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Maine Department of Economic Development

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TANI RESIGNS

Sulo J. Tani resigned as director of the Division of Research and Planning of the Department of Economic Development, effective May 31.

Commissioner Lloyd K. Allen, expressing regret at Tani's decision, said: "Sulo Tani has done a great deal to the state and its communities."

Tani has been director of his division since the DED was created by the legislature in 1955. He came to Maine at that time from the New Hampshire Planning Dept. He plans to enter private business within the state.

"The division which Sulo Tani has directed for the past eight years has had supervision over the expenditure of hundreds of thousands of dollars in state and federal funds," Allen said. "But I believe that even more important than his efficient administration of these large sums for urban renewal and other state and national programs has been his work in awakening Maine communities to the necessity for planning for development and growth.

"Planning is basic to any effective development program. This subject was almost unknown among Maine communities when Tani assumed office. Today it is a recognized function of the progressive community in Maine. Tani and the staff which he directed have accomplished this."

Geological Studies Spur Economy

A program which emphasizes the economic aspects of geological surveys is beginning to pay off for Maine, State Geologist Robert G. Doyle said. Several mining companies now are exploring Maine prospects described in special geological reports published by the Maine Geological Survey during the past two years.

And options were taken on Washington County lands in advance of publication of a survey report on that area this week. "Several companies bought exploration options on prospects which they hoped would be favorably mentioned in the report," Doyle said.

"Prospect Evaluations, Washington County, Maine," the report just released, is the third in a series of special geological economic studies published by the Maine Geological Survey, a division of the Department of Economic Development. It contains results of a detailed investigation of 25 base metal sulfide prospects in a twenty-mile-wide coastal zone reaching from Gouldsboro and Trenton Township to the Canadian Border at Calais.

Previous studies, reported in 1961 and 1962, covered areas in eastern Penobscot and Hancock Counties. This year an area in Piscataquis County east of Moosehead Lake will be surveyed.

Doyle said that the presence of copper, lead, zinc, silver, and nickel-cobalt deposits was indicated by the studies. Whether the deposits warrant commercial development can be determined only by costly exploration and "proving," he said.

ECONOMIC PURPOSE

Purpose of the "special economic studies" is to provide specific information to arouse interest in commercial exploration and development. Maine is one of but a few states with such a program in operation. The study cost the state from $12-$15,000 each. Doyle estimated that mining companies (mostly Canadian) spent $300,000 last year in exploration of prospects indicated by the studies.

The special economic studies are centralized within areas of known or suspected mineral deposits and they contain more detail regarding specific prospects than the general geological survey and mapping of the state, which is a program by both the Maine Geological Survey and the U.S. Geological Survey of the Department of the Interior.

Tintegrated geological-geophysical techniques and regional geo-chemical studies were employed in the Washington County program. The report indicates the location, type and extent of the prospects. Further exploration is required to determine the quality of the ore.

Three groups of from two to half a dozen men, some of them college geology students, conducted the Washington County studies last summer. Project Director and author of the report released this week is Dr. Robert S. Young of Virginia geology professor. The geochemical work was done by Dr. Lawrence Wing of the James W. Sewall Co., Old Town. Maps were prepared by Webster Stickney, DED geologist. The project was supervised by State Geologist Doyle.

PROFITS

Through ignorance of economics, too many people have come to associate profits with something undesirable or improper, Oxford Paper Co. president William H. Chisholm said at the 14th annual meeting of the company's 25 and 40-year service club.

"Small profits mean the possibility of falling behind our competitors in making technological advances with a consequent loss of orders, less running time at our mills and less jobs.

"Good profits mean future progress, the ability to attract more people to invest their savings with us and some guarantee of future job security for all our people," he said. He said that the firm has spent $55 million over the past ten years in expanding and improving its properties, exclusive of timberland purchases.

DOWN TO BEDROCK

"The Geology of Southern York County, Maine," fourth in a series of special geological studies of the state, has been published by the DED. Arthur M. Hussey II, professor of Geology at Bowdoin College is author of the study which covers all of the Biddeford and the Kennebunk, and portions of the Berwick, Dover and York 15 minute U.S. Geological Survey quadrangles.

The study concerns itself principally with bedrock geology but does suggest that Southern York County is worthy of future exploration for commercial minerals, using modern methods. Two granite quarries, a brick kiln and sand and gravel stripping comprise the extent of commercial mineral activities in the area now, although several prospects were opened for silver, lead and zinc in the 1870's and early 1880's. This mining activity was short lived due to low grade and narrowness of the ore veins, Prof. Hussey reported.

The work was under the direction of Robert G. Doyle, state geologist.

DEVELOPMENT

According to Bud Leavitt, "The Sugarloaf of tomorrow is going to be something dreams are made of." In a special story in the Bangor Daily News Leavitt said: "A spectacular 10-year development estimated at a total cost of $32,183,000 was announced by the Bigelow Corporation, a group of 18 Maine people.

Work in the Sugarloaf ski slope area will begin immediately, the News sports editor said.

Tentative plans announced by the Bigelow Corporation include 750 residential dwellings; 75 cooperative type lodges; 20 motels and dormitories; five commercial buildings; 10 civic buildings; 10 parking areas; 100 recreational buildings ranging from curling rinks to swimming pools.

"The corporation said . . . that the rate of growth depends on the speed and success with which Sugarloaf Mountain Ski Slope is developed, the availability of bank financing and other sources of money, the general state of the national economy and other imponderables."
Developing South Portland

If a medal were to be awarded the one man most responsible for the substantial industrial development in South Portland during the last fifteen years, the recipient would be Bernal Allen, Kentucky Colonel who retired from the U. S. Navy five years ago to go fishing.

The population of South Portland has increased by 51,129 since 1950. The industrial development of the city began in 1948 and has brought $367,651 in new tax money this year, which was the result of the registration of fifteen hundred new jobs has been created. The city government has put aside $1,000,000 for new commercial and industrial buildings and there are two industrial parks, each of a 1,500 acres. Areas are therefore set aside for industrial and commercial uses.

It is significant that all, or most of this development, has been brought about by Bernal D. Allen took office as city manager, five years ago, and has a few months ago. It is extremely doubtful whether Allen would accept a medal for these achievements.

"We've been more successful than we had anticipated with our development efforts in South Portland," is Allen's way of putting it. "We are recognized by the community and is willing to pay the price and approve municipal ordinances which would make the city attractive to industry."

"You just can't sell something that you don't have. It takes money and work - and lots of it, to make a community into the kind of place in which someone wishes to locate. No one man can do it alone. It takes a community and the citizens of South Portland, themself, have pitched in with time, money and energy to make their community saleable."

THE FORMULA

This, in a nutshell, is the formula for industrial development. To acquire new industry, it must be a community which is already reasonably close, time, energy and money.

South Portland stepped up an aggressive program for economic development about five years ago, when it adopted the duties of industrial agent to the city manager. The city government organized, at an expenditure of $3,000, a small department of economic development. It pledged cooperation with other governmental and civic development organizations such as the South Portland Board of Industry, Greater Portland Public Development Commission, Industrial Area Development Council and the Maine Department of Economic Development.

The first steps included a revaluation of all property, adoption of sound economic development policies, the acquisition of land for industrial parks, the establishment of a "good" and "poor" zoning codes, sewerage and water services for the parks, statistical information were collected and published, advertisements were placed in national and local newspapers - and South Portland was in business.

There were the bare bones of the foundation for economic growth.

But industry comes only after a farm crop that requires the land to grow. Bernal Allen views it as being the key to a community's progress. Without it, industrial development returns an harvest.

Bernal Allen's voice is not one you'd be likely to hear in a community meeting. But long after the brouhaha subsides, you remember what he had to say.

The Maine Development editor took some notes during an interview with the South Portland city manager and industrial agent. Here are some of his remarks which may be of use to officials seeking to develop the economy of other Maine communities:

"It is a hallmark against discouragement by realizing that yours is only one of many thousands of communities seeking to attract new industry. You cannot expect to fill a speculative building lot by placing an ad in a magazine. If a major industry can acquire one substantial industry in five years, it's doing better than the national average.

"Advertising is good, but just about 99 out of 100 prospects have come from the DED and from business acquaintances scattered throughout New England and elsewhere. Many friends tip me off when they hear of an industry contemplating a new plant. I'm usually in that firm's office the first thing in the morning, as often as I have received the tip."

"You don't sell industrial property. You make your community and your property so attractive to industry that the prospect wants to buy them and no industrial executive will allow himself to be high pressured into a plant location. If there is such a thing - I could mention the difference between success or failure in developmental efforts.

"I am very happy if I can land one industry out of 100 projects. And I'm very thankful if I have a City Council which will trust the development effort to me. I feel that I'm doing a job for the city and the future of the city.

"Many a good industrial agent and development group is hampered by: 1) refusal of municipal government and citizens to approve municipal ordinances which would make the city attractive to industry."

"I am in the mood of going just as fast as the situation will allow. I am looking for opportunities for organizational screening and to telebridge. With modern machines 22 Cott employees can wash, fill, cap and inspect 185 quart and 240 pint bottles of Cott products every minute. The new 42,000 square foot plant has a capacity of fifteen hundred new jobs. Congratulations from Maine citizens, from the governor on down, have poured in on the occasion of Cott's 30 years.

The new company, Cott Bottling Company of Portland, Inc., began bottling carbonated beverages in 1922. It's Cott to be good" beverage flavors. With 185 quarts and 240 pint bottles a minute, Cott can double the new plant space.

Waterville Sentinel

Students of Maine

The State Departments of Education and Economic Development use cooperating in a trial run of what may become a statewide program. In the State's 170 high schools a greater knowledge and appreciation of Maine advantages as their theme this June. Students of Maine, the State would be presented to all the citizens of Maine through the DED's educational program. By way of example, the" Students of Maine" program, was one of the State Department of Education and DED persons.

Atwood said in a letter to DED Commissioner Lloyd K. Allen: "Every year we are challenged to come up with a theme (for high school graduation exercises) and generally wind up trying to arrange a Utopian society but to no avail. I was wondering if your depart ment and the Education Department might be able to work out an arrangement whereby, through the "Students of Maine" program, the high schools would cooperate with the DED to make the Student's of Maine project."

The idea was promulgated by Ralph M. Alexander, chairman of the State's film review product, and was, indeed, a hit, and was adopted at an conference in the DED's office. "It seems to me," said David McKee, chief, Bureau of Secondary Education, DED, "that the idea was the one we should go with."

Among the themes to be covered by seniors speaking at the Williams High School graduation exercises this June will be local and state economic development problems, education of youth to meet demands and specific Waterville area needs. In the nearby picture Commissioner Allen discusses the program with Williams High School honor students Virginia Baltoine, Palmer Brownlie and Joyce Rossignol.

PROSPERITY LEASED

Lease of the Prosperity Corp, Henry Military Equipment Division to the South Portland Engineering Corp., was announced yesterday by the board of directors. The lease recently incorporated in Maine, will continue to be operated as the South Portland Shipyards which produces submarine parts and welders and machines.

The Company new company expected to hire 65 new workers over the next year, retaining the 35 employed by Prosperity. The lease will continue the company's production of submarine parts and welders and machines.

The South Portland Engineering Corp., is Capt. M. E. Turnbaugh, U.S.N. (Ret.) of York, Maine, who declared that his company has contracts totaling approximately $500,000 for submarine parts and welders, and includes terms by which it will be more favorable for the particular operation of his company.

MAINE FILM

"The Four Seasons of Maine," a lengthened version of 20th Century-Fox's "The Four Seasons of Paris," was shown May 19 under the auspices of the Maine Society for Cultural Education on WCBB, educational television. With a running time of 28 minutes, the color-sound film is narrated by personality Guy Gombert of Maine. The film was filmed at the same time as 20th Century-Fox's "The Four Seasons of Paris," and includes many sequences which were eliminated from the final product. It was also produced for DED and will be distributed for free to schools in all 35 Maine film stations across the country.

The film was narrated by actor Eval Rathsow, a 10-minute film which will be viewed by approximately 1,000 million theater-goers throughout the world.
MAINE PRODUCTS SHOW

It now appears that the third annual MAINE PRODUCTS SHOW will be the biggest and best effort of the DED to provide a "showcase for Maine Industry" and purchasing agents, business writers, government buyers and consumers to view it. The Show will be held in Lewiston, August 15-17.

Clarence McKay and Milton F. Huntington, DED Public Relations Division personel who are putting the Show together, are loud in their praises of the cooperation they are receiving from Lewiston and Auburn municipal governments, news media, development organizations and other agencies which are helping to make the Show a success.

"We're getting the same kind of wonderful help and cooperation we got with previous Shows in Augusta and Bangor, only more of it," the pair said, "because the Lewiston-Auburn area is bigger."

Reservations for free exhibit space in the 17,000-square-foot Central Maine Youth Center are rapidly being taken. Maine industries wishing to exhibit are advised to make application to DED before it becomes necessary to hang out the "No Vacancy" sign.

ANDROSCOGGIN SURVEY

An economic survey of Androscoggin County plus New Gloucester in Cumberland County and Hebron in Oxford was authorized with the signing of a contract between the Androscoggin Valley Regional Planning Commission and the DED. The Northeastern Research Foundation of Bowdoin College will conduct the study, scheduled for completion in about eight months.

The $30,000 study will provide the basis for a regional development plan and for local development plans, with emphasis upon utilization of human and natural resources in the Lewiston-Auburn area and in nearby smaller communities. Two-thirds of the study cost will be provided by a Federal Urban Planning Assistance grant; one quarter by the region, the remainder by the state.

AUBURN DEVELOPMENT

Auburn has a new department of city government, The Department of Industry, created by the city council to promote industrial development in the city. It will set up not-for-profit corporations to assist in financing new industrial buildings for location of new or relocation of existing industries.

Members of the five-man department will be appointed by the city manager with the consent of the City Council and will serve without pay.

GLEANINGS FROM CULLINGS

"Sassafras bark sprinkled among dried fruit will keep out the worms," and the Davis Swing Churn "is always right side up and never dumps the butter on the floor" were among the helpful items gleaned from the 1891 issue of Culinary Cullings compiled by the ladies of the Presque Isle Congregational Society and retold in The Voice of Business, published monthly by the Presque Isle Chamber of Commerce.

Hi, Friend!

The Maine Truck Owners Association and the Maine Dairy Council are teaming up to help DED promote the Maine tourist business this season.

The truckers will display three-foot triangular decals with the greeting "Hi Friend, Welcome to Maine" on their trailers and the Dairy Council will print the same message on one million table mats to be distributed to Maine restaurants.

This will be the third season for the "Hi Friend" program.

The Maine Merchants Association cooperated with DED the first year, by placing stickers on store doors and show windows and urging clerks to be especially courteous to tourists. The second year DED distributed thousands of bumper stickers and with the help of the Highway Commission erected roadside signs.

Torben K. Anderson, MTOA president, said that most of the trailers carrying the four-color decals will be travelling the northeastern states but some will be transferred to other rigs and circulated throughout the nation.

DED provides the decals but the state otherwise will get thousands of dollars worth of advertising for free. A survey showed that a message posted on the rear of a trailer receives an average of 3/5 million exposures per year.

In the nearby picture Commissioner Allen, C. L. Fox of Bangor and Governor Reel show what the decal will look like on the rear of a Fox and Gunn, Inc. trailer.

ECLIPSE

Despite false and misleading rumors strewn like carpet tacks upon the bedroom floor, the total eclipse of the sun definitely will be seen from Maine between 5:41 and 5:45 p.m. EDT, July 20, 1963. DED GUARANTEES IT!

Human nature being what it is probably we should not be surprised that certain enemy publicity agencies have tried to sow confusion and calumnies to the effect that the total eclipse, visible from Alaska and Maine alone of all states, isn't such a such-a-much after all and probably will be indefinitely postponed, anyhow, as an economy measure to cut the astronomical costs of government.

Ignore such talk. Let the cantankerous Carousels card their calumnious cantatas to an empty house.

For the Big Show WILL be staged, as advertised in last month's Maine Developments.

If you desire to read all about it and gaze upon a map showing the best points for observation in Maine you may obtain a six-page brochure from DED without cost or obligation. As of this writing we're located in Room 211 of the State Office Building in Augusta. Drop us a postal card. No salesman will call.

TREE FARMS

The Maine Tree Farm system concluded the year 1962 with 534 forest properties certified as Tree Farms and a total of 459,893 acres. An average of 50 new Tree Farms yearly have been added to the total in the past decade.

EXPOSITS

The tall, proud merchant ships of Maine have vanished into the mists of yesterday, but Maine products once more may become familiar in world markets ... if a recent revival of interest in foreign trade sets the course.

The DED is working with the Maine Port Authority, the Bangor & Aroostook Railroad and other agencies on plans for improvement of the Port of Searsport to encourage what has been suggested as a possible "new world market" for Maine potatoes. The Department of Agriculture has appointed a Chief of Foreign Trade to encourage sale of potatoes and other Maine food products abroad.

A Maine Foreign Trade Council was organized as a result of the second State of Maine World Trade Conference sponsored by the Maine State Chamber of Commerce and the Port Authority, in Portland. And MPA General Manager A. Edward Langlois sees an opportunity for increased exports of midwest grain and other products through the Port of Portland as the result of a U. S. Supreme Court decision ending rail freight differentials to the Midwest between northern and southern ports.

Maine's export of manufactured and processed products totalled $34.8 million in 1960, as reported by the U. S. Department of Commerce. This represents 2.2 per cent of the gross Maine product. The total for 1962 is approximately $3 million greater.

The paper industry was Maine's largest exporter in 1960, with $10 million, followed by food and kindred products, $6.1 million. The DED offers limited assistance to Maine firms interested in exporting. Raymond A. Cote, industrial representative, serves as liaison officer with the Regional Export Expansion Committee of the Department of Commerce, of which he is a member.