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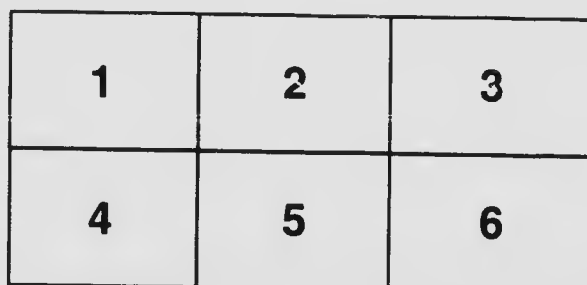
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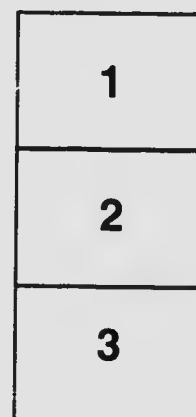
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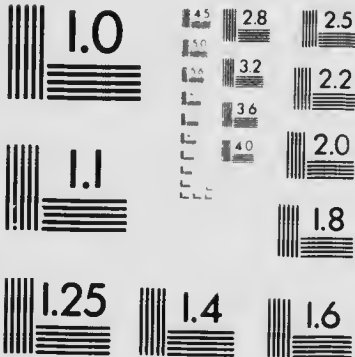
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The Commercial  
Possibilities of  
Nova Scotia

W. C. Milner

HALIFAX, N. S.

NO.

A PRIZE ESSAY



# The Commercial Club of Halifax, Nova Scotia

(an organization of men, who believe in Nova Scotia)  
wishing to do something to spread the knowledge  
of their province, offered a prize to students attend-  
ing Nova Scotia colleges for the best Essay on

## "The Commercial Possibilities of Nova Scotia"

The Judges of the essays, as appointed by the Club were

Dr. Blackadar, Editor of the Acadian Recorder.

R. M. Hattie, Associate Editor of the Maritime Merchant.

R. V. Harris, Member of the Board of Control, Halifax,

In the opinion of these gentlemen, the successful essayist was  
Rudolf A. Clemen, M. A., of Dalhousie University, Halifax.

The Commercial Club will be pleased to forward any further  
copies, and answer or cause to be answered any inquiries regarding  
Nova Scotia or its possibilities.

Address A. H. MINSHULL

*Hon. Sec. Commercial Club, Halifax, N. S.*

Halifax, July, 1914

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# The Commercial Possibilities of Nova Scotia

*By*  
*Rudolf A. Climen, M. A.*

In order to present in a clear and comprehensive manner just what are the most important commercial possibilities of this province, without being either too detailed or too brief, it is necessary to consider the possibilities of each of the great industries of the province by itself. These industries divide themselves into two groups:

- (1) the extractive or primary industries viz., agriculture, fishing, lumbering, and mining.
- (2) the secondary industries viz., manufacturing, transportation and kindred means of distribution of products, tourist traffic.

The next step is to take up each industry in turn, inquiring as to (a) the resources of Nova Scotia in this particular industry, (b) the methods now used and the best ways by which in the future these resources in each industry can be developed commercially.

By the pursuance of the foregoing systematic method of inquiry in interviews with some of the leaders in the commercial life of Nova Scotia, the writer has been enabled to formulate from the considered opinions of these men certain lines of development which would greatly further the interests of Nova Scotian commerce.



## AGRICULTURE.

Nova Scotia is richly endowed by nature for agricultural development. There is every sort of soil from the immensely rich intervals and dyked meadows to high uplands and wide pastures. But at present there are only about 56,000 occupiers of farms, which take up only 39 per cent of Nova Scotia's total area. Out of the province's whole extent of 13,483,681 acres, 5,457,000 acres are owned by farmers, 5,750,000 acres are in forests, and about 2,276,681 acres are more or less barren lands. Of the total acreage owned by farmers, 1,857,000 acres are regularly under the plough, 1,600,000 acres are in pasture lands, and 2,000,000 are in wood lots.

From these statements it is clear that only a small area of Nova Scotia is actually under cultivation. It is estimated that fully three-fourths of the land of Nova Scotia can be either cultivated or grazed. The possibilities, therefore, for extending the agriculture of the province are great. The facts are, however, that even the area under the plough is not as well cultivated as it should be, and that so far as the province is concerned, there is a greater demand for more intensive cultivation of the lands already cleared than an extension of the cultivated area. Yet in spite of this the estimated farm products for 1913 in Nova Scotia totalled \$31,000,000.

Passing to the methods now employed to develop the commercial possibilities of Nova Scotian agriculture and the best ways for turning these possibilities into realities in the future, it will, perhaps, make for clearness to consider branches of agriculture for which Nova Scotia is peculiarly adapted. The greatest of these commercial possibilities seem to be in the following branches:—  
growing, dairying, sheep-raising.

### FRUIT GROWING

The fruit growing industry is an old one, but it did not begin to make rapid strides till 1880, when an export market was established. That year 20,000 barrels were exported and by 1911 there were 100,000 barrels sent abroad. The standard fruit is the apple, which is carried on as a commercial venture in the counties of Kings, Annapolis, Digby, and to a lesser extent in Lunenburg and Queens; also parts of Yarmouth and the northern part of Cumberland, Colebrook, and Pictou counties bordering the Northumberland Strait. It is estimated that at the present time not more than one-tenth of the land capable of bearing trees in the fruit growing counties has been planted, and it is very clear that the future production must be many times the present large output.

The government of Nova Scotia by means of its demonstration orchards is enabling the farmers to take greater advantage of the commercial possibilities of this industry. The most striking development commercially, however, is the organization of some forty co-operative fruit shippers' companies, which at present handle about 60 per cent of the crop. Recently there was also formed the Central Co-operative Fruit Shippers' Association which when completed will constitute one of the largest co-operative farmers' organizations in the world. This method of marketing the fruit through officials whose whole time is devoted to studying and developing markets is proving of great value to the province.

In summing up the possibilities in fruit growing it is well to note the all important natural advantages enjoyed by Nova Scotia which are:

(1) The province is nearer the British and other European markets than any other part of the continent. (2) The quality of the apple in particular, and of other fruits in general is unsurpassed for crispness, flavour and keeping properties. (3) The varieties of apples grown are practically all the standard sorts which commend the highest price in English and other European markets such as Ribston Pippin, Blenheim Pippin, Gravenstein etc., (4) The life of an apple tree in Nova Scotia is from 60 to 100 years in comparison with some more trying climates where from 20 to 30 years is about the life limit of a tree. (5) The various small fruits such as strawberries, plums etc., are ready for market when the United States' supply has been exhausted and thus command a higher price.

Two things, however, have been neglected in utilizing these commercial possibilities. The first is that Nova Scotia fruit growers have not realized the great importance of proper and attractive packing. This has undoubtedly hurt the trade of Nova Scotia fruit. Secondly, every year there is a great deal of fruit lost in windfalls and other ways which is not good enough to pack and which is therefore fed to pigs and is utterly wasted. In the Annapolis Valley especially there is room for several flourishing fruit canneries and jam factories.

#### DAIRYING

Visitors to the Province, have frequently wondered why high-class dairying is not a more prominent feature of Nova Scotia rural economy. The most frequent reason given by farmers is that dairying requires "too much labor." Yet other flourishing industries involve the employment of much labor, their very profitableness varying, for the most part, with the number of hands employed. Again, stock farming is the only kind of farming that will maintain the land in its virgin productiveness. The importance of dairying is summed up by Principal Cumming of

the Nova Scotia Agricultural College, this      In live stock lies the salvation of Nova Scotia agriculture.

So much for the present state of affairs. I pass to our second inquiry viz. the method now to be employed in order to develop the commercial possibilities of the live stock industry. Let me note of the Kingdom of Denmark as an example.

The value of dairy products exported from Denmark is only two-thirds the size of Nova Scotia, is greater than that of any other country in the world, reaching the almost incredible sum of something like \$80,000,000 a year. Yet 50 years ago, 1800, agricultural conditions in Denmark were very unsatisfactory. The country had depended for generations on wheat growing, but the people were miserably poor, with an impoverished soil and an outlook which was far from hopeful. Agricultural economists say it was necessary to make a radical change in farming methods. Live stock is the basis of successful agriculture. The Danes began to improve the stock, and with the consequent growth of dairying, and allied industries the condition of the people has steadily improved. Thus the present prosperity of Denmark is due to the dairy industry.

At present the value of Nova Scotia dairy products is \$4,104,510. Now as the average cow should give at least double the amount of milk she now gives, and as the farmers could without much effort increase the number of milch cows three-fold, the result would be to increase the value of dairy products to six times the present returns, i.e. \$24,987,000. This is from the standpoint of only 25 per cent of the land area being so utilized.

But would there be a market for greatly increased dairy products? Yes. It will be sufficient to mention two which are easily accessible for Nova Scotia products. The first is Great Britain, who imports of butter for instance, reach 500,000,000 lbs. a year, an increase since 1890 of 80,000,000 lbs., and whose imports of cheese total 200,000,000 lbs. The second market is Germany, Germany only a few years ago exported a large quantity of butter and cheese, but owing to the improved condition of the industrial classes, many of the people now use butter, who at one time did not know the taste of it. The result is that Germany instead of exporting, now imports every year about 100,000,000 lbs. of butter. Now, though the United States, Holland, Denmark, Italy, Australia are great sources of supply, yet the Old Country is still prepared to take a largely increased quantity of dairy produce provided the quality is superior. Thus it seems that dairymen offers to Nova Scotia the means of realizing more money by far than is now being made from any other form of agriculture or fishing or any kind of manufacture yet established.

## SHEEP RAISING.

Until about five years ago sheep raising was declining rapidly. In 1871 there were in the Province 398,000 sheep; in 1901, 285,000. The local reason for this was the lack of steadfastness in the Nova Scotian farmer. Owing, however, to the improved market for both wool and mutton, there has been in many quarters during the past few years a growing tendency to stock up and improve the flocks.

Turning now to the reasons why the sheep industry can be made of great commercial value, it should be noted that Nova Scotia possesses advantages which make it possible for the skilled manager to surpass results which can be obtained in many parts of the world. (a) The country abounds in hilly, well watered pastures, which, when properly treated, afford the best of feed for successful sheep raising. (b) The climate is cool and moist, and, as a result, sheep are generally healthy and free from contagious diseases. (c) The quality of wool is considerably superior to that produced in the inland parts of America and, as a result local and other manufacturers are prepared to pay the highest market prices for this product. As a result, sheep raisers are safe in counting on a continuance of high prices for wool. (d) The possibilities of marketing mutton are excellent. During the greater part of the year the local demand is so keen that it exceeds the supply and lambs and mutton have to be shipped from other parts of Canada to supply the market. In addition, an export market for lambs has been established with the eastern United States, the inhabitants of which have learned to appreciate the quality of this Nova Scotia product. (e) Lands are generally inexpensive. (f) Perhaps the most conclusive statement of all in favour of sheep raising in the Province is, that those farmers who are engaged in intelligently carrying on this industry report large profits.

The commercial success of this industry is assured because at present there are large markets awaiting adequate supplies. The reason is that 30 years ago as a result of the over production of wool in Australia, New Zealand, Argentine and western United States prices dropped causing great losses and a decrease in the industry. Following this there has come a decrease in the supply of wool and prices have gone up, but this time on a much more permanent basis than heretofore, for the reason that in large areas, especially of the general farming sections, mutton sheep have begun to supplant the old Merino strains. Consequently the farmer in Canada, has now two markets at his command, viz., a market for wool, and a market for mutton. As a result, it is the opinion of experts that sheep raising will for the next few years be pursued to a larger extent than here-to-fore in such general farming sections as Nova Scotia.

## THE FISHERIES.

It may justly be claimed that no fishing grounds in the world are so favorably situated or so well adapted for the maintenance of the most valuable varieties of commercial fishes as those adjacent to the shores of Nova Scotia. In 1911 the total value of Nova Scotian fisheries was \$10,119,242, i. e., 34 per cent of the Canadian production. About 28,368 men are employed in this industry. It is stated that the fisheries at the present time are apparently inexhaustible in resources and in a flourishing condition. Yet it is well to note that little progress has been made in the total production during the past 25 years. A more intensive study shows that there are infinite commercial possibilities by the introduction of improved methods of preparing the fish and by the opening of new outlets.

In order to get a definite idea of the possible development of Nova Scotian commerce in fish it is well to take each of the most important branches by itself. And first to deal with the cod fishery which is the leading industry on the Atlantic coast. The catches of both inshore and offshore fishermen are almost all split and salted for drying purposes. But cod salted at sea is heavily so and does not make good dried fish for shipping to hot climates because it gets slimy. This is not so with inshore fish, which comes to land daily and is dried in the open, the curing being due to the action of sun and air. This can be safely taken to hot climates. The chief markets for dried products are found in Italy, Spain, Portugal, Brazil, the West Indies and the United States. Recently a large and widening outlet has been found for boneless cod, a dried article in small packages. Now a considerable quantity of fish is consumed fresh in the inland Canadian market and with improved transportation facilities this can be increased.

In light of the extreme abundance of herring it is to be regretted that this branch of the fisheries is as yet practically undeveloped. Of the comparatively small proportion of the catch that is smoked and cured in pickle, part is consumed in Canada and part exported to the United States and the West Indies, but owing to careless packing and badly made barrels, the price obtained has not been such as to induce an increased output. In the preparing of salted herring there are opportunities for greatly increasing the trade by raising the standard of curing and packing. The same statement applies to the mackerel fishery.

Along the shores of Nova Scotia are perhaps the most remarkable grounds for lobster fishing in the world. The total money value of this industry is nearly \$3,000,000. Not many years ago, however, this fishery was of no account. About 1870 a few people became impressed with the industrial possibilities of preserving the meat of the lobster in tins. Under license of the Department of

Marine and Fisheries the products are invariably of high quality. The United States, Great Britain, France and Germany are the chief markets and the supply is not equal to the demand. In addition there is a flourishing business in the export of live lobsters to the United States for consumption in fresh condition. This trade is largely confined to the west and south counties of Nova Scotia as far as Halifax. The geographical position of that part of the province together with good steamship service makes such a business both possible and profitable. With better facilities for transportation this lucrative trade could be extended to the counties lying eastward of Halifax. Care must be exercised in this industry as the enormous annual draining of the lobster producing areas, if recklessly continued, will result in the extinction of the industry. This, however, is being successfully guarded against by the government.

The proper cultivation of the shell-fish business also holds out most promising inducements. Some of the finest natural beds of oysters in the world are to be found in the Nova Scotia coast. The present yield is about 4,000 bushels yearly, nevertheless it is claimed that there is a greater cultivable area for oyster beds in Nova Scotia than in even the State of Maryland, which has produced in one year 10,559,012 bushels.

For 25 years there has not been much increase in the value of Nova Scotian fisheries, but it seems clear an era of development is about to commence. This stagnation was due to the fact that the fish trade of the Atlantic coast has remained largely a salt fish one, which in spite of recent improvements in packing, practically reached its limit long ago. The greatest commercial possibilities lie in the change now taking place in the character of the industry. More and more fish is being disposed of in the home markets in a fresh or smoked condition. One great hindrance to the commercial development of the fresh fish trade is the slow transportation over the long distances separating the centres of population in Canada from the sea. This has been largely removed by the government's action in 1907 in assisting shippers of Canadian fresh fish to take advantage of fast railway services by paying part of the heavy express charges on their shipments, thus enabling them to compete successfully with the United States shippers, who before had practically supplied the larger towns and cities of Central Canada, owing to the much shorter railway route from Gloucester and Boston. Since the inauguration of this system the quantity of fresh fish annually brought into Canada from United States ports has been much reduced, while that shipped inland from the Canadian Atlantic ports has been correspondingly increased. Indeed there can be no doubt that the energy and enterprise of fishermen and fish merchants will soon enable them to supply the present home demand entirely from Canadian sources.

## LUMBERING.

The actual and potential forest area is about 6,700,00 acres or about 70% of the entire province. Of this forest area 25% has been destroyed by fire, 45% is young growth, or so severely culled that not much timber is left, and the remaining 30%, say 1,400,000 acres, of virgin, semi-virgin, and moderately culled forest must furnish the larger part of the present lumber supply. The present lumber cut of the province is about 300 million B. M., two-thirds of which is spruce, and the estimated timber standing on the available area totals about 5 million board feet. Adding to this what lumber may be secured from the severely culled and second-growth forests, the supply of available timber can hardly be swelled to 9 billion board feet, indicating a life for the industry as at present developed, of not more than from 20 to 30 years. The principal trees are, spruce, fir, hemlock, pine, birch, oak, and maple in order of importance. Throughout eastern Nova Scotia there is an relatively enormous quantity of merchantable hardwood still untouched. Of the total annual lumber cut at least 80% is exported—the principal markets being South America, the West Indies, Great Britain and the United States.

Considering now the ways in which the commercial possibilities can be developed the first principle to be laid down is conservation. Time has proved that practically every stick of timber that can be grown in Nova Scotia can be marketed without difficulty so great is the demand in all the great lumber markets. Development of this trade is easy because of lakes and streams suitable for floating the timber, and the unsurpassed geographical position of the harbours of Nova Scotia in relation to the great centres of demand such as Britain, Cuba and Argentine. The best feature of the situation, however, is the increased demand with good prices for domestic consumption. In order to realize the permanent possibilities of lumbering, therefore, it only remains for Nova Scotia timber owners to cease from trying to get as much land as possible and to develop and cultivate reasonable areas.

Two possible commercial lines of development in lumbering are all that can well be touched on here. The first reference is to the pulp-wood and wood pulp question which has already attained to some prominence. Owing to the increased demand made by the paper mills of the United States for raw materials and the decreasing supply of home grown wood, we find that for the year ending June 30, 1910, the United States imported from Canada pulpwood and wood pulp to the value of \$9,885,042.00, as against a total importation of \$5000 in 1880. According to statistics Canada furnished more than one-fifth in quantity and one-sixth in value. Since Nova Scotia possesses large pulpwood areas and excellent water power awaiting the magic call of capital to spring into industrial life, would it not seem that an attractive field was open either to Nova Scotian or foreign capitalists? Rather than be

regarded as a base of supplies for raw materials, to be drawn upon at will by industries already located on foreign soil, where the entire profit of manufacture and the attendant increase of population must accrue to the country in which are located the manufacturing centres, Nova Scotia should at once take advantage of these commercial possibilities herself.

The second commercial possibility in lumbering which requires development is the hardwood trade. The markets for hardwoods are, as usual, in a very low condition, which is owing no doubt to the large consumption of pitch pine, which enters so largely into the construction works now being carried on, and it is sad to note the large importations of this wood, being annually made into the Province, when there could be a large quantity of native Nova Scotian hardwoods used in many instances for both rough, and finished work, which is being usurped by pitch pine. Most of these woods take a high finish, and it is necessary to take these woods and use them, and prove that they can be used to good advantage, especially as the wood is growing practically at the peoples' doors, and awaits the call of the consumers.

## MINING.

The last extractive industry whose commercial possibilities are to be dealt with in this article is mining. The mineral resources of Nova Scotia embrace ores of gold, silver, lead, antimony, manganese, zinc, iron, tin and tungsten, as well as vast deposits of freestone, granite, porphyry, lime-burning rock, marls and limestones suitable for cement, fluxing materials such as silica and dolomite, barytes, infusorial earth, porcelain, brick and fire clays. But in addition to these and as transcending all other sources of wealth are its matchless deposits of coal, gypsum and oil-shales. The last two strange to say, have as yet received very little attention from either state or capitalists. The commercial possibilities of such magnificent mineral resources are very great and when the people, press and government of Nova Scotia shall have awakened to the fact that, area for area, Nova Scotia compares most favorably with the banner mining provinces of Canada and unite to give world wide publicity to these resources, then the province will become one of the greatest mineral producing areas in the Empire.

To get a more definite idea of the commercial possibilities of the most important economic minerals it is necessary to consider them separately.

First as to coal. The most valuable mineral Nova Scotia possesses is coal, which exists in almost inexhaustible quantities. Experts say that the available coal totals 10,900,000,000 tons. The Dominion Coal Co., alone, have to their certain knowledge in Cape Breton Island sufficient coal to provide for an annual output



of 3 500,000 tons per year for 1000 years. Some idea of the progress made in coal mining since 1900 can be formed from the fact that while in that year the total sales amounted to 3,000,000 tons, in 1913 the total sales reached 7,203,912 tons. Of this latter output 3, 553, 312 tons were sold in the Maritime Provinces and Newfoundland, 2,193,228 to Quebec ports, 468,090 to the United States and the remainder to other countries and for bunker. The coal fields of Nova Scotia are the only coal fields in Eastern Canada and the only coal deposits in America on the Atlantic seaboard. The international importance of these Atlantic coal deposits is now being demonstrated, and with an ever increasing trade both at home and abroad, as has been indicated above, the commercial possibilities are great indeed.

The next most valuable, although much neglected mineral asset is gold. Experts declare that just now there exists in Nova Scotia a situation where a country containing in one compact accessible and easily mined body of territory a larger area of gold-bearing rocks than can be found elsewhere on the globe, which has yielded to the sporadic, unscientifically directed, halting and necessarily limited efforts of individual operators, hampered by lack of capital and dearth of appliances practically a million ounces of the highest grade of gold mined anywhere, has so fallen from its proper estate that it no longer has an output that would constitute a respectable showing for a single mine.

The reason why gold production has fallen off is simply because for one reason or another, men have ceased in larger measure to prospect and exploit these gold districts commercially. Unfortunate ventures, entailing enormous overhead expenditure were hastily undertaken before values were fully proved. Thus work had to be stopped. Three main factors govern this decrease in gold mining: first, inadequate legislation, safe-guarding the interests of the mine owner; secondly, scarcity of available skilled mining labor, which has been drained off to Cobalt, Porcupine and British Columbia; thirdly, the lack of deep-mining, which is the only profitable method for extracting Nova Scotia gold. When this state of affairs is remedied gold mining will again become a great commercial asset to the Province.

Another commercially important though undeveloped mineral asset is the oil shale deposits, similar to those of Big Marsh, Antigonish County and McLellan Brook, Pictou County. The available quantity of this material is practically inexhaustible and is said to exceed in value the well-known Scotch shales. The Scotch oil-shales refining industry has met with great success and employs 10,000 men to whom £1,000,000 is annually paid in wages. The products are, burning oils, naphtha and motor spirit, lubricating and gas-making oils and solid paraffin. A similar commercial success awaits the Nova Scotian areas.

There are also vast and valuable deposits of gypsum in Nova Scotia but at present there are only two mills for the manufacture of gypsum products and these were established after 1910. There are 300,000 tons produced annually and practically all of this is shipped to foreign markets in the crude state where it is manufactured into different products and a portion reshipped to this province. If this amount were manufactured at home its value would be over \$2,000,000. From a commercial view one must also not forget that great numbers of the deposits are situated at tide water and in close proximity of an abundance of cheap fuel, and there is always a large and ready market for gypsum products.

Iron is found in large quantities in many parts of the Province, but owing to the nearness of the enormous deposits in Newfoundland, which are so favourably situated for easy and cheap mining, the production of iron ore in Nova Scotia has not yet received the attention which its importance warrants. In every county in the Province, with but a simple exception deposits of ore have been discovered. Sir William Fairburn, in writing upon the Nova Scotia iron ore, says: "In Nova Scotia some of the richest ores yet discovered occur in boundless abundance;" and the late Sir William Dawson, in referring generally to the distance of the iron ore from the fuel required in so great a quantity whenever smelting processes are undertaken on a large scale in Canada, says: "It should, however, be borne in mind that the great iron ore deposits of Nova Scotia, equal in extent and value to any others in the Dominion, lie in close proximity to some of the greatest coal-fields in the world. Even in Great Britain itself the two greatest staples of mineral wealth are not in more favourable contiguity, and the iron ores of Great Britain are neither so rich nor so accessible as those of Nova Scotia."

As the last example of the commercial possibilities in mining, the many economic clays must be mentioned. These are suitable for pressed brick, firebrick, porcelain, roofing tile, and pottery. At present the products are mainly consumed in the home market but their use can be greatly extended.

## MANUFACTURING.

This province affords a typical example of modern industrial growth. At one time exclusively a farming region, by the year 1900 there were 1188 establishments with a capital of \$34,586,416, whereas in 1910 there were 1,480 establishments with a total capital of \$79,596,341 which shows an increase of over \$45,000,000 in the decade. The value of the products was \$52,706,184, an increase of 123.4 per cent. At present the value of the products is approximately \$70,000,000. Halifax increased its products by

75.25 per cent, and Sydney by 1,387.97 per cent. These figures point conclusively to the fact that there are immense commercial possibilities for manufactures in Nova Scotia.

How can these best be developed? The best opinion seems to be that Nova Scotia should develop manufactures which will be intimately connected with her natural resources, i. e., the province should manufacture wood, iron, and steel products at first, rather than attempt to introduce various industries more or less artificially.

As to wood manufactures it can be said that there is room in many places, especially in Halifax for furniture factories. The West Indies are an ever ready market for these wood products, for insects render the life of furniture in those parts very short. Then too the present growth of lumber in the province is rather small and can be more readily used for this purpose. Also there is room for great expansion in a business like the Amherst Pianos Limited, which utilizes wood products.

Coming to iron and steel manufacture there are undoubtedly tremendous strides being made, but two or three other possible lines of development can be noted. (1) There should be a great vent for agricultural implements manufactured in Nova Scotia. The home demand could surely be supplied by the manufacture, and foreign markets as well. Australia, for instance, relies on the United States for most of these implements and Nova Scotia has even greater natural commercial advantages for such an industry. (2) There should be room for the commercial development of the manufacture of motor trucks and such vehicles which are largely made from iron and steel. (3) By far the most important is steel ship-building. Years ago wooden ship-building was one of the great industries of the Province and ships carried cargoes to many foreign ports. Since the advent of the steel steamship this wooden ship-building has rapidly diminished. But with the establishment of large steel ship-building plants at Halifax and Sydney, where coal and iron ore are close at hand, there is every possibility that there will again spring into being a large Nova Scotian mercantile marine, which would be the means of carrying Nova Scotian trade to all the great world markets. For the development of such international commerce this mercantile marine is indispensable and the greatest individual factor.

Generally speaking, how is Nova Scotia to increase its manufactures? By importing nothing which the home industry can supply at as low a rate, and by multiplying those bulky and cheap productions which enjoy some protection from the cost of transportation. Though the facility with which Nova Scotia is deluged by European manufactures on the one side and those of the United States on the other prevents, or may for many years retard the formation of some establishments eminently to be desired, still,

as the natural capabilities of Nova Scotia for the prosecution of this branch of national industry are great, there is no doubt that if the proper encouragement is given, as the cost of substance and labor are more carefully adjusted, domestic manufactures will take firm root in the soil and if once started they may be carried to any extent

## **TRANSPORTATION.**

A word or two must be said of transportation for that is a most important basis of all successful commerce. With regard to railways completed and under construction the province is fairly well supplied. Transportation facilities in Nova Scotia, however, are most materially affected by the commercial situation of Halifax, the capital, which is the nearest of the Atlantic ports of America used for transatlantic steamship service to the great commercial seaports of Europe. This fact is now being realized by the great shipping companies, and at present Halifax is connected with most of the important centres of commerce in Europe by 15 steamship lines. Steamship connections have also been made with South Africa, the United States and West Indies. It will be seen then, that Nova Scotia is well equipped by this time for local traffic, for inter-provincial trade, and for a share of the world's commerce. Halifax is now in a position to, and is actually beginning to compete with Boston and New York for overseas trade. It is believed that the geographical position of the province will be immeasurably improved when the Panama Canal will give Nova Scotia shipping easier access to the Pacific Coast markets of America. In view of these commercial possibilities the expenditure of fifteen millions of dollars on improving shipping facilities in Halifax is amply justified.

## **TOURIST TRAFFIC.**

The last subject to be touched on is the tourist traffic. This is fraught with great commercial possibilities for Nova Scotia and must be noted in such an article as this.

The present situation is as follows: Modern life in North America demands an annual holiday for recuperation. As a great natural ocean park, Nova Scotia is just the place for people to spend their annual vacation. Being then by natural position situated so as to be the most desirable vacation country of eastern North America, the people of Nova Scotia should bear in mind that the summer travel business has just begun, and that its possibilities are enormous, amply justifying the most serious consideration not only of every community but of the Legislature as well.

The tourist traffic benefits both directly and indirectly. And first as to direct benefit. Superficial consideration of tourist

business will not reveal its possibilities, but upon reflection the results are astonishing. Let the number of tourists coming to Halifax and to all the other points in Nova Scotia during June, July, August and September be put at 25,000; let each one spend only \$5 a day and the average person stay only one month; the result is that this means a revenue for the Province of \$3,750,000.

The indirect benefit would be more intangible but without doubt would infuse a more aggressive spirit of enterprise into the people of Nova Scotia, who, though possessing a higher average intelligence than any other peoples, have not yet been swept up into the more active methods of other Americans.

Space will only permit the bare notice of three ways in which these commercial possibilities can be developed. (1) by better transportation to Nova Scotia. (2) by better roads in Nova Scotia. (3) by a chain of hotels throughout the Province.

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In conclusion, as respects commerce in a general way, it can be stated that there is no reason why Nova Scotia should not be eminently commercial. For, although its power of agricultural production may be restrained by the narrow limits of the province and although the growth of manufactures may be retarded to some extent by the trifling domestic demands of a rather thin population and the direct competition of older and more wealthy states, there are no such formidable obstacles to the rapid growth of a commercial marine and to the almost indefinite extension of domestic and foreign trade. This may seem absurd, but it was the firm conviction of the greatest Nova Scotian statesman. It is not essentially necessary, although advantageous, that a country should produce largely in order to secure the advantages of commerce—provided her people have more industry, enterprise, and intelligence than their neighbors, and are contented with small profits. The whole world is open to a people possessing these qualities. To attain to this highest success agriculture, manufacturing, commerce, should be built upon the surest of all foundations—the mental and moral cultivation of the people. A German economist in treating of the elements of national wealth, beautifully characterizes that general intelligence referred to, as the "capital of mind"—that capital without which a country richly blessed by nature may be poor indeed; but which, in the words of Joseph Howe, "is capable of raising up even a little province like this until its population is swelled to millions, until its canvas whitens every sea and even its rocky hills are covered with fruitfulness, and its wildest glens made to blossom as the rose."

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