

Trade Problems Reviewed At Council Meetings Here

"I think we can say that the steady rise in exports which has been going on since the middle of 1954 has had a great deal to do with the direction that new capital investment is taking at the present time," said Mr. John Dickey, of the Federal Department of Trade and Commerce, Ottawa, speaking at the afternoon session of the Trade and Industry Council in Charlottetown yesterday.

"Longer run estimates as to the world demand for Canada's main export commodities also may have contributed to the new swing towards basic materials."

"The second point I would like to bring out," said Mr. Dickey, "is that the strength in our export position and in the investment program has resulted in an expanding economy in which most branches of secondary industry have shared."

"In this connection, one need only look at what the discovery of oil and gas has done for Western Canada. Strength in a couple of basic resource industries has led to the formation of a host of subsidiary servicing industries."

MAY BE A LESSON

"There may be a lesson for us here," continued Mr. Dickey. "If as I think probably, much of the same pattern of capital investment that occurred in 1957 as is presently underway, our efforts can be fully devoted to aiding the establishments of those secondary industries which will supplement and service our material producing industries."

"Canada, as you know, because of the nature and extent of its resources, has a distinct advantage over most other countries in producing a wide variety of raw and semi-finished raw materials.

"As our population and technology have grown, we have constantly

increased our domestic processing activities. More and more of this will be done in the years ahead, but absolute forcing of this trend for those industries in which other countries have a cost advantage over us may lead to a lower standard of living for all Canadians than we could otherwise enjoy. During the recent months we have heard a great deal about the long term expansion possibilities of the Canadian economy. These forecasts, regarding the future are to some extent obtained from trends which have prevailed in the past.

CLOSE SUPERVISION

"Many Canadian industries have made progress in the past largely I think, because of close attention to day-to-day operations by carefully watching their short term cost and income positions and by constantly seeking improvement in operating methods or in end products."

"If we continue to do this, I feel confident that in future decades as in the past, our actual advance will in many lines, far surpass present day expectations."

In the course of his speech Mr. Dickey noted that the gross national product has during the first quarter of this year reached an annual rate of \$28.3 billion, nearly 12 per cent above the first quarter of the previous year. He said the same rate of increase seems to have maintained in the subsequent months.

Mr. Dickey said the income position of Canadian consumers and firms was very strong, and went on to state that total personal income has increased by nine per cent over the corresponding period for 1955. In addition to this farm prices have shown improvement recently, reversing the previous trend. Coupled with a higher volume of sales this means that the

farm population is in a better financial position than was the case a year ago.

MR. GORDON'S ADDRESS

"Although external trade is a Federal responsibility, Provincial Government trade services can play an extremely important part in assisting manufacturers in increasing exports of goods to the United States," said R. V. N. Gordon of the Department of Trade and Commerce, Ottawa. Knowledge of local conditions in important distribution centres adjacent to most of the Provinces where a similarity of customs and climate exists, is of great importance," he continued.

"The chief problems in expanding exports to the United States," he said, "is in persuading companies to make serious and continuing effort in the market." The placing of Trade Commissioners in the U.S., visits of other officers to the exporters and conventions, speeches and articles in publications are some of the methods used by the department to arouse interest.

For most commodities the U.S. market is the largest in the world and is geographically close to Canada's producing areas, said Mr. Gordon. In that country there is a market for almost every conceivable type of manufactured article, in many urban centres there is a healthy appetite for imported luxury goods and an import label is often the deciding factor in a sale.

"Although only a small percentage of our sales to the U.S., Canadian exports of consumer goods in 1955, amounted to considerably more than \$100 million." This figure puts this country in the same class as such important shippers, such as the United Kingdom, Japan and Germany.

TARIFF DIFFICULTY

"The market for consumer goods in the U.S. is in the luxury lines, due to the difficulty of competing with American industry over the tariff wall in the sale of mass produced products, although

there have been exceptions. To aid a chief problem in expanding our exports to the U.S., Canada maintains Trade Commissioner offices in Washington, New York, Chicago, Boston, Detroit and New Orleans with another to be opened in Los Angeles in the near future. In addition the department maintains a showroom in Rockefeller Centre, New York on a permanent basis, where six to ten trade exhibits are held annually.

In addition to the work being carried on by the department, companies should attempt to have at least one representative in the U.S. so that prices on competitive articles can be observed at the retail level and to introduce samples to the prospective buyers. "Problems of distribution in the U.S.," said Mr. Gordon, "are much the same as Canada except that instead of a few regions there are many. To achieve better distribution manufacturers should appoint one or more agents of their regions, chief of the U.S. is in the expanding exports to the U.S. is in persuading companies to make a serious and continuing effort in the market. A real contribution towards this is made by the present day exporter or potential exporter can be made by the Province."

MR. MILLER'S ADDRESS

Other speakers at yesterday sessions included Mr. Henry E. Miller, vice president of Kirby Block and Company, New York who emphasized that, in the neighboring republic, "there are forty-eight states from Maine to California, and over 100 million potential consumers."

"Remember, first of all," he said, "that wherever you are you are not more than a couple of hundred miles from the nearest one in the United States. Concentrate on what is within reach, and each in the advantage of limited transportation.

"To me, it is more easily conceivable that a retailer in Minnesota should sell products made in Manitoba rather than having the same or similar products hauled all the way from South Carolina to California. The same would be true of British Columbia in relation to our Northwest, or the Maritimes in relation to the New England states.

"Distribution costs are constantly on the increase, and I think you will find that geographical proximity is as per sample advantages you have for exporting your manufactured goods to our country."

Next in importance, the speaker emphasized, is the pre-requisite of putting oneself in the position of the prospective purchaser. Stress was also laid on the importance of quoting reliable and definite delivery dates, which has been a sore point in the past.

"In the long run," said Mr. Miller, "the foreign manufacturer who succeeds is the one who is concerned not only with making a sale and delivering the merchandise as per sample submitted and on time, but he is the one who sees to it that there is continuation of supply."

He commended the "splendid job" being done by the Canadian Government in maintaining trade development service through commercial councillors.

See above is a number of the head table guests at the Government tendering last night in honour of the visiting Trade and Industry delegates now in session in Charlottetown. Left to right are Mr. John Dickey, parliamentary

assistant to the Minister of Trade and Commerce; Hon. T.W.L. Prowse, Governor of Prince Edward Island; Hon. Dougald MacKinnon, Minister of Industry, National Resources and Fisheries in Prince Edward Island; Premier

A.W. Matheson, Hon. T.C. Douglas, Premier of Saskatchewan, Hon. F.L. John, Minister of Industry and Commerce, Manitoba. Also at the head table were Hon. Raymond Redford, Minister of Industry and Labour, Alberta, Mrs. Dougald MacKinnon, Mrs. T.L. Douglas, Mayor J.D. Stewart and W.E. Agnew, director of Trade for P.E.I. Guardian Photo

TRADE AND INDUSTRY DELEGATES ENTERTAINED

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Premier To Attend Bar Harbor Meeting

Premier A. W. Matheson will be out of the Province next week attending a joint meeting of the Atlantic Provinces Economic Council and the New England Economic Council to be held at Bar Harbor, Maine. The three other Atlantic Province Premiers will also be in attendance. Some important matters on the agenda include transportation, trade, the St. Lawrence seaway and economics as they are related to the Atlantic Provinces and the New England States.

Ayles' Appeal Continues Today

FREDERICTON (CP) — Argument in the appeal of Clifford Edward Ayles, sentenced to be hanged Sept. 20, will be continued today before the appeal division of the New Brunswick Supreme Court.

Ayles was acquitted in June of murdering Allison Graves in a hospital payroll holdup near Saint John last October.

Defence counsel E. C. Atkinson, Fredericton, alleged serious errors by the trial judge, Mr. Justice C. J. Jones, and said the main ground for the appeal was that the judge, in addressing the jury, commented on the fact that Ayles did not testify in his own defence.

Argument against allowing the appeal will be resumed today by D. M. Gillis, Saint John, for the crown.



WEATHER

HALIFAX (CP)—The weather office here says a weak disturbance over the New England states is expected to cause scattered showers in the southern regions today. Clearing will follow as a narrow high pressure area moves over the district.

Forecast:

Prince Edward Island, eastern N.B., counties, lower St. John River Valley; cloudy with a few showers of a light rain during the morning; light winds. Low-high at Charlottetown, Moncton and Fredericton 45 and 60, Saint John 43 and 60.

TORONTO (CP) — Temperatures issued by the Toronto public weather office Tuesday night:

	Min (Night)	Max (Day)
Dawson	36	50
Vancouver	50	62
Victoria	50	56
Edmonton	51	69
Calgary	42	69
Regina	47	77
Winnipeg	41	74
Toronto	57	71
Ottawa	54	58
Montreal	54	58
Quebec	—	58
Fredricton	46	63
Saint John	40	61
Moncton	46	66
Charlottetown	44	59
Sydney	40	63
Yarmouth	45	64
St. John's	40	51

High tide today at Charlottetown at 2:58 a.m. and 4:47 p.m. at Rustico 12:57 p.m. and 11:16 p.m. Summerside tides eighteen minutes later than Charlottetown. Sun rises today at 5:48 a.m. and sets at 6:30 p.m.

GOOD CATCH

LOCH LEVEN, Scotland (CP)—An angler at this Kirkcubright lake hooked a wallet containing \$28.

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ANNUAL MEETING

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Grand Re - Opening

We Are Re-opening The Bargain Department On Our Second Floor With Racks and Bins Full of Extra Special Values!

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WE TREAT the sick well. Gigg's Pharmacy, open 8 a.m. to 8 p.m.

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FOR CONVENIENCE, friendliness and economy, shop at Gigg's Pharmacy.

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BE SURE AND see the fast cutting Homelite chain saw demonstration at Douglas Bros. and Jones Ltd. booth, Provincial Plowing Match, Dundas.

ATTRACTIVE assortment of table and dresser lamps - The Brown Electric.

JUNIOR FARMERS—The New Glasgow and Districts Junior Farmers Group have been working for the past month on one of their group projects for the 1955-56 year. This project has been the making of signs to mark the boundaries of the surrounding farming districts in which members of the Junior Farmers group live.

Five signs have been completed and erected. These have been placed at the boundary line between Hunter River and Greenvale; Hunter River and New Glasgow; Mayfield and New Glasgow; and New Glasgow and Wheatley River.

These signs have green letters cut out from sheets of Grotolite, a reflecting material, placed on a white signboard, constructed and painted by members of the group. Because these signs have been made by the Junior Farmers, the words, Junior Farmers have been placed on the sign post in a vertical position.

These signs are marked on both sides and have taken many hours of careful and exacting work in preparing them. It is hoped that these district markers will be useful to tourists and Islanders alike. If favourably received more will be made next year.

FUNERAL YESTERDAY—The funeral of the late Mrs. Mabel C. Harris was held yesterday afternoon from the Cutcliffe Funeral Home. Service was conducted by Rev. Howard Christie, assisted by Rev. A.S. Weir. A solo, "The Lord Is My Shepherd" was sung by George Johnston. The pallbearers were Messrs. Louis Stewart, Harold Cameron, Charles Batt, Daniel Currie, Harry Young, Benjam Stentiford. Interment was in the People's Cemetery.

POTATO REPORT—"The period of weather favouring the advance of late blight disease which prevailed when our previous bulletin was written was of short duration" states the latest report from the Science Service Laboratory. "Drier air and lower temperatures moved in and again the advance of infection has been arrested. So long as present weather conditions prevail, little, if any defoliation should occur in fields that have been sprayed any time during the past two weeks. Potato aphid populations are beginning to drop and with the cooler weather there should be very little more aphid damage during the remainder of the season.

POTATO EXPERT HERE—Mr. Norman Parks, potato specialist from the Central Experimental Farm, Ottawa, is visiting the Experimental Farm in Charlottetown reviewing the potato breeding projects being carried on there. During his visit he conferred with Mr. R. C. Farnes and Mr. G. C. Warren, accompanying Mr. Parks is Mr. D. J. MacLeod, plant pathologist from Fredericton, N. B.

TO CARDIGAN—The Rev. Leo Sullivan, parish priest of Holy Name Church, Calgary, Alberta, arrived in the City Tuesday by plane en route to his former home in Cardigan. He will also visit relatives in Halifax and Boston. The Rev. Joseph Sullivan parish priest at Entwistle, Alberta and the Rev. Peter Sullivan, Clyde, Alberta are his brothers.

AIR FORCE ASSOCIATION—Past President's pins were presented to immediate past president Reg Howard and his predecessor Stuart Chandler at the first fall meeting of the 201st Confederation Wing of the R.C.A.F. Association Monday night. About 45 members were present to make plans for Battle of Britain Sunday parade on September 16, and a lobster supper Thursday, September 20. President Jim Currie was in the chair.

PERSONALS

Mr. and Mrs. Walter Lord, returned to their home in Stanchel, after spending a pleasant weekend in Moncton and Amherst.

Mr. and Mrs. Herbert T. Prowse, City, are both patients in the P. E.I. Hospital.

Miss Virginia Lavender, who has been visiting Mr. and Mrs. W.J. Jook for the past two weeks, has returned to her home in Pawtucket, Rhode Island.

Dr. R. H. Bagnall, of the Federal Department of Agriculture at Fredericton, N. B. was in the city over the weekend. He accompanied the visiting agricultural scientists from Denmark and Sweden here last week.

Dr. W.L. MacLellan accompanied by Mrs. MacLellan and their son Donald have left on return to Boston following a holiday visit with his sister and brother-in-law Mr. and Mrs. J. Austin Trainor, Elm Avenue.

BIRTHS

REYNES—Athe P.E.I. Hospital on Sept. 10, 1956 to Mr. and Mrs. Morgan Rhynes, a son, Morgan Alexander.

PARKER—At Sherbrooke Hospital Quebec, Sept. 8, 1956 to Mr. and Mrs. Murray Parker (nee Elizabeth) a daughter, Deborah Lynn 6 lbs. 8 oz.

MACPHEE—To Dr. and Mrs. Kenneth MacPhee (nee Eleanor Wood) a son Steven William at Cuthbert General Hospital on Sept. 3rd, 1956 weight 7 lbs. 2 oz.

SAVIDANT—On September 10, 1956, to Mr. and Mrs. William Savidant R.C.N. (Nee Noreen Flood) a daughter 7 lbs. 13 1/2 oz.

DAWSON—At the Prince County Hospital on September 10th, 1956 to Mr. and Mrs. Joseph Dawson, Albany, (nee Gladys Norring) a daughter, 7 lbs., 13 oz.

ARSENAULT—At the Prince County Hospital on September 8, 1956, to Mr. and Mrs. Leo Arsenault (nee Edan Richards), of Kensington, a daughter, Deborah Joan. Weight 7 pounds, 12 ounces

ENGAGEMENTS

MR. AND MRS. EVERETT FRANCIS, Freetown, announce the engagement of their daughter, Betty Wanda to Robert Webster, son of Mr. and Mrs. Olaf Stewart, Cavendish. Marriage to take place in Freetown United Church, October 6th.

MR. JOHN DAVIS DUGGAN of London, Ontario, announces the engagement of his daughter, Lauretta Ann of Vancouver to William Reginald MacLean, of Merritt, B.C., son of Mr. and Mrs. M. C. Moffatt MacLean, Summerside. Marriage to take place Saturday, Oct. 6 in Vancouver, B.C.

MARRIAGES

INMAN-WILLIS—At Cornwall United Church on September 1st, 1956 by the Rev. R.A. Patterson, Thelma Freda, daughter of Mr. and Mrs. Leonard Willis, New Haven, to Vernon George, son of Mr. Ernest Inman and the late Mrs. Inman, North Tryon.

BOSWELL - WRIGHT—Married in Bedoune United Church, Saturday August twenty-fifth, at two-thirty p.m. by Rev. G. A. Cooper. Bride, Mrs. Elizabeth Wright of Central Bedoune and Rev. Lyle Boswell of Marshfield.

Largely Attended

(Continued from page 1)

the original planners to see the culmination of their untiring efforts over the past ten years rise before them in such splendid proportions. How gratifying also to the workers who toiled to transform the architect's dream into a reality in stone. Surely the satisfaction of a job well and truly done will remain in their memories for years to come.

"Lastly how gratifying it will be to the many public servants who will be using the facilities in this ultra modern office building. These are the people who will bring this pile of stone to life, and through whom a personality will be given this fine edifice. In the hands of these people rests its future reputation. May they continue to serve their Country ably and well in their present and new surroundings so that they will be a credit to the Dominion of Canada and to themselves.

BACKWARD GLANCE

"As we stand here before this completed building which will house many of the Federal Government offices in Charlottetown, I would ask you to turn back the calendar with me almost ten years to the time when the actual planning for the construction of this

Miscellaneous

ATTENTION: THOMAS STEWART, from County Tyrone, Ireland. Your old friend, Frank Marshall is holding a revival meeting in the Church of the Nazarenes at O'Leary. Would you please contact him at the Nazarene Church, St. Mary, Harvey P. Ames before Sept. 22.

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Premier Addresses

(Continued from page 1)

ting that the meeting should take place in Charlottetown, the birthplace of Confederation. He said he could not help think that this meeting was another confederation or another rebirth of Canada.

"Just as Canada was in 1867 entering from an era of colonization into an era of nationalization, we are moving from an era of economic instability onto one of progress and expansion," said Mr. Jobin.

In conclusion he proposed a toast to Confederation. New members, Charlottetown and Prince Edward Island.

Provincial Plowing Match Sports

WEDNESDAY—

2:30—Senior Sports
3:30—Highland Dance Competition

THURSDAY—

2:30—Junior Sports
3:30—Step Dancing Competition

PLANT PATHOLOGY

"Our Post Office has been functioning for years in quarters cramped to handle the increased volume of mail which pours through its doors annually. During the Christmas season it has been necessary to use part of the Charlottetown Armoury to handle the surplus.

"Housed here will be all Federal Government Offices in Charlottetown with the exception of the Dominion Experimental Farm and those in the Science Service, which include the laboratory of Plant Pathology, the Entomological Laboratory and the Seed Potato Certification Branch.

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Political Support

KARACHI, Pakistan (Reuters) Opposition leader Husseyan S. Suhrawardy Tuesday was assured of enough support to form a coalition government headed by Chaudhri Mohammad Ali, who resigned as premier Saturday. Support was assured when Republican party chief Khan Sahab announced his party would co-operate with Suhrawardy, who heads the Awami League. Suhrawardy's Awami-Republican cabinet will be sworn in today.

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