

Get Mixed Dish, Trade Problems & Opportunities

By FORBES RHUDE
Canadian Press Business Editor

A mixed dish of trade problems and opportunities was served up by speakers at the export seminar held in Toronto Wednesday by the Canadian Exporters' Association.

Many practical problems will arise as the European Common Market and proposed free trade area develop, and protectionist tendencies in the United States are causing concern.

However, as at virtually all export gatherings of this kind, exporters were told that aggressive selling practices and personal visits to possible markets will pay off.

MARKET POSSIBILITIES

Take the Middle East, for instance.

Y. R. Rabbiah of Canada Ex-

port Company, Toronto, said many Canadian firms stay away from there with the feeling that language and other difficulties are too great.

However, if sales promotion were down right, Canadians could get a bigger share of that market — but not by just writing letters or appointing agents.

Or take Latin America.

D. M. Holton of the department of trade and commerce, Ottawa, said population there is increasing and per capita income is increasing.

DEPENDS ON SALESMEN

"The future of Canadian sales will depend upon the interest and talent Canadian exporters display."

In the British West Indies, Canadian trade was traditional and, while the total might be a

small percentage of all Canadian trade, it had a high percentage of manufactured or semi-manufactured goods. The area was a good testing ground for export items.

Most comments these days on prospects of increased exports to the United States are not encouraging, but one exporter advised another look at the southern states.

DEMAND HELPFUL

Mr. Holton said demand in the southern states has increased to the point where costs can be overcome.

In regard to the United States in general, one could only "hopefully project" the Liberal trend of the last 25 years and the wider American acceptance of the principles of freer world trade.

Much would depend on the state and while the total might be a

Agricultural

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of organic mercury dust such as New Improved Ceresan. This dust, when applied to the seed at the rate of 1/2 oz. per bushel, effectively controls the smuts of oats, covered smut of barley, and bunt of wheat. It also improves seed germination. Tests are being made of other organic mercury dusts now being sold in Canada.

Other treatments available for the treating of this disease are with Formalin solutions and hot water.

Treatment with organic mercury dust is very simple and relatively cheap — only 4 cents or 5 cents per bushel of grain.

GOOD STRAIN

The get of Adios are becoming more and more to be desired as, although he has been a comparatively short time in the stud against the great sires that have passed on, yet he has 193 in the list — 18 in 2.00 and 106 in 2.05 or better, which is certainly remarkable.

Referring to the pedigree, the yearbook shows Adios, p. 1572, by Hal Dale, p. 2.04, dam Adio Volo, 3, 2.05, by Adio Guy 2.00%. Our readers will remember when Adio Guy was brought to the Maritimes, having been purchased by a Halifax horse lover who was also the leading light of pugilism.

Because he laid over the fields, he didn't get much opportunity to show his wares and was sold back to a party in the United States, who resold him to a horseman in Australia. Fortunately, he had been bred to a few mares and one of them, Sigrid Volo, p. by Peter Volo, 4, 2.02, produced what will certainly be the world's greatest pacing sire — Adios.

The meeting came to an end this afternoon, April 10, and the following day the stables were being shipped out to Chicago, New York, and other night rac-

ter - belt or snow hedge.

(c) Plant with forest trees, a minimum of one - quarter acre plot of land on the farm.

2. Study forestry principles that may be applied to a farm woodlot and the planting of forest trees for plantation and windbreaks.

REGULATIONS

1. Application to form Forestry Clubs must be made to the Director of Extension, Department of Agriculture, Charlottetown, not later than December 15, and clubs must be definitely organized by January 1. Orders for trees must be made before January 15.

2. Visits will be made by the Provincial Foresters to inspect the project after a specified date and notes taken and points awarded.

3. Meetings shall be held during the year to discuss various phases of forestry and all members will be expected to attend.

4. Clubs shall hold an annual achievement day at which time the exhibits will be shown, examination conducted, and the final awarding of prize money made.

5. At least 5 members must participate in a section of the project each year.

BASIS OF AWARDS

The awards will be made on the following basis:

300 points for Field Score. Marking one - half acre for improvement; or planting windbreak shelter - belt or snow hedge; or planting one - quarter acre of land with trees.

100 points for Field Notes. (Club members own record of work done.)

200 points for Exhibits at Club Achievement Day. (Prepare a collection of at least 20 common forest tree leaves, and one

of the following: 20 winter twigs of forest trees, 10 fruits of forest trees, 10 wood samples of forest trees.

100 points for Identification Competition. (Identification of forest tree leaves and twigs.)

200 points for Questions based on Club Work. (Farm forestry and forest tree planting.)

100 points for Attendance at Meetings.

Alexandra and Districts 4-H Club met.

The president called the meeting to order followed by the members repeating the "Club Pledge."

Roll call was answered by ten members. Nine visitors were in attendance, several of whom became members later in the meeting.

The treasurer reported a successful crokinole party was held in March. The correspondence was dealt with and leaflets on The Rome Plover were distributed to the members. Mr. E. MacCabe told the group of attending the meeting sponsored by the company and urged the boys and girls to attend future shows of this type as they are very interesting and educational.

The club leader outlined a new project she would like the members to consider re: buying a calf for a boy who would like to be a club member. The suggestion was approved by all and it was moved and seconded that a special crokinole party be held to cover the cost of the project.

Five members reported having Holstein calves. A study period followed the business meeting. The leaflet on the "4 - H's" was read aloud, the quiz followed, after which a quiz match was held with Janet Jones and Donnie Judson as leaders. The questions

used in the quiz were taken from last year's test papers and study material covered this year.

Roll call for next meeting is to be answered by name of your club calf. Meeting to be held May 2nd. at Alexandra School.

The meeting closed and apples were distributed to the members.

Springfield - H Calf Club met at Springfield Hall on April 8th. with the club leader, eleven members and three visitors present.

The meeting was called to order by the president followed by the Club Pledge in unison. Roll call was answered with a health rule. Minutes were then read and approved.

Roll call for next meeting is to be answered with the name of your favourite hockey player. It was moved and seconded that Lindsay Seaman and Beverly Haslam be on the program committee for next meeting.

It was moved and seconded that we have a card party to

raise funds for the Club. Mrs. H. Profit, Mrs. C. Haslam and Mrs. S. MacKay to be on committee for same. Lindsay Seaman was appointed to get prizes, tea and napkins. We were shown how to keep a record of our feeding program.

Next meeting is to be held at the home of Irving Haslam. Date to be announced later. The meeting was then adjourned. Grald Mayne, Secretary.

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Back Stretch

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son. Since then, Heber has had many horses that have raced not only in the Maritimes, but farther afield as well.

LOOKING UP

Our Sackville Downs correspondent writes us that the horses are moving along quite lively there this week and the management is receiving applications from various parts of the Maritimes for stalls, and everyone looks forward to seeing this the best racing season since the opening of the track.

He commented on the performance of Bud Henley, that won on the three-eighths mile Commons track recently in 47 1/5, which is a new record. Bud Henley is sired by America's Bud, owned by Harold Cummore, Brackley, and his dam is Muriel Henley, so he is bred in the purple.

Included in his news is that "Chops" Campbell has brought in three new ones that should help his stable considerably. They are — Billy Mills, a five-year-old by Volo H., raced last year and still eligible to the 2.28 Pace. L. C. Spencer, 2.13, a seven-year-old pacer that raced in the state of Maine last year and was four times first, once second and five times third. Another one from the "potato" state is Zeb Trabue, 2.05 1/5, and he is a trotter that met some of the best in his races in Maine last season and came out of the fray with six firsts, four seconds and eight thirds. He should be a great addition to the trotting classes.

Our correspondent is much taken with the appearance of L. C. Spencer, which he describes as a very handsome looking chestnut with a white blaze and light mane and tail.

A Saint John correspondent writes from Coldbrook track that 124 trotters and pacers are stabled there — the largest number that he can recall for this time of the year. It is a hive of activity, with horses, carts and men appearing to be everywhere. The track is in good shape, and they are going regular workout miles and this week quite a number expect to beat 2.30.

IMPORTS

There are a large number of new imports since last season. A checkup shows 32 horses that will be newcomers to Maritime race fans — some of them with quite fast records, such as Bold Venture, 2.05 4/5, owned by H. McIntosh; Major's King, 2.07 2/5 owned by the Bright Spot Club; Bradison, 2.08 1/5, owned by

Mrs. D. E. Meyers; Sturdy Jimmy, 2.03, owned by J. J. Dolan, whose speedy mare, Betsy Topfield, 2.03, that was sidelined last year is being given regular training now and is expected to be O. K. when the bell rings.

Millett Coughlan has brought in four three-year-old colts by the Ontario sire, Bob Lee, p. 2.03%. They are a fine looking lot and they are expected to be a good addition to the slow pacing classes. Our correspondent ends with: "There seems to be more interest than usual this season in the workouts, and fans in large numbers are coming out on Saturday. They probably feel the thrill of spring in the air, and are keenly looking forward to the opening of the harness racing season."

FAST PERFORMANCE

One of the most remarkable, or probably we may say the most remarkable speed performances that have been chronicled since the opening of the 1958 racing season, occurred at Santa Anita Park, California, on April 9 in the feature race of that afternoon — the Santa Anita for 2.24 Class Pacers, purse \$3,930. We quote from "The Harness Horse" — "Today's feature, the Santa Anita, for 2.24 class pacers, lived up to expectations in every way. The entry of the three-year-olds, Shadow Wave and Sun Belle, from the S. A. Camp farm was favored slightly over W. D. Direct, with Divon Bay the third choice.

"The bettors had this race pegged correctly, but it isn't likely that any of them expected the fireworks this field provided. W. D. Direct was away fast with Shadow Wave racing him around the turn, the first eight close to 14 seconds. At the eighth pole, Shadow Wave was on top, and Divon Bay then rushed up and took over at the quarter in 29 2/5. They were at the half in 1.00 2/5, and the three-quarters in 1.30 4/5.

"Joe O'Brien, driving Shadow Wave, trailed Divon Bay until they were straight in the stretch, and then moved out with Dennis started his drive with W. D.

Direct. It was very close until they reached the distance stand, where Shadow Wave shook off the competition and came on to win by a length and a half in 2.01. W. D. Direct was second and Divon Bay third, three lengths back.

Shadow Wave's performance is the fastest mile turned in by a three-year-old pacer this season. Shadow Wave had made three starts at Santa Anita and won all of them, and we predict that, barring accidents, he will be a threat to the world's record for three-year-old pacers.

MOVE ON

In the AA Trot, purse \$5,000 at Santa Anita, Major Hoot, that had been driven to several victories by Joe O'Brien when driver Fitzpatrick was laid up, was the victor, with Butch Hanover, driven by Joe O'Brien, second, time 2.01 2/5.

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