments, was accepted of it with many thanks, and most likely he will write you.

I remain, Sir,
Your humble servant.
WM. KELSON.

We must have 10 or a doz sealing guns for the new schooner. Please to send her name.

Seals colected 1583, seals caught, 2236; total, 3819, chiefly young: skins 107.

(To be Continued.)

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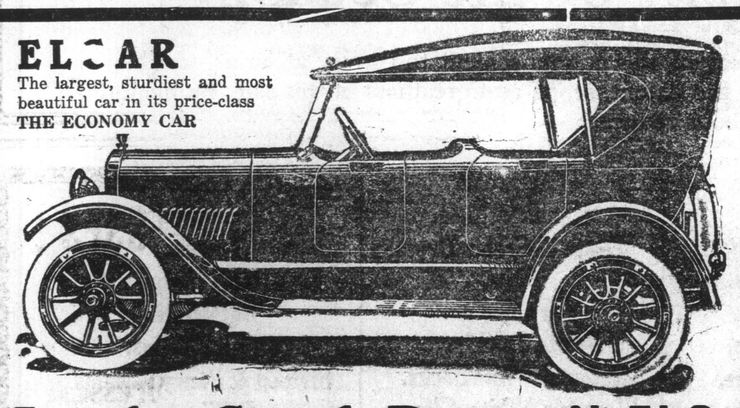

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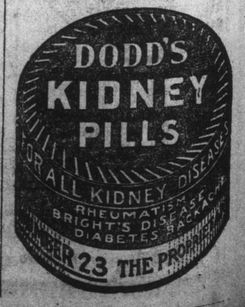

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TAKING YOUR DREAMS T

A certain business man who is very fond of efficiency schemes recently had the wooden partitions separating the various little private offices which housed his office force replaced from the height of two feet to the ceiling by glass. Also all roll top desks were removed and flat top desks substituted.

The result is that when he glances up from his desk he can see whether the typist in the third office down is working or dreaming and whether the bookkeeper in the second office to the left is busy over his figures or not.

In A Way It Must Be A Help.

Of course if he is a big man with big things to do he won't be able to spare many such glances, but the very fact that he can when he cares to, must be a great stimulus to his working force.

And while they may resent it, it must be, in a way, a help. There are times when I wish I had an employer to systematize my work and keep an eagle eye on me instead of having to be both boss and worker. I wonder if other housewives and other self employed workers do not sometimes feel that an outside compulsion to keep them systematically at their jobs would be a conserver of energy.

It is so hard to keep one's self at work when there are always many other things that one wants to do.

When Half One's Mind Escapes.

And even when one keeps one's body and part of one's mind at any task the other half is apt to stray off and betray one into doing work that does represent half one's full capacity.

"Long hours of labor," writes one of the most successful men of his day, "are valueless if the mind wanders. The average man rarely sets the undivided forces of his mind to work on a single task continuously. He thinks of the automobile he is going to buy or the show he is going