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NOTHING IN THE WORLD SO FAR AS KNOWN CAN EQUAL THE FINE GYPSUM DEPOSITS OF ALBERT

CRUDE GYPSUM HAS BEEN SHIPPED FROM HILLSBORO FOR OVER A HUNDRED YEARS

Individual Farmers Started the Business, Then in 1854 the Albert Co. was Formed—J.B. King & Co. Now Operating at Demoiselle Creek Under Management of James Blight, Who is Also Opening Quarries of His Own—Outside Competition Keen.

It is refreshing, after one runs across so many valuable natural gifts which are lying idle and non-productive either because of bad management or through the eccentricities of speculators, to meet one which for generations has been handled in a manner deserving of every praise. Perhaps not in all New Brunswick will there be found an industrial concern of similar character which can boast, if it wishes to do so, of a reputation such as that of the Albert Manufacturing Company of Hillsboro, managed by Mr. C. J. Osman. Nor is there in this or in any other Province of Canada an industry which for so long a time has progressed so steadily and systematically with profit to itself, and with such material advantage to the community in which it is situated. The gypsum deposits of Albert County have indeed been so familiar for the past hundred years that at the present time no person not directly connected with them pays much attention to the incidents of their development. But that they form a very important feature in the life and prosperity of Albert County is amply evidenced by a visit to that richest part of this Province.

Include plaster among his lines and came to Hillsboro, where after brief negotiations he purchased the lands held by the Fowler Company and also other areas controlled by settlers in that vicinity. Mr. Tomkins incorporated the Albert Manufacturing Company in 1854, and this concern has been successfully operating ever



ENTRANCE TO THE UNDERGROUND WORKINGS THREE MILES FROM HILLSBORO. THIS PIT FURNISHES THE FINEST PLASTER IN THE WORLD. IT IS TWO HUNDRED FEET DEEP.

since. It has never produced any great fortunes, but it has paid its bills with clockwork regularity, it has enjoyed irreproachable credit among all with whom it has done business, and it has added materially to the prosperity of Hillsboro and the surrounding country. Indeed on many occasions the Albert Manufacturing Company has at its own expense, maintained its operations to the highest degree for no other purpose than to provide permanent employment for those who had come to depend on its activities for their daily bread.

Kept it in the Family
Mr. Tomkins put in as manager his son Cornelius, who was succeeded by



ANOTHER SIDE HILL—THESE PURE WHITE CLIFFS STANDING UP AMID THE RED CLAY AND GREEN FOLIAGE FORM A VERY PRETTY LANDSCAPE.

then located. In the forties, the Fowler Co., an American concern operating at Lubec which had formerly been purchasing gypsum brought by the farmers, took over certain lands themselves, and operated on a comparatively small scale.

Calvin Tomkins Arrives
This desultory method, increasing however in importance from year to year, went on until 1854 when Calvin Tomkins of Tomkins Cove, New York, who had a large time business there, interested himself. He desired to

another son Joseph T. Tomkins, the latter taking charge about 1870. Since the organization of the company, steady progress has been made and the work of shipping crude gypsum, and manufacturing of plaster has been carried on. The first mill built in 1854 was burned in 1874 and a new one immediately constructed. The second one which like the first was of wood, was destroyed by fire in 1912, and in the following year the present plant was completed. It is of far more modern construction being of concrete basement, and so-called mill

Best Qualities Produced in That Wonderfully Rich County Command the Highest Price in All America, While the Lower Grades Successfully Compete in Every Market--The Pure White Alabaster Stands Alone--War Conditions Interfere Very Seriously With the Output.

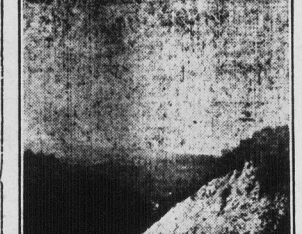
IN CONTINUOUS OPERATION FOR A HUNDRED YEARS

construction. The plant in operation today has a capacity of nearly one thousand barrels, which it can turn out at less expense than was possible in the production of five hundred and fifty barrels daily in the old mill.

Ship 60,000 Tons a Year

The Albert Manufacturing Company in normal seasons exports to the United States from fifty thousand to sixty thousand tons per year of crude plaster, shipping from May to December only. The duty at the present time is ten per cent. on raw plaster as against thirty cents per ton under the Dingley tariff. This means a reduction from the former scale, as gypsum in its crude form is worth only from

plication of sufficient heat to cause evaporation of the water of crystallization which gypsum contains. The kettles are then drawn off and the



FROM LOOK-OUT CLIFF, ALONG THE VALLEY OF GYPSUM.

finished plaster barreled for shipment. Several grades are manufactured in the Albert mills, these being used for building purposes, for fine castings and statuary, and for dental plaster and the very finest castings. Besides these products an excellent rock-wall plaster is turned out for building construction. Land plaster so called, is simply crude gypsum of the rather poorer qualities ground without boiling. In some deposits are found certain quantities of pure white rock which sells at better prices, and is used as filler for high grade papers. The Albert Manufacturing Company carry on also the necessary accessory industries in the form of cutting and sawing their own staves and headings, making their own barrels, and carrying on their own machine work. They operate in connection with their plant an electric lighting system and do practically all the work with natural gas as fuel.

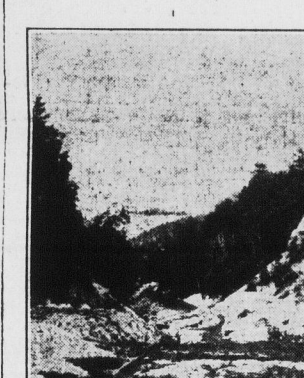
Competition is Keen

There are quite a number of gypsum deposits in Canada, and competition between the manufacturers is very keen. Yet there is cause for pride in the knowledge that Albert County gypsum in its finest qualities cannot be touched by any other now being produced in the world. In the poorer grades other parts of Canada and United States can compete and do compete, but for the finest quality New Brunswick can command at all times a better price than the product of any other mine. There is a very large operation now being carried on at Windsor by the J. B. King Company so called, shipping to their own mills in Staten Island and elsewhere and manufacturing as well at Windsor. At Iona, C. B. the Iona Gypsum Company are in business and at Cheticamp, C. B. the Cheticamp Co. is milling plaster. At Paris, Ont., right in the heart of the Canadian market and at Caledonia, near Hamilton, there are mills of more or less importance, and farther west in Winnipeg very large operations are carried on. Yet in spite of these competitors who are all strongly placed, the Albert Company is shipping to all points in Canada. Business however is badly cut up. The greater portion of the market consists of lower grades of plaster for building construction, and while the west cannot for a moment compete with the east in the higher grades of plaster for finishing coats they can for lower lower grades used in the first rough coats, and they can produce these lower grades perhaps more cheaply than can New Brunswick or Nova Scotia. As of course eight or ten times as much second quality plaster is used for the rough coats as of

does not manufacture in New Brunswick, but ships gypsum only in the crude state to the J. B. King Company's mills at Staten Island, New York, using water freights only. This plaster is now and for a great many years has been carried by the King Company's own barges. The Company has been in business in Albert County for some twenty-one years, and in fact took out the first leases issued in this Province under existing requirements. These were numbers one and two, and were issued in 1894, each lease covering one square mile of territory and costing \$50.00 per year. Mr. Blight has been looking after the interests of this Company ever since it started, and of late has been developing deposits on his own account. At normal times the Wentworth Gypsum Company produces from its Demoiselle Creek mines something like seven thousand tons of crude gypsum and it is in the fortunate position of not being compelled to slacken efforts on account of the war. In fact Mr. Blight says that he is unable to get enough plaster from the somewhat limited deposits to satisfy the requirements of the Company. In places the rock is a little hard to reach, the men having to dig some forty feet through earth, then finding about forty feet of gypsum of varying qualities, and under it the hard rock. All the gypsum is hoisted from shafts and the work is carried on the whole year round. This operation is however a comparatively small one in the total of the Wentworth Company's business, as at the St. Croix mines near Windsor, N. S., something like eight hundred tons per day is secured and at Avondale, N. S., the Newport Plaster Mining and Manufacturing Company's quarries operated by the Kings, some four hundred tons per day.

Other Companies Operating

The Albert Manufacturing Company however is not the only one operating in Albert County. One other principal concern doing business there is the Wentworth Gypsum Company of Windsor, familiarly known as the King Company carrying on business in Albert County under the management of James Blight. This company is operating quarries at Demoiselle Creek, some nine miles from Greys Island wharf, the shipping point at Hillsboro. The Wentworth Company, however



ALONG THE MAIN ROAD IN THE PLASTER DISTRICT—HEADING OF PLASTER MIXED FROM THE HILLSIDE, SECOND QUALITY.

opening a new quarry on his own account at Edgett's Landing, N. B., about a mile from the tide waters of the Petitoctiac. He plans later on to build a wharf and railway, but at the present time is shipping from the Government pier. He will not manufacture but will sell the crude gypsum to the Kings, who like other manufacturers, have made strenuous efforts to secure a share of business from other parts of the world heretofore enjoyed by German manufacturers. After considerable expense in advertising, and in making trial shipments to Australia and New Zealand, and in establishing selling agents in these places, we have succeeded in obtaining large orders, some portions of which have been shipped. But owing to the fact that only one vessel per month has been

HILLSBORO DEPENDS VERY LARGELY ON ACTIVITIES OF ALBERT MANUFACTURING CO.

And it Has Been the Policy of That Company to Do Its Utmost Towards Maintaining the Prosperity of the Community—Now Seeking New Markets in Australia and New Zealand in the Hope of Capturing Germany's Trade—C. J. Osman the Manager.

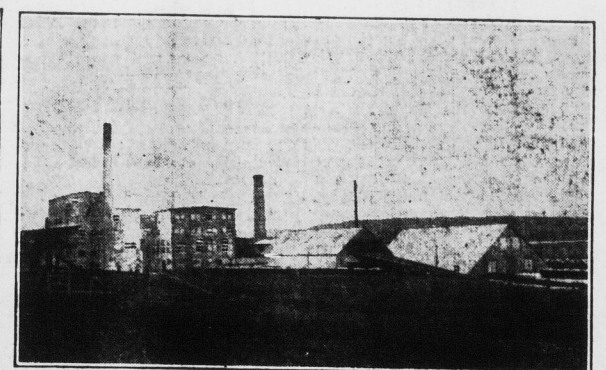
two thousand five hundred tons. This company has not been in any way affected by the advance in freights, as it is in the fortunate position of controlling under a neutral flag sufficient tonnage to carry on its business without interruption.

Opening a New Quarry
Mr. Blight, as has been stated, is

out of Hillsboro is one of the beauty spots of Albert County, has been manager of the Albert Manufacturing Company for the past twenty-three years, and previous to that held the office of secretary to which he was elected in 1877. His assistant is Fred Thompson formerly of St. John. Mr. Osman is not only the manager of this important industry, he is essentially a believer in the prosperity of the community in which he lives, and it has been his aim, according to stories told of him by the people of Hillsboro, to carry on his work in times of adversity just as in times of prosperity in such a manner that the material well-being of Hillsboro and the entire district may not be seriously affected. The war has played havoc with the Albert Manufacturing Company's business. It is almost impossible to secure tonnage, the demand for their product has fallen off very materially, and it has been with the utmost difficulty that Mr. Osman has managed to keep his mills and quarries almost at half time, where eighteen months ago they were operating to the fullest capacity. In view of the greatly reduced market at home it has been found necessary to seek an outlet elsewhere, and this effort has met so far only moderate success.

Seeking Germany's Markets

Speaking to The Standard a few days ago, Mr. Osman said, "In view of the unlooked for and extremely hard times, and acting on the suggestion of the Government of Canada, as well as the Canadian Manufacturers' Association, we, like other manufacturers, have made strenuous efforts to secure a share of business from other parts of the world heretofore enjoyed by German manufacturers. After considerable expense in advertising, and in making trial shipments to Australia and New Zealand, and in establishing selling agents in these places, we have succeeded in obtaining large orders, some portions of which have been shipped. But owing to the fact that only one vessel per month has been



GENERAL VIEW OF THE ALBERT MANUFACTURING COMPANY'S PLASTER MILLS AT HILLSBORO.

business. It will have a capacity of from thirty thousand to forty thousand tons per year, all of which will find a market if Mr. Blight's expectations prove correct. New uses have been discovered for this grade of gypsum and what was in the earlier days not considered of commercial value is now of some use. The deposit is a large one and perhaps one thousand tons a day may be produced if proper equipment is supplied. Later on, if everything goes well, steam shovels may be utilized as the deposit is quite extensive.

War Has Interfered

Mr. C. J. Osman whose home just

subsidized by the Dominion Government to sail from Canadian points, and owing to the fact that sales of Canadian goods have been much larger than the capacity of this vessel, many orders have not yet been shipped. Yet almost daily, cables containing further orders for us have to be answered, that space cannot be secured. This is very disappointing as the total quantity of plaster taken by Australia and New Zealand during one recent year amounted to thirty thousand tons, and this divided among Canadian mills would be of very great value to them in these times of general depression in building lines. The

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