Maine Developments, September 1962

Maine Department of Economic Development

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ANOTHER SHOW

The U. S. Department of Commerce has announced a Northeast Commerce and Industry Exposition, to be held at Commonwealth Armory, Boston, October 1-5. Maine exhibitors are invited to participate in the Exposition which will represent business, industry and Government agencies of the six New England States and New York, New Jersey, Delaware, Maryland and Pennsylvania.

Technical consultants and representatives of prime contractors will join with Government officials in advising businessmen and industrialists about procuring and fulfilling defense contracts.

Information and space reservations may be obtained from Anthony J. Cucchiara, Managing Director, Northeast Commerce and Industry Exposition, 143 Newbury St., Boston 16, Massachusetts.

BIDDIES EXPORTED

Exports of Maine frozen poultry meat set a record high in the 12-month period ending June 30, the Maine Department of Agriculture's new Foreign Trade section announced. The nearly 9 million pounds shipped abroad represented an increase of 26 per cent over the previous year, and totalled about 3.8 per cent of the state's broiler production.

The bulk of shipments were consigned to West Germany. Maine began exporting frozen poultry meat in 1956.

SAFETY

Member firms of Associated Industries of Maine have cut their accident frequency rate by 25 per cent in the past six years. The paper industry has trimmed its workmen's compensation rate down to 44 cents per $1,000 of payroll, one of the lowest in the nation. Back in 1949 the industry's rate was $1.01.

DED Photographe Jack Siulin斯基 hung by his heels from a skyhook to shoot this picture of the crowds and exhibits in one end of the spacious Bangor City Auditorium. The wide range of interests covered by the displays is illustrated by the actual weaving of woolens on a century old loom in the right foreground; the exhibit of winter playthings beside it, and in the center a replica of the Telstar Satellite which even as the picture was taken was in orbit in outer space.

The evaluation reports listed a total of 6324 actual business contacts made and the exhibitors, themselves, estimated that slightly more than one-third of these could be considered as “good prospects” for future business. A few leads for future business for Maine firms developed in unusual ways:

A piano manufacturer vacationing in the region heard about the Maine Products Show on his television set. He phoned the DED booth at the Show and asked whether there was a concern in Maine which could supply clear spruce, dried and milled into piano components with very close tolerances. Bob Lawrence, the DED Wood Products Consultant, was able to give him the names and addresses of three or four possible suppliers, right off the bat. We understand that he has been in touch with them and will send a technician to visit their plants and discuss details of manufacture with them.

A New York chemical company which among other things, makes adhesives used as a binder for particle board notified DED that his company offers technical help to manufacturers of this item. The company was provided with the names of Maine manufacturers who might wish to take advantage of this assistance.

N. Y. AND MASS. PROSPECTS

Another New York manufacturer was looking for a Maine source of No. 2 common maple, for bowling pins. He received a list of several Maine suppliers.

A Massachusetts concern phoned the DED Booth seeking a Maine firm to service carbide cutting tools. Arthur Austin, Acting...
**Show Evaluation (From Page One)**

Director of our Industrial Division, happened to see the proprietor of a... to look another french fry in the face so long as they lived one replied, "Well, not for at least a week, anyway."

Representatives of the Department of... "I feel that the Maine Products Shows have resulted in two substantial advances in the program to develop the Maine economy, commerce, and trade in the New England states which exhibitors have achieved. These are the beginning of interest among the people and citizens in the industry, and trade in Maine products, and the stimulation of increased promotional and sales activities by the exhibitors themselves."

Director of our Industrial Division, happened to see the proprietor of a... "It seems that there are no stories told so hot that's harvested from the fer- tile land or the cold, clear waters of the..."

**Show Samplings**

"Well, sir, the Maine Products Show has come and went again. You can ask almost anything of it and it's a pretty good show. There are some who were quite exhilarated over it, every."

"It's probably reasonable to assure that... To look another french fry in the face so long as they lived one replied, "Well, not for at least a week, anyway."

**Mostly Comendable Comment**

"I wish to express my sincere congratula- tions and the appreciation of the State of Maine to the DED and the many good city..."

"The Maine Products Shows are very de- finitely developing a greater consciousness of the Maine potential among Maine people."

**Show Samplings**

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Lloyd K. Allen, Commissioner, DED

"As far as I know, no state has anything to compare with the Maine industrials marketing their products at the Maine Building at the annual Eastern States Ex- position. Though the show season will last this year, however, all available spaces were spoken for in advance, largely by satisfied exhibitors at the Bangor Products Show. Improvement in the climate, and the..."

"This year the shows held in Bangor are making free tickets at the booth and dropped them in the basket (as we could run a check on attendance) and entered the auditor..."

Edward J. Fitzgerald, Small Business Specialist, U. S. Air Force

"The Maine Products Show held in Bangor this year shows what can be accomplished when people forget their differences and cooperate fully in a worthwhile project. Many products made in Maine or Maine would blossom overnight." John Moran, Managing Editor, Bangor Daily News

"We are extremely impressed with the... We are so impressed with the show and you can count on being in it next year. The Space Age is a great era to be part of."

Governor John H. Reed and DED Commissioner Lloyd K. Allen ad- mitted that they were surprised to see..."

"No one seemed to mind because there were... Companies conglomerated to awe and confound the..."

**Show Samplings**

"Couple's Love"

"From here the visitor could toss a coin as to whether he should turn right or left to the Space Age or the Old West. Whatever course he took, he was impressed by the..."

"The first to arrive at the booth where a..."

Governor John H. Reed and DED Commissioner Lloyd K. Allen ad- mitted that they were surprised to see..."..."
Show Samplings  *(From Page Three)*

Company of Dover-Foxcroft, which for generations has been manufacturing quality dyes for home use. Their products are exported to many countries and they are used by the Navajo Indians in making the setting of their famous rugs.

When the ladies learned all they could about dyes they sidled over to an adjacent booth where the Guilford Woolen Mills, Inc. of Piscataquis County had a tantalizing array of fabrics for them to pinch and pull. Other exhibits of special interest to the ladies included the gorgeous bedspreads and yard goods for which the Bates Mfg. Co. of Lewiston has been famous for 112 years and vicuna at $50 per yard exhibited, among other wonderful fabrics, by the Worumbo Division of J. P. Stevens & Co., Inc., Lisbon Falls.

The cloth appears to be almost in the mint stencil, price-wise, but probably if you had to chase a leaping llama all over the Andes Mountains to sheer the wool off from him, you’d have to charge a pretty good price for your vicuna, too.

SHOES, JUGS, TOBOGGANS

Maine’s second-largest industry, shoes, sadly lacking from last year’s Show, was ably represented in Bangor this year. G. H. Bass & Co. of Wilton exhibited such a line of footwear for outdoors, indoors and bedroom use as to make a body wish that he were a centipede, that he might wear them all at one and the same time. And there were others, to be described elsewhere here-in.

Drinking-liquor is one of several products which many were surprised to learn is made in Maine—legally, that is. But it is Lawrence Bros. Brick Co., Gorham; Rockland-Rockport Lime Co., with cement and mortar already mixed and handily packaged for the retail trade, needing only a little water added to be ready for use.

The coloriferous display of bodsleds, skis, toboggans, and dogsleds on a tilted snowy field by Withington of West Minot and the tennis rackets of C. A. Thompson Co., New Sharon, and the "pupoose" canoes made of fiberglass made by the Umatilla Indians in their Hem- den by Paul E. Rivers and Llewellyn A. Gilman, Jr. and the trim little sailboat by Satellite Corp. of Wiscasset rounded out the outdoor exhibits.

HUNGRY AGAIN

The sight of all this outdoor paraphernalia was enough to whet the appetite to a degree beyond the capacity of free French fries to satisfy and at this point many visi-

tors were observed sneaking off to one of the two corridor booths which were trying their darndest to keep up with the clamor for hot dogs made by the C. R. Rice Company of Bangor, famous for the product through five generations.

Many junior patrons wanted to buy gum, but its sale in the building was prohibited. It is believed that the City more than made up for the loss in sales by the saving in floor cleaning expenses. And usually the young-

sters spent their nickels for something else, anyway.

The Fayscott Landis Machine Corporation, who make more shoe repair machinery than anybody else in the country, in their Dexter plant, displayed some of these products in motion, together with an even draft drawframe which is selling to textile mills from Egypt to Canada and all around

and about this country. The machine on dis-
play, weighing three tons and selling for a price in the neighborhood of $12,000, was to be shipped to Mexico right after the show closed.

Men as well as women clustered around the Singing Cove Products, Inc. booth where Mr. Lestyn Poland operated an ancient loom for the weaving of woolens. This company produces hand-made fabrics of original design in its Damariscotta plant and will make up a lady’s suit, handbag and scarf and a necklace for her husband and a blanket for the baby—all out of the same bolt, if de-

sired. Their wool comes from contented sheep that graze the green fields of Maine and New Hampshire.

And these are but a smattering of the sights and the sounds and the smells and the flavors that the hospitable Maine family missed when Uncle Wilberforce and Aunt Petunia descended upon them, with all the children, in a surprise visit from Peoria, Ill. and prevented them from attending the Show, which was a great pity. We bet they’ll know better, next time.

POWER OF THE PRESS

Current emphasis on increased consumption of milk shows the cow finally has recog-

nized the need of a good press agent.

— Waterville Sentinel

Bates Birthday

“My company is a fine example of the fact that textiles can prosper in Maine,” said DED Commissioner Lloyd K. Allen in extending the greetings of the State of Maine to Bates Mfg. Co. of Lewiston which celebrated its 112th anniversary at the Maine Products Show.

Andrew Peterson, president of the Maine State Chamber of Commerce, contrasted the reasons given for longevity by people of advanced age with those of business con-

cerns which have survived for several years. “Some elder citizens will tell you that they survived because they drank liquor all their lives,” Mr. Peterson said. “Others credit total absence for their long years.”

“But there’s more conformity in the rea-

sons for survival of a company. Bates ex-

emplifies the embodiments of continued

success in good measure; progressive, for-

ward-looking management that is abreast of the times; excellent employee relations, and an active and sincere interest in civic affairs.”

“Our management plans to continue manufacture of fine textiles in Maine for many years to come,” said H. A. Gosselin, assistant to the president. “Maine has a combination of ingredients for successful manufacture to be equalled nowhere else in the country. Chief among these ingredi-

ents are industrial climate and loyal, skilled employees.

“Bates has been successful through these many years because of the excellence of its product and because it has been located in Maine.”

DED Commissioner Lloyd K. Allen (left) and Maine State Cham-

ber of Commerce President Andrew Petersen congratulated Bates Manufacturing Co. of Lewiston and Augusta upon its 112th Anniversary as one of Maine’s leading indus-

tries. H. A. Gosselin, (center) assistant to the president, accepted an engrossed testimonial of appreci-

ation from the Chamber for his company. Show visitors received slices from a three-decker birthday cake.