



THEY'LL WED IN NEW YORK

Singer Abbe Lane, former wife of band leader Xavier Cugat, poses with her husband-to-be, theatrical agent Perry Luff, as he visits the set in Hollywood studio where Abbe is at work in the television show "Burke's Law." They plan to wed on Dec. 16 in New York City and will return to the West Coast after a two-week honeymoon. (AP Wirephoto)

Industrial Estates Limited Does Big Job For Nova Scotia

By ED WALTERS
HALIFAX (CP) — Industrial Estates Limited, a semi-autonomous arm of the provincial government, is rapidly thrusting Nova Scotia into the plans and deliberations of Canadian and

Ruins Found Of Fabled Greek City

PHILADELPHIA (AP)—The University of Pennsylvania announced here that a team of archeologists, using an instrument originally intended for outer space, has found what may be the 2,500-year-old ruins of the fabled Greek city of Sybaris.

Last month during a two-week field trial of the rubidium magnetometer, as it is scientifically known, researchers exploring the Craft plain in southern Italy detected structures that may be temples, walls and even paved roads, buried under as much as 20 feet of soil.

This settlement is believed to have been either Sybaris itself, or what was once its seaport on the Ionian coast.

According to ancient sources, Sybaris was once the wealthiest city of the ancient Greek world. The successful adaptation to archeology of the rubidium magnetometer opens up bright new vistas in man's search for buried remains of which there are no surface indications.

But it is one thing to locate buried ruins, and quite another to get a look at them. The ruins found in the Craft plain may never be excavated, because they lie beneath the present water table. Excavation under these conditions may be too expensive to be practical.

SEA ALWAYS NEAR
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NAVY RECRUITING
Beginning Wednesday the 25th November, 1964, Chief Petty Officer Joe Paquet the Royal Canadian Navy Recruiter for P.E.I. will be located in the Charlottetown Armouries on Kent St.

"There is no suggestion that Nova Scotia has the lowest labor costs," he said. The emphasis is on stability of labor in Nova Scotia.

When Volvo (Canada) Limited, a subsidiary of AB Volvo of Sweden, set up an automobile assembly plant at neighboring Dartmouth in February, 1963, a company spokesman said it had "taken advantage of the inherent and traditional quality of workmanship for which the Maritimes are famous."

Mr. Manuge has admitted there may be criticism of IEL by other provinces, but he said the corporation is not out to steal industries.

As an example he said Clairstone was looking for months for a new location before choosing Nova Scotia.

Peter Munk, Clairstone president, said in announcing the company's plans "we...satisfied ourselves that Nova Scotia provided many advantages to our company" and the people "have a natural affinity to our concept of integrity, fine craftsmanship and uncompromising quality."

Robert W. M. Manuge, general manager of IEL, says his Crown corporation's success in bringing industry to Nova Scotia is based on three main points.

PERSONAL CONTACT
Mr. Manuge rates as most important an emphasis on "personal to person contact." This means he spends about 50 per cent of his time visiting industrialists in Canada and overseas who might be interested in establishing in Nova Scotia.

The second point is direct mail advertising. Mr. Manuge writes directly to anybody who might possibly be enticed to set up an industry in the province.

Finally, IEL's board of directors, mostly businessmen who travel considerably, are always watching for prospects.

IEL usually builds or provides a plant for a manufacturer on a rental basis. Its working capital comes from the sale of debentures to the government and the profits of rentals make good the debentures.

Mr. Manuge stresses the advantages of Nova Scotia when negotiating for an industry. This includes illustrating that a plant here is in a good position to serve all Canada.

He said fears that transportation costs would be high are groundless because they amount to no more than one half of one per cent of the average sales dollar.



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