

The Report of John M. Devine.

Newfoundland Trade Commissioner at New York--Mr. Coaker's Letter "Open Sesame" at Washington.

REPORT BY THE NEWFOUNDLAND TRADE COMMISSIONER RE VISIT TO WASHINGTON ON JANUARY 1921 AND APRIL 1921.

Sir,--I beg to submit for your greater information REPORT of my visits to Washington on January 1921 and April 1921.

On January 21st, 1921, I appeared at 10 a.m. before Committee of Ways and Means, House of Representatives, Hon. Joseph Fordney, Chairman, and the following Committee:

William R. Green, Iowa; Nicholas Longworth, Ohio; Willis C. Hawley, Oregon; Allen T. Treadway, Massachusetts; Ira C. Copley, Illinois; Luther W. Mott, New York; George M. Young, North Dakota; James A. Frear, Wisconsin; John Q. Tilson, Connecticut; Isaac Bacharach, New Jersey; Lindsey H. Hadley, Washington; Charles B. Timberlake, Colorado; George M. Bowers, West Virginia; Henry W. Watson, Pennsylvania; Claude Kitchin, North Carolina; Henry T. Rainey, Illinois; Cordell Hull, Tennessee; John N. Garner, Texas; James W. Collier, Mississippi; Clement C. Dickinson, Missouri; William A. Oldfield, Arkansas; Charles R. Crisp, Georgia; John F. Carey, New York; Whitwell P. Martin, Louisiana; Ernest W. Camp, Clerk.

After arranging appointment with Committee in due time I was very graciously received and upon being called by the Chairman stated the following: That I was down to Washington before Ways and Means Committee in my official capacity as Trade Commissioner for Newfoundland, having heard that certain Tariff changes were being contemplated, which, if carried into effect, would materially militate against Fish Exporters of our country and consequently against the best interests of Newfoundland, and in my opinion, taken all in all, would not be to the advantage of the United States. That with a view towards fostering closer trade relations with America, Newfoundland Government had appointed a Commissioner to this country, pointing out that it was the first time in our history that such an appointment had been made. That we had been selling a certain amount of our product here for many years and that we were desirous of selling more, between 1915 and 1920, while our Exports had increased considerably to this country, purchases from the United States had grown from approximately \$5,000,000 in 1915 to \$10,500,000 in 1919, an increase of \$1,000,000 in five years.

After a series of questions had been asked by the Committee, which are contained in Hearings on General Tariff Revision, Page 1635, (to which I now refer you), copy of same I instructed Secretary to have mailed to you and which I presume reached you, although to date receipt of same has not been acknowledged, I filed the following Brief:

"The Ways and Means Committee, House of Representatives, Committee for Newfoundland and in view of certain tariff changes that are now being considered, I respectfully ask the committee to take into serious consideration the increased trade between the United States and Newfoundland in recent years.

In 1915 our purchases from the United States amounted to only \$4,943,752, but it has been steadily growing latest available figures stating the total for 1919 was \$10,500,000, an increase of \$11,000,000 in five years. Newfoundland exported to the United States in 1915 products valued at \$1,637,385, and in 1919, \$6,523,657. Therefore, on behalf of Newfoundland, I sincerely hope that nothing in the nature of a tariff will be created by your Government, to the detriment of our common interest and the retarding of that splendid expansion of business which has been so marked in recent years.

Furthermore, I must particularly emphasize the fact that we have no discriminatory tariff against this country, the same amount of duty

being levied on United Kingdom and Canadian products as on imports from the United States.

JOHN M. DEVINE, Newfoundland Trade Commissioner.

N.B.--In the year 1919 we purchased eight times as much goods from the United States as we did from England.

That Newfoundland had no differential tariff seemed to be a point that favorably impressed the Committee. Hon. Joseph Fordney replying said, that Canada has a preferential duty and Newfoundland hadn't; that we (United States) would like to have Newfoundland moved up just a little closer. He also thanked me as follows: "Mr. Devine, we want to say to you that I believe you are the only witness so far that has appeared representing a foreign country and we thank you very much for your presence, Sir, and the statements that you have made." I saw Mr. Fordney later and tried to get a definite statement from him as to the nature of the tariff to be imposed, the amount, etc. He replied that he did not think it would be so excessive as to make Newfoundland fish prohibitive to this country and that it was not the intention to do anything that would inflict a hardship on Newfoundland Fish Exporters.

Many of the Congressmen that I conversed with seemed very sympathetic to Newfoundland's Commercial Interests and expressed great pleasure at the appointments of a Trade Commissioner down here. One of the most prominent taking occasion to state that "now that Newfoundland evidently meant business with this country, as evidenced by appointment of a Trade Representative, it was up to the United States to endeavor to establish reciprocal relations on a firmer basis than heretofore, and to show Newfoundland that her material prosperity of the future would be increasingly augmented by a better commercial understanding with America."

This is quite right and permit me to embody in this report a couple of paragraphs from my letter to you of recent date. "Now for my personal statement. It may be questioned by some of your opponents in Parliament the usefulness of a Trade Commissioner in the United States. My work, by unthinking minds may be sneered at as to whether it has been of any use to me. I have justified my existence, or rather the existence of this Department. Possibly, in your own party, there may be gentlemen who are not convinced of the necessity of a Trade Commissioner in this country. Individually and collectively, permit me to say to them that I wish this idea, if it is held by any, to be completely dispelled from their minds, and that the few dollars the Government has paid for my services here will eventually pay good dividends and is already bearing interest."

"My work on the Tariff Question must not be overlooked. That I have helped create a more friendly feeling between this country and Newfoundland, there is no doubt. That Newfoundland is looked upon in a different light than when I came here is evident on all sides. That the rapidly with which financiers and investors took up our Bonds, guaranteeing the successful flotation of the Loan, must in some measure be attributed to my efforts in judiciously advertising the Colony's resources. The time is opportune for a reciprocal trade arrangement between this country and Newfoundland. America is the natural market for our products. We are attached by the strongest bonds of blood and kinship to the other country. We glory in the proud possession of the title of "England's oldest Colony." We are loyal to the throne of Great Britain and I trust will always remain so, and that at all times we are prepared to defend and jealously guard the good name and great work of British Institutions. But

we must not forget the fact that in the world of economics, America is our natural market and everything should be done to foster closer and greater trade relations. The close proximity of Newfoundland to the United States always will give this market a decided advantage over those of the Old World. Therefore, I say let no silly sentimentalism prevent us from taking advantage of the hand that America holds out."

Acting under instructions from the Minister of Marine and Fisheries, accompanied by Mr. Collis, I visited Washington the second time on April 7th, with a view to learning definitely what action the Government of the United States contemplated as regards Tariff on our fish entering America. After arriving we first got in touch with the British Embassy and arranged appointment to meet Sir Auckland Geddes which was accomplished very satisfactorily and after presenting our credentials--a letter of introduction from Mr. Coaker--he took a very lively interest in our visit and treated us with the utmost courtesy.

He thought that some time would pass before anything of a concrete nature would materialize in the matter of Tariff that would affect us, but advised keeping in touch with responsible persons at Washington as well as with the Embassy. Mr. Broderick of the Commercial Department also promised practical co-operation. Interviewed Secretary of Commerce Hoover, as well as Hon. Joseph Fordney, Chairman Ways and Means Committee, both seemed sympathetic. Owing to Congress being in session at the time, it was almost impossible to see any of the active members and it was with much difficulty that a meeting with Mr. Fordney was arranged.

Mr. Fordney stated that they had not come to the Fish Question as yet, as other matters were being considered. Queried as to the forethought legislation and tariff on foreign fish, he replied by saying that he could give me nothing definite to report to the Newfoundland Government, only that everything submitted by me on January 22nd, before Ways and Means Committee would be carefully considered and that it was not the intention to impose such a duty as would make price of our sea products prohibitive to America. I stated our case before Mr. Hoover pointing out that the advantage was all in favor of the United States and asked him to take into consideration the enormous disparity between our imports from our exports to the United States.

Stressed the possibility of American fish companies operating in Newfoundland in the immediate future and the consequent hardships with which such industry would be attended if a tariff were placed on our goods. Accentuated strongly the friendly trade relations existing between Newfoundland and the United States, the appointment of a Trade Commissioner down here, with a view to closer trade relations between the two countries, and trusted that nothing would be done that would militate against our interests with the possible loss of a \$20,000,000 customer to America. I asked him to take up the entire question with the Newfoundland Government, pointing out that personally I believed it possible to arrive at an agreement advantageous to all concerned. He promised to give the matter his attention.

My deductions are that it is the intention of American Government to protect the fish interests here as well as the other interests of the country. That they will protect every other American interest and omit the New England, Alaska, and Pacific fish people does not seem logical. I believe further that nothing can be gained, in my humble opinion, by stern threats of retaliatory measures, such will only serve to aggravate the situation, as the Republican Party's policy has always been, as you are aware, in favor of protective tariff and if we should appear to be in a too dictatorial attitude our case would rather be injured than strengthened by such procedure.

But on the other hand, should all cordial negotiations fail to help us, I would suggest that we make sure you have a more efficacious and powerful weapon than the simple imposition of a discriminatory tariff against American goods entering the Colony. I am further convinced that Canada can be of no practical help whatever to us in the present crisis, her tariff being preferential and ours the contrary, moreover as subsequent events have proven in the anti-dumping section in the Emergency Tariff Bill Canadian Products are very much taxed, which goes to show that if Canada could not prevent her own commodities from being taxed there is little hope of her influence being very beneficial as far as we are concerned. Further, since the days of the failure of the Laurier Reciprocity Bill, discriminatory tariff against Canada's products have been a pet theme of some of the influential interests of the Republican Party.

In conclusion, I can only say that I have exhausted every expedient at my disposal and have left no stone unturned to present our case in a favorable manner before Washington and I am deeply convinced that the time is opportune for a reciprocal trade arrangement with this country. I therefore would advise negotiations be entered into immediately with Mr. Hoover, Secretary of Commerce. He is the business man of the Administration and I am sure is prepared to consider carefully any reasonable proposition.

Respectfully submitted, JOHN M. DEVINE, Prime Minister, St. John's, N.F.

Lwer C ana la College, MONTREAL.

C. S. FOSBERY, M. A. Head Master.

Term Commences Sept. 14th, at 9 a.m.

No Day, No Flag, No Flower.

Editor Evening Telegram.

Dear Sir,--Surely we ought to be a most unhappy country. We have trade depression, lack of employment and people hungry. The Governor prevents us celebrating our birthday and substitutes another day as a holiday for which we care nothing. We have no National Flower. Personally I should favour the dandelion, whose plant like our country cannot be downed, which, when belted is so delightful to eat and is so effective in the springtime, whose flower, like our people, is so pleasant to look at. Having no day, no flower, now comes along Mr. Arthur Mews, Deputy Colonial Secretary and tells us that we have no flag. He must be right because on June 24th no flag was flown from the House of Assembly, nor in Bannerman Park nor from the Court House. I do not know whether there was or was not one on the City Hall. Where there were flags flying on the 22nd and 23rd there were none on the 24th. The Roman Catholic Cathedral was bedecked with flags and the joy bells rang out. There was a flag flying from the English Cathedral flag pole. I thank goodness some people know their business. I was sold by a supposedly reputable Water Street firm, a flag which they said was the Flag of Newfoundland. It was the red ensign with the Arms of Newfoundland in a circle on the red part of the flag. I like the wording of those Arms. "Hæc tibi dona tero" "I bring gifts to thee." It is such a change from receiving something. This country ought to be sick of charity in any shape or form. It is better to give than to receive and so I like our motto. Why was there, that day, no flag on the House of Assembly. Is it not desirable to instill in the people love of their country. Some editors prate about patriotism but with the exception of the Telegram no other editor wrote a line concerning Newfoundland's National Day. Why? Would it not be desirable that on that day The Flag of Newfoundland should be raised on every flag pole, that the schoolchildren be taught to revere their flag and their country like the children of Canada and America. Are we not wanted to develop a love of our country. Are there ulterior motives? I hope not. To thine own self be true. So, to thine own country. It may be that the country has no flag, but we have no flag let us get one. Let us have a flower, let us have a day. Let us be proud that we are Newfoundlanders and that we were born in Newfoundland, the fairest spot on God's green earth.

Yours sincerely, GEO. W.B. AYRE.

July 5th, 1921.

"Sincerity in word and deed, that is what makes friends, wins customers, grows business, insures success. We make no claim we cannot substantiate, declare no values we cannot show."

Our claim is that Phoratox Cough and Cold Cure is the best preparation for all kinds of Coughs, Colds, Bronchitis, Asthma and various lung troubles, and to substantiate our claim we can produce the proof by the sales we are making. If Stafford's Phoratox was not what we claim it to be why should people be continually asking for a bottle and wholesalers purchasing it in gross quantities. Phoratox is only one of the many preparations we manufacture and have succeeded in obtaining a trade-mark sale for owing to its medicinal qualities.

DR. F. STAFFORD & SON, Wholesale and Retail Chemists and Druggists, St. John's, Newfoundland.

OUR NEW TEA ROOM!

We have recently opened an attractive Tea Room, where we are prepared to serve Dainty Teas during the day and evenings. Also Ice Creams and all our well-known Fancy Cakes and Pastry. Call in the next time you are passing.

E. WILLS, Cochrane and Duckworth Sts. Jne28,1921, eod

Minard's Liniment Relieves Neuralgia where.

The Regulation Regalia of the Black Institution in Canada & Newfoundland

The Special Sash and Apron

Illustrated here are the correct regalia with which Sir Knights must clothe themselves.

The Cost is as Follows:

For Sash, Apron and Case - - \$20.00
Sash only - - 15.00
Apron and Case only 5.00

Sir Knights desiring to obtain regalia should order as speedily as possible, and in every instance prompt attention will be given to all orders received.

The Royal Stores, Limited, Regalia Department

SPECIAL NOTICE

To the Heads of all Charitable Institutions.

For one week only, dating from Saturday, July 2nd, we offer to Hospitals, Schools, Orphanages, and other charitable organizations in the city any of our stock that can be utilized for their benefit, at a further 10 p.c. reduction off the already startling figures.

This stock includes Calicos, Sheetings, Shirtings, Flannelles, Hosiery and Readymades in various lines.

The wonderful success of our going-out-of-business sale is directly due to the marvellous values offered, and for this reason with a further 10 p.c. reduction, we think this opportunity is well worth your immediate attention.

Terms Strictly Cash

No Exchange No Approbation

P. C. MARS

Duckworth St. Head McMurdo's Lane

P.E.I. Potatoes

On the spot and to arrive in a day or two.

HAND PICKED--SOUND STOCK.

New Goods just in.
Bovril, 1, 2, 4, 8 & 16 oz.
Virol--Small, medium & large.
Bird's Custard.
Bird's Blanc Mange Powders.
Bird's Egg Powders.
Sloan's Liniment.
Fresh New Laid Eggs.
Neave's Food.

Finest Quality Dates--
Fresh new stock, 1 lb. pac. 25c.
Granulated Sugar, 13c. lb.
New Potatoes, 45c. gall.
Blue Nose Table Butter, 2 lb. slabs.
Moir's Fresh Cakes, viz: slabs, pots and 1 lb. packages.
Moir's Cream Cakes.
Moir's Bars, asstd. kinds.

FINEST QUALITY FRESH FRUITS in generous variety on sale.

C. P. EAGAN,

Duckworth Street & Queens' Road