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FISHERIES RESEARCH BOARD

OF CANADA

ORIGINAL MANUSCRIPT

of the

BIOLOGICAL STATION

ST. ANDREWS

No. 995

Title

NOTES ON CHANGES IN THE FISHING INDUSTRY LUNENBURG, N. S., FROM 1910 to 1964

Author

M. F. FRASER

Date filed

November, 1964

F I S H E R I E S R E S E A R C H B O A R D

O F C A N A D A

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CHANGES IN THE FISHING INDUSTRY,LUNENBURG,N.S.,FROM 1910 TO 1964

While the early settlers of Lunenburg were primarily a farmer peasant stock,it soon became apparent to them after the first efforts at clearing a settlement from the woods of Lunenburg County,that the soil was not ideal for farming,that lumbering at that time was not a profitable enterprize,and that by way of recompense Nature had filled the ocean at their feet with an abundance of fish and shellfish beyond imagination. The Lunenburgers were quick to take advantage of this situation,and soon became transformed from farmers with a sideline of fishing to fishermen with a sideline of farming. At first their efforts were confined to inshore fishing from small boats,with the catch being salted and dried. Soon it became apparent that the catch was far exceeding their needs for food,and that a profitable market existed at Halifax if transportation was available. As there were no roads this led naturally to the construction of larger boats for coastal freighting,and inevitably to the use of these boats for fishing trips further offshore. By 1910 this had developed to a fleet of 159 sail from the Lunenburg area. Many of these vessels were what we call"handliners",carrying up to eighteen dories,each manned by two men fishing two lines each,for a total of four hooks. It was a curious custom of this era that the men were paid for their catch,not by weight,but by count,which occasionally resulted in men throwing away large fish to make way for smaller fish in larger numbers. At the same time,some of the fle et wer engaged in longlining or as it was then called "trawling". At that time the sole propulsive power was the wind,so the parent ship would anchor, while her dories set out radially;each dory manned by two men,and fishing twenty-six lines or 1300 fathoms of groundline bearing 2600 hooks. This gear was hauled four times a ddy,making a day's work of 10400 hooks baited and checked. At this time all catches were salted as there were no facilities for handling fresh fish. The season began when harbor ice broke up in the spring and continued to September,with most vessels making three trips to the banks. In the winter most of the fleet was tied up,with the occasional vessel making a trading trip with dried fish to West Indies,Italy,Spain or Portugal. As late as 1914 there was little change in traditional methods of fishing, curing,or marketing.With the outbreak of the Great War many of our vessels were diverted from the traditional Grand Bank fishery by fear of U-boats,and the traditional European markets were of course lost to us,being on the enemy side. A curious feature of this period is the increase in salt haddock landings and sales,probably resulting from increased fishing effort on Western Bank when Grand Bank was forbidden,and a great demand in the West Indies for something to replace the unavailable salt cod. In 1919 the demand for haddock dropped abruptly with the resumption of normal fishing practises. At the same time fishing fell into the doldrums,and the fleet began slowly to dwindle. The European market was never regained,the West Indies were in financial difficulties and the Mother Country had too many problems at home to be much concerned about the plight of her Island colonies.However the Lunenburg fleet kept going without too much reduction in strength until 1926,when an event took plave which changed the entire fishing economy.

At this time the younger members of the salt fish packing and outfitting firm of W C Smith and Co. conceived the idea that there was room for them in the fresh fish business. They were not the first in Nova Scotia to develop this idea,but they were the first on the Suth Shore, About this time too the Diesel engine as a means of propulsion became practical. This permitted year round fishing,instead of the seasonal effort of saili sailing vessels,which was a great aid in maintaining markets.Use of engines also permitted the vessel to be mobile,and fishing methods changed. Now instead of the doried rowing to and from the vessel,the vessel steamed round among the dories,picking up the catch.Dories changed from the underrunning system to the flying set,in which each dory set about the same number of hooks,but on twice as long a groundline to cover a greater area. The fleet became mor mobile,and crews fished with greater safety,and the new plant at Lunenburg when it opened in 1926 assured them of a plentiful supply of bait for the entire year,and a ready market for their catch.

The new plant prospered,and expanded,and within a very few years had added another feature,and was shipping filleted fish rather than bulkpacked whole fish. In the late twenties there were one or two attempts with the old MAHASKA and CANUSA to introduce dragging,or "beam trawling",but the first attempts were not too successful,as echo sounders radio,radar,etc had not yet made their appearance,and there was implacable opposition on the part of line fishermen to this method,and repeated delegations to Ottawa with forecasts of ruination to the industry by destruction of the ocean bottom. As the fresh fish industry grew at Lunenburg,so was it growing in other ports,and with its growth,inevitably the demand for salt fish decreased on the local market,and the number of salt bankers became fewere each year. At the beginning of the great depression of the 30's many of our vessels were sold by panicky owners,and had it not been for the outbreak of Workd War 11 it is possible the fleet would have dwindled to half a dozen craft. With the outbreak of war,of course,much of the European fishing fleet was diverted to war purposes,and food of all kinds became in great demand. While no new fishing craft could be built,due to the preoccupation of the yards with warcraft,any and every available older vessel was pressed into service in the fishing industry,and shore processing plants boomed with the effort to supply fish in all forms. This period saw the utilization of many species such as pollock for salting,which previously had not been in demand. At the same time ,some of the leaderes of the fishing industry were drafted for administrative posts in wartime government,and the training gained there indicated the value of co-operation. Remembering these lessons they set about forming a combine in the fsihing industry that has resulted in the present NATIONAL SEA PRODUCTS LIMITED,and its associated companies,which maintains a virtual monopoly of the Canadian North Atlantic Fishing Industry.At the end of World War 11 this progressive outfit set about modernization of its fleet with the construction of wooden otter trawlers. From here the story will deal mainly with the Lunenburg fleet,as it is best known to me,although the story ismuch the same at the other large prots of eastern Nova Scotia.In 1945 two wooden trawlers were built by the company,for fresh fishing. At that time there were about twenty-five or thirty dory schooners still operating from Lunenburg, fishing during the summer for salt fish and in winter for fresh fish.Fish were abundant in all areas due to slack fishing during the war,and it was not uncommon for our two draggers to load up in three days and within sight of the coast. In 1947 two privately owned draggers were built,and within the next two years the company built two more.In the next few years more wooden tralwer were built and six steel oil burning steam trawlers were purchased in England. Two of these fished from Lunenburg for a period, but were transferred to Halifax as bunkers were not available at Lunenburg and extra steaming and work was involved in landing at Lunenburg. Wooden vessels were built to replace them,and for a number of years the otter trawlers remained at eight vessels. During this time the number of dory vessels continued to decline,until in 1959 there were no vessels doing dory fishing,although five or six of them had converted to longlining with gurdies from the vessels deck,principally for halibut. This decline was not due to any defect in the dory vessel,nor any superiority of the otter trawler,but due to the decline in the number of men available for the fishery.About 1956 scallop fishing cme to the notice of some of our younger skippers,and the great success of the first ventures led to a very rapid expansion of the scallop fleet. At the same time various government welfare policies were inducing our young men to remain in school for longer periods,and relieving the need for winter fishing;dragging,and scalloping meant shorter trips and faster paychecks, and the dory vessel passed away forever. Lunenburg Sea Products were quick to take advantage of the new fishery,and added scallops to their many other lines. About this time too,they began to experiment with the fad for cooked and precooked foods,and soon found that they had an insatiable market.By 1962 they had far outstripped their sources of supply and were forced to build three new draggers in Holland,of the most modern type, and supplement these during the next two years with five more Canadian built steel trawlers.By this time they had abandoned the salt fish business which had started them in life and were utilizing the entire plant for fresh and cooked fish production,but it

was apparent to all by 1960 that the present plant was operating at full capacity, that further expansion on the site was impractical, not to say impossible, and that a new site must be found. A site was selected at Battery Point, and after exhaustive checking, assisted by Dept. of Fisheries, it was found that water was available, and the new plant covering 5½ acres of factory space was built to open in mid 1964. The palnt at full product ion will have a capacity of 98000000 pounds of fish per year or about double that of the old plant. Everything has been mechanized as far s it is possible to do so with present techmology, and every effort is made to move fish out of the plant as rapidly as possible. The plant has not as yet reached full production, nor will it likely due so for some time as development of this plant must accompany phasing out of some less successful units. It is anticipated that the fleet will be increased to at least one theird more than its present size, and that several species not now utilized will be handled. For instance in the past the plant has had only a limited interest in pollck due to holding spce being occupied by cooked products. The vast amount of freezer space available and the modern methods of expediting shipmemnts, and reducing inventories, make it likely that swordfish, tuna, and other species will become a part of their regular trade. It is also probable that these species will be added to their list of processed products. While this result will not, of course, occur immediately, it will undoubtedly come, and with it an upsurge in the fishing in some areas where the chief catches are these less desirable or harder to handle species, and a more orderly marketing of pelagic species to maintain a mor uniform return to the fisherman.

OFFSHORE VESSELS, SOUTH WEST NOVA SCOTIA (1964)

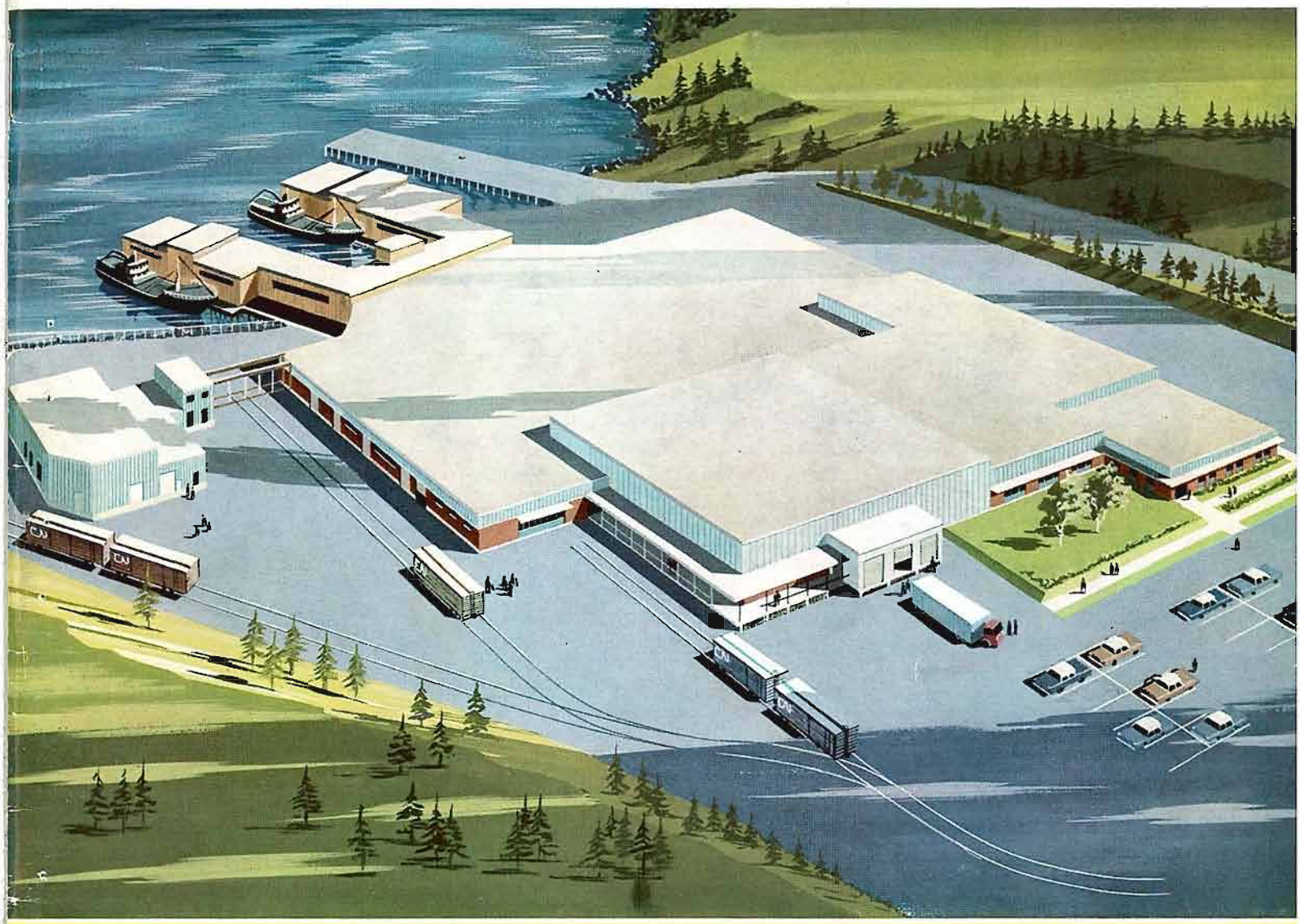
VESSEL	MASTER	TYPE	HOME PORT
Judy Linda lll	J. Sheaves	ScDr	Lunenburg
Cape Eagle	R. Wilneff	ScDr	Lunenburg
Malagash	P. Allen	ScDr	Lunenburg
David Frances	A. Crouse	SwLL	Lunenburg
Cape George ll	C. Strickland	ScDr	Lunenburg
Marion Crouse	E. Demone	ScDr	Lunenburg
Nancy Eileen	W. Crouse	ScDr	Lunenburg
	S. Corkum (temp.)		
Blue Dawn	G. Crouse	ScDr	Lunenburg
Elizabeth Ann	C. Wagner	ScDr	Lunenburg
Sharon Dawn	M. Romkey (temp.)	ScDr	Lunenburg
Barbara Jo	L. Levy	ScDr	Lunenburg
Annette Marie	V. Conrad	ScDr	Lunenburg
Shirley Joyce	E. Langille	Sw	Lunenburg
Excellence	J. Himmelman	ScDr	Lunenburg
Sharon Dawn	E. Greek	ScDr	Lunenburg
James Lee	C. VanDerToorn	ScDr	Lunenburg
Karen &Brothers	B. Grandy	Sw	Lunenburg
.....	M. Romkey	ScDr	Lunenburg
Ladona May	G. Mayo	ScDr	Lunenburg
Cape Fourchu	P. Morash	OTL	Lunenburg
Cape Scatari	E. Conrad	OTL	Lunenburg
Cape North	M. Mitchell	OTL	Lunenburg
Cape LaHave	R. Scott	OTL	Lunenburg
Cape Hood	M. Nowe (temp.)	OTL	Lunenburg
Cape Sable	R. Corkum	OTL	Lunenburg
Cape Roseway	E. Demone	OTL	Lunenburg
Cape Alert	W. Hannams	OTL	Lunenburg
Reliance	B. Allen	OTL	Lunenburg
(BENNIE LOUISE)	B. Tanner	OTL	Lunenburg
New	E. Demone	OTL	Lunenburg
(LUNENBURGER)	R. Weaver	OTL	Lunenburg
Cape Norman	A. Kelly	OTL	Lunenburg
Cape Royal	P. Conrad	OTL	Lunenburg
Cape Ann	B. Forbes	OTL	Lunenburg
New			Lunenburg
Frances Geraldine	O. Creaser	LLL SW	Lunenburg
Jean Frances	A. Crouse	LLL SW	Riverport
E.F. Zwicker	E. O. Grandy	LLL SW	Riverport
A.J. Lynn	G. T. Skanner	LLL SW	Riverport
Frances R.	E. Hansen	ScDr	Riverport
Mary R.	L. Tanner	ScDr	Riverport
Michael R.	W. Niford	ScDr	Riverport
Alberta R.	T. Keeping	ScDr	Riverport
Catharine Louise	R. D. Conrad	ScDr	Riverport
Judith Irene	L. Boutilier	ScDr	Riverport
Flying Cloud	L. Bolivar	ScDr	Riverpool
Linda Jane	Crowell	Sw	Liverpool
Carolyn Shirley	Boudreau	LLM	Liverpool
Pat and Judy ll	J. Atkinson	ScDr	Lockeport
Flying Spray	M. Langille	ScDr	Liverpool
Payzant Sisters ll	R. Payzant	LLL	Liverpool
Jean N.	L. Mersey	LLL	N. Sydney
Harry N.	.....	LLL	N.Sydney
Flying Scot	J. Knox	LLL	Liverpool
Misty Sea	.....	LLL	
Myles	.....	ScDr	Shelburne
Hansen	O. Blagden	Hal LL	Shelburne
Grandy	A. Myles	Sw	Shelburne
Abbott	C. Abbott	Sw	
Garland	C. Garland	StTr	Shelburne
Judith Suzanne	R. Bartlett	ScDr	Shelburne
Knock	F. Saunders	Sw	Shelburne

VESSEL	MASTER	TYPE	HOME PORT
Stuart and Lynn	K. Atkinson	Sw	Clarks Hbr.
Pat and Judy 11	J. Atkinson	Sw	Lockeport
Flora & Jane	D. Morash	ScDr	Clarks Hbr.
Eastern Pride	B. Ross	StTr	Clarks Hbr.
Seacap	O. Lace	OTL	Lockeport
Albert Riske	E. Benham	OTL	Lockeport
Herbert R. Swim	.....	OTL	Lockeport
Donna Rae	C. Roache	OTM	Lockeport
Robert and Joycell	E. Levy	OTL	Lockeport
P.J. Lawrence	J. Lawrence	OTL	Lockeport
YARMOUTH			
Karen Sweeney	F. D'Eon	ScDr	Yarmouth
Bernard Seealey	R. D'Entremont	ScDr	Yarmouth
Mary Patricia	G. Knock	ScDr	Shelburne
Josie S	R. D'Entremont	ScDr	Yarmouth
Ancestor	Ed D'Entremont	ScDr	Yarmouth
Kevin Sweeney	J. D'Entremont	ScDr	Yarmouth
Arthur F	P. D'Eon	ScDr	Yarmouth
Patricia S	Edw. D'Entremont	ScDr	Yarmouth
Merry Widow	Roger D'Eon	ScDr	Yarmouth
Barbara Howell	W. Mosher	Sw	Lunenburg
Acadian Pal	H. D'Entremont	OTS	Yarmouth
Pubnico Pal	H. D'Entremont	ScDr	Yarmouth
Challenger 111	E. D'Entremont	ScDr	Yarmouth
Anne E. Campers	R. D'Eon	ScDr	Yarmouth
Continental	L. D'Entremont	ScDr	Yarmouth
Pick O'Sea	S. D'Entremont	ScDr	Yarmouth
Commodore 1V	~~L. Ritcey~~ W. Jackson	LLL	Yarmouth
Cape Clare		ScDr	Meteghan
Cape Mary	H. D'Eon	OTS	Meteghan
Ocean Swell	G. D'Entremont	ScDr	Meteghan
Lady Louise	P. Theriault	ScDr	Meteghan
Lady Denise	B. D'Entremont	ScDr	Meteghan
Lady Francine	W. D'Entremont	ScDr	Meteghan
Lady Comeau	J. Comeau	ScDr	Meteghan
Lady Anne	.....	OTM	Meteghan
Randy Rebecca	Elmer Nesbitt	LLM	Centerville
Suzanne Lorraine	.....	OTS	Westport
Randar	J. Farrell	ScDr	Digby
Beverley Faye	H. Coolen	LLL	Sambro
Lipkus	G. Malloy	OTS	Lockeport
Sigma	Henneberry	OTS	Sambro
New		ScDr	Riverport
Margaret R M	Myles	Sw	

CANADIAN

FISHERMAN

GARDENVALE, QUE.



National Sea Products challenges industry conservatism with this exciting new plant at Lunenburg, N.S.

THE NATIONAL SEA PRODUCTS Story

FOREWORD

by C. J. MORROW,
President,
National Sea Products Ltd.

IN THE ANNUAL REVIEW of *Canadian Fisherman* I attempted to outline the growth of the Nova Scotia fishing industry and the challenge facing it in an expanding and highly competitive market.

The pages of this special section, devoted entirely to our company operations, provide a comprehensive, illustrated report, and congratulations go out to this national magazine on its publication.

Today, at Lunenburg, a port steeped in sea-lore and renowned for its fishing activities, stands one of the most modern food processing plants in the world. This plant, carefully planned over the past five years, built through a long background of experience combined with new techniques and just plain hard work is, in our opinion, a concrete way of showing the industry that we accept the challenge.

But the building of modern plants, steel trawlers and even the application of new processing methods do not, in themselves, assure a buoyant and properous industry.

Plants and ships are built and manned by people — the executive, the fish cutter, the skipper and the deck-hand — and in their continued cooperation and understanding of each other's problems lie the welfare of all who depend on the fishing industry for their livelihoods.

I have confidence that this same spirit of cooperation, as exemplified by the pioneers of this company before the turn of the century, will prevail and grow stronger in the years ahead.

As thousands of Lunenburg citizens and visitors from many parts of Canada and the United States tour this large plant and its up-to-date facilities, they are invited to observe a plaque unveiled at the official opening and dedicated to the men who started the business of W.C. Smith and Company in 1899. It was their vision, foresight and faith that inspired a succeeding generation to move forward to a new era in the fishing industry.

The opening of our new Lunenburg plant is another milestone of progress. National Sea Products Limited also has established other "firsts" in its expanding operations which now extend from the northern Atlantic to the warm waters of the Gulf of Mexico.

National Sea contracted for the building of the first all-steel trawlers in Nova Scotia and the three launched recently in Halifax will join other vessels of the fleet and operate from the new plant.

In labor-management relations, the company has instituted a profit-sharing plan for its employees; we believe this to be another first in the fishing industry of North America.

In other developments, all within a two-year period, the company entered a new field by acquiring a shrimp plant at Tampa, Florida, opened a new central warehouse in Montreal and started expansion of its Rockland, Maine, plant.

Through the years, from its beginnings at Lunenburg and Halifax, the company also expanded its facilities with plants at Louisbourg and North Sydney, Lockeport and Digby, Shippegan and Loggieville on New Brunswick's north shore, sales offices in Montreal, Toronto and New York and an extensive sales and distributing organization in Boston.

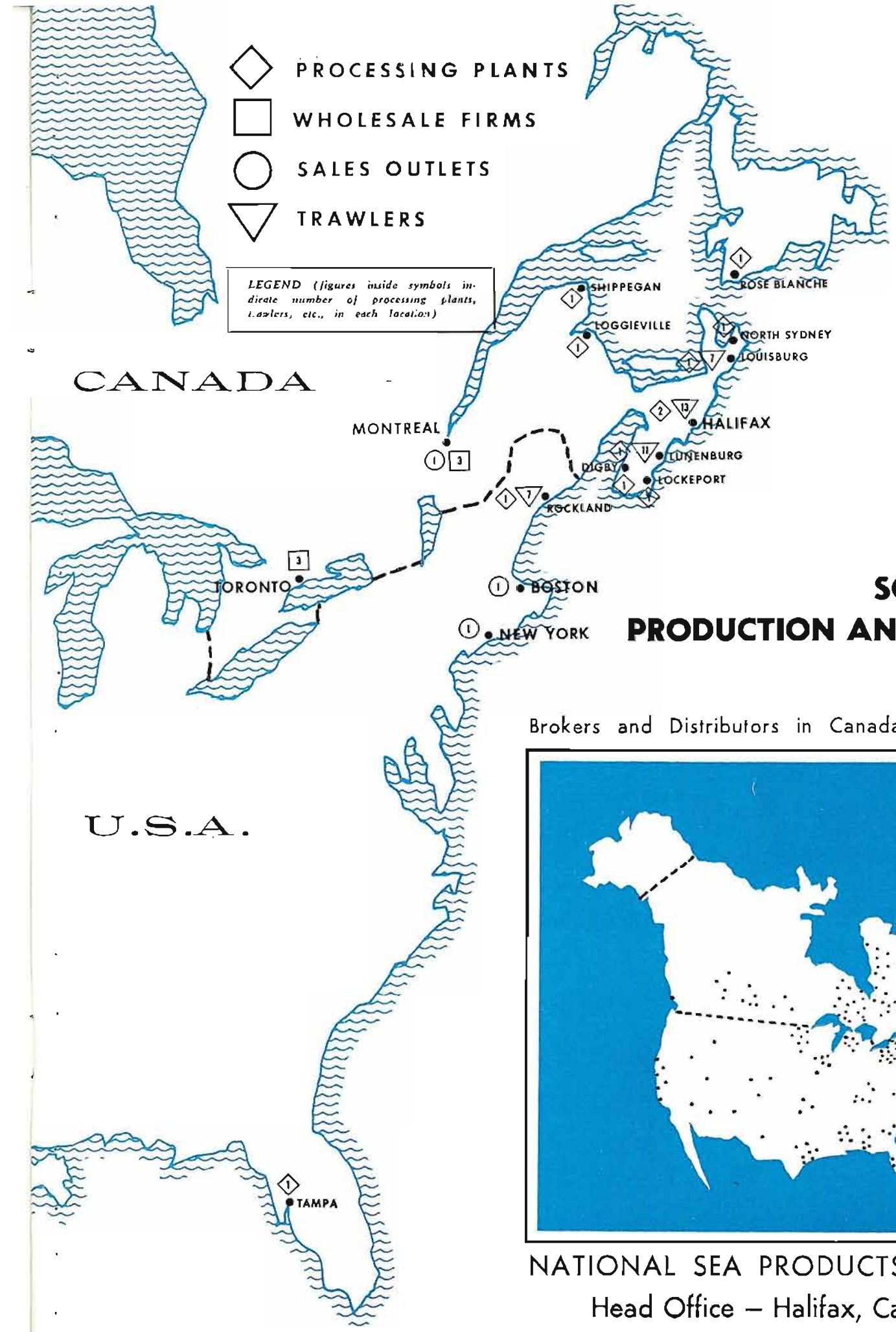
The new Lunenburg plant is now ready to receive its first catches. The fishing industry must continue this progressive trend and we are confident that long-range planning will guide it to new domestic and world-wide markets and chart a prosperous course for future years. ⚓

Printed in Canada

BRANDS AND PRODUCTS

NATIONAL SEA PRODUCTS

FILLETS, various packs — cod, cod (smoked), haddock (skinless), haddock (skin on), halibut, sole, flounder, catfish, ocean perch, swordfish.
BLOCKS, various sizes — cod, haddock, pollock.
PORTIONS — haddock, cod, sole (breaded and cooked).
FISH STICKS — cod, haddock, pollock (breaded, pre-cooked).
FISH AND CHIPS — cod and haddock (breaded, pre-cooked).
HADDOCK — fried in batter, pre-cooked.
HADDOCK, COD, SOLE, and OCEAN PERCH fillets — breaded, pre-cooked, individually frozen.
SWORDFISH, TUNA, SALMON, MACKEREL, HALIBUT, COD, HADDOCK, POLLOCK, SOLE — fresh and frozen.
HERRING — fresh, frozen, kippered.
FINNAN HADDIES — smoked.
SCALLOPS — fresh, fresh-frozen, breaded, pre-cooked.
LOBSTER — fresh, frozen, canned.
SHRIMP — fresh, frozen, breaded.
BLUEBERRIES — frozen.



SCOPE OF PRODUCTION AND SALES

Brokers and Distributors in Canada and U.S.A.

NATIONAL SEA PRODUCTS LIMITED

Head Office – Halifax, Canada

This aerial view of the new Lunenburg plant was taken before paving and roadways were completed.

Lunenburg's Dream-Plant Comes True

A dream for many years, North America's finest fish processing plant opens at Lunenburg, N.S., on June 24th. An eighty million pound annual production giant, the new plant will unveil equipment never seen before in Canadian industry, a showplace Seafood Kitchen, and push-button systems for remote control of some operations in distant areas of the plant.

by ALLAN T. MUIR, *Editor, Canadian Fisherman*

THE FAMOUS West German stern trawling expert, Conrad Birkhoff, who visited the huge new fish processing plant at Battery Point, Lunenburg, N.S., early in 1964, was overheard to remark after his tour of inspection, "Boy! These people are really in the fish business!"

Mr. Birkhoff's comment was praise indeed because he comes from a country where big fish processing plants are taken for granted. And what impressed Mr. Birkhoff — the planned spaciousness of the Lunenburg plant — will undoubtedly impress every visitor to the biggest fish processing plant in North America.

From the strikingly handsome office space at the front of the building, through the football-field size processing areas, to the employees' recreational hall — the effect is one of beautifully designed spaciousness and efficiency.

FACTS AND FIGURES ABOUT THE NEW PLANT

- ► Production capacity — over 80 million lbs. of fish annually.
- ► Requires over 20 trawlers to supply it.
- ► Handles up to 50,000 lbs. of fish per hour.
- ► Maximum filleting rate between 35-45,000 lbs. per hour.
- ► Ice-making capacity — 180 tons per day.
- ► Cold storage capacity — 6,000,000 lbs.
- ► Wharf-holding room capacity — 300,000 lbs. of fish.
- ► Smoked fish production — 30,000 lbs. in 12 hours.
- ► Fish meal production — 150 long tons per 24 hours.

Years of planning

Although Lunenburg Sea Product's new plant developed through the work of a great many people it one individual sparked the project more than anybody it was C. J.

Morrow, President of the company.

He realized many years ago that the company's growth in an expanding food business was too fast for the existing facilities and that a new and much bigger plant would soon be an absolute necessity. However, Mr. Morrow had a hard time selling the idea. His son, James B. Morrow, said recently: "As far back as I can remember there was always talk in our family of the new fish plant at Lunenburg. When I say 'family' I'm including the entire Smith clan and others who joined our enterprise."

Finally, in 1959, Mr. Morrow's dream became a reality. The old plant on the Lunenburg waterfront had become more and more crowded. In addition, the introduction of the new Fish Inspection regulations on a voluntary basis, which called for certain changes in plant structures and equipment, helped to decide the issue. The decision was made to build a completely new plant.

A study of the engineering problems involved was assigned to the company's Chief Engineer, James B. Morrow. At first, Mr. Morrow concentrated on seeing what could be done with the old waterfront property. This was a discouraging job because the property had a number of restrictive features — long, narrow physical area, rock structures underlying the harbour, and so on — which made a satisfactory expansion impossible. After a year of work on the many problems, Mr. Morrow came to the conclusion that a new site would have to be found.

At this point, it was decided to hire consultants to help in the task. Engineering Service Company, of Halifax, was chosen and a basis for design was drawn up by Mr. Morrow which was accepted by Lunenburg Sea Products' management as a guide for the consultants as well as the company.

This basis of design called for a plant capable of processing 80 million pounds of round fish annually, of handling two full trawler loads of fish in one day, and of complying in every respect with C.G.S.B. (Canadian Government Fish Inspection regulations).

An option was taken on the Battery Point property in September, 1960, to determine its suitability. After a year of soil and harbour borings the area was considered satisfactory and the decision was made to purchase the property and build the new plant on it.

Meanwhile, a great deal of executive work was going on to arrange financing of the new plant and on September 26, 1961, Lunenburg Sea Products Limited and Industrial Estates Limited signed an agreement concluding the financial arrangements.

Construction was started towards the end of 1961. The contract was awarded to Modern Construction Company to clear a 12-acre flat site at Battery Point. Offshore, a joint project by the Department of Public Works and Lunenburg Sea Products Ltd., was also undertaken to dredge the harbour for wharf sites.

After a great deal of discussion between the consultants and the best brains of the company a floor plan for the plant was finally decided upon. It was not an easy

These huge aluminum conveyors are ready to receive catches from the first fishing vessels to supply the new plant.

job because the company's business is so diversified it was almost impossible to obtain the ideal plan for every phase of the operations.

Building of the wharves was started by the Foundation Company of Canada in November, 1962, and completed in the summer of 1963. Creosoted timber was the structural material used. A more solid type of structure had been the original aim but difficulties in the waterfront construction compelled the change.

During the late fall of 1962 and the winter of 1963, Acadia Construction Company, of Bridgewater, N.S., carried out Stage Three of the job — the concrete foundations and structural steel of the main building. This was designed by Engineering Service and their associates on the project, C. A. Fowler and Company, of Halifax. Dominion Structural Steel supplied and erected the steel.

Completion of the buildings and the site was carried out by McDonald Construction Company, of Bedford, N.S.

On June 7th, 1963, Mr. C. J. Morrow, company President, laid the cornerstone. It was Lunenburg's Natal Day. Behind the cornerstone were laid a tape recording of the June 7th opening ceremonies; a copy of the *Progress Enterprise* for June 12th, 1963; James B. Morrow's 1961 basis for design; a 1963 nickel and a 1963 penny.

The processing plant

The plant itself is a simple one-storey layout. It is so arranged that the processing employees can go from one operation to another under the same roof without stepping outside the main building. The processing areas are large and clear of pillars or columns; the Highliner Seafood Kitchen, for instance, is 200 feet long by 75 feet wide and does not have a single column exposed anywhere in the room.

Upon arrival at the wharves, fish is removed from the trawlers by large buckets and emptied into aluminum chutes through which it slides down into the plant on to aluminum culling stations.

The fish is graded, culled, and weighed. Each wharf box has a capacity of 500 lbs. of fish. (The company is taking the opportunity of testing various types of wharf boxes — experimental quantities of epoxy resin plywood boxes are being tested against the conventional soft-wood boxes.)

From each of four unloading stations the wharf boxes, loaded with fish, are transported by Clark rotating-head fork-lift trucks to the holding room, or, if the fish is required immediately, it is deposited into hoppers and flumed to the processing lines.

The main processing area is large enough for 11 processing lines, of which 9 lines will be used in the plant's initial operations. Two of these lines will accommodate Baader filleting machines, the remainder will be used for hand filleting and other miscellaneous operations.

Following the process through a typical line, the fish is deposited into a hopper outside the processing-room and flumed to the cutting section where the fillets are removed. Rubber cutting boards and stainless steel buckets are used to facilitate sanitation.

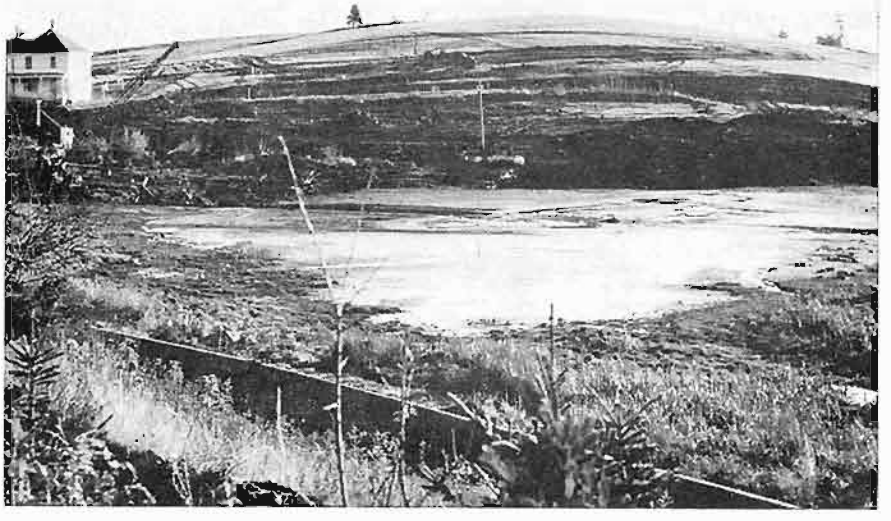
The fillets are then conveyed by belt to the Baader skinning machines and the skinned fillets flumed to an inspection table. After inspection, they are conveyed to a dip tank. After dipping, the fillets are weighed in solid-drawn aluminum pans and passed through to any of the trimming and packing lines. If consumer packs of frozen fillets are being produced the pack is then overwrapped.

Fresh fillets are generally packed in wooden boxes which, after the lids have been nailed in place, are transported to the fresh fish chill-room where they are held for cas-

THE ORIGINAL SITE

This was the original Battery Point site where the new plant has been built. The people of Lunenburg used to use it as a favourite skating spot.

The amount of earth that had to be moved to level the site, if piled one foot deep and ten feet wide, would stretch out a distance of 180 *miles.*



This photograph of two of the processing lines at Lunenburg Sea Products' new plant was taken during installation. Aluminum, stainless steel and plastics have been used exclusively to prevent corrosion.

ing and labelling. A large area of the plant, adjacent to the carpenter's and box-making section, is set aside for this operation.

Unique plate freezers

Cartons of frozen fillets are placed in pans and the pans put in racks for transporting to a battery of Williams plate freezers for fast freezing. It is believed that these freezers will considerably reduce the conventional freezing time for fish fillets and further preserve the fresh quality of the fish. A regular 1-lb carton can be frozen in these freezers in less than 30 minutes compared with the usual 55 minutes. In addition to a faster freezing cycle, the special type of aluminum extruded plate in these freezers is much more rigid and produces a better shaped frozen block. After freezing the product is mastercased and sealed by an Elliott case-sealing machine and then taken to the holding room on Yale pallet trucks.

In addition to the Williams plate freezers there are six large capacity blast freezers. Entry to the blast freezers is made from a temperature-controlled ante-room. After blast freezing, products can be brought into this ante-room for packing and taken directly to cold storage.

The fish processing lines were designed, constructed and installed by the Atlantic Bridge Company, of Lunenburg, N.S. "The plant is a real show-place," says James Morrow, "for the talents this company has developed in the use of aluminum and stainless steel in seafood processing."

According to D. A. Eisenhauer, General Manager for Atlantic Bridge, the basic design principle in the processing lines was to produce as dry a fish as possible. Aluminum, stainless steel and plastics have been used exclusively to eliminate corrosion. The fish unloading chutes and culling stations on the wharf are one of the first such installations to be made of aluminum anywhere. All conveyor belts used were Ton-Tex belting, a special, pre-tensioned during manufacture, type of belting which enables it to run true on the tables. All splices in this type of belting are vulcanized.

Another important factor in the processing rooms was the provision made for grading of the floors so that all moisture drains to drain-trenches which are covered by specially-designed cast aluminum grids.

Pan-washing machine

Another unique feature of the new Lunenburg plant is its Metalwash pan-washing machine, perhaps the best installation of its type and size anywhere, and certainly the only installation in Canada.

In this machine, a 48" wide belt conveys pans, racks, screens and any metal or plastic containers through an automatic system that pre-washes, gives a hot detergent wash, a power rinse, and finally a hot water rinse. Following cleaning the containers pass through a 15 h.p. blower unit to remove any possible remaining particles on their surfaces.

This machine is strategically

located in the processing area to serve the processing rooms, cooked fish, and smoked fish compartments.

Seafood kitchen

The Highliner Seafood Kitchen is probably the finest processing area, in fact, it is the showplace of the new Lunenburg plant. It is also the largest capacity cooked fish line in Canada. All cooked and breaded products will be made here and the company expects also to develop new and tastier products for the Canadian consumer. For this purpose, a product development kitchen and a taste panel room have been constructed at one end of the Highliner Seafood Kitchen. A modern laboratory is also in this area and it will serve as the focal point of quality control work for all processing operations.

In the Seafood Kitchen, blocks of frozen fish are cut up in three sawing operations in which there is an inspection of the slabs before the final sawing. This final sawing is done automatically by a machine devised by Lunenburg Sea Products. The company-developed machine saws the final slabs of frozen fish into sticks and automatically distributes them on the input belt of the Greer Vibra-Whirl batter and breading machine. The batter for this machine is automatically mixed to the correct viscosity on a Hill mixing unit.

The battered and breaded sticks then proceed to a 38" wide MacBeth continuous frier which has a capacity of 2,000 lbs. per hour. This machine has a stainless steel kettle and fire-tubes and the unit is designed to operate with furnace oil giving a considerable economy over gas fires (natural gas is not available in the Maritimes).

The fried product then passes along a pre-cooling belt before entering a 17-ft., cooling tunnel which brings the sticks down to room temperature and makes them sufficiently firm to handle. They are then passed to a 16-station packing line designed and manufactured by Dartmouth Iron Foundry to the specifications of Lunenburg Sea Products. This packing line has a 24" wide Sandvik stainless steel belt specified for easy cleaning. A powered belt conveys packing materials to the female packers, and another belt conveys the packaged sticks to a metromatic automatic checkweighing device. From checkweighing the packages are conveyed to a Package Machinery overwrapping machine fitted with an automatic infeeder.

From the overwrapping machine, the packages pass through a Rank-Cintel metal-detecting device which sounds an alarm in the unlikely event that a metallic object has adulterated the product.

After this operation, the packages are placed in aluminum trays and the trays placed in specially designed aluminum racks which will hold sixty trays. These racks are transported by pallet trucks to the blast freezers where the product can be reduced to -30 degrees Fahrenheit, prior to master cartoning and sealing on an Elliott case-sealing machine. After case-sealing the cases are packed on pallets and returned to the refrigerated holding room which is held at -15 degrees F.

Other lines are provided for uncooked breaded products. Fish for the fish and chips and battered fish pack is battered and fried in a number of small propane friers. After cooking, the fish product is fast frozen and returned to the processing area for packing.

The fish and chips packing line was developed by Lunenburg Sea Products and manufactured to their specifications by the Atlantic Bridge Company. This table is an excellent example of a design to reduce motion to a minimum, at the same time having regard for the need for easy cleaning.

Smoked fish operation

The smoked fish operation has its own room. The company is experimenting with a new type of mechanical smoker developed by Wallace Smith, Vice-President of Lunenburg Sea Products.

Unique offal system

The Lunenburg plant has a unique system to seperate lean fish offal from oily fish offal in the processing room. Offal from the cutting lines is flumed along gurry troughs underneath the floors and roadway, then each type of offal enters its own de-watering conveyor which delivers it to an elaborate system of overhead screw conveyors for passage to the Atlas-Stord fish meal plant.

In the meal plant each type of offal has its own side of the room with screw conveyors sunk in floor sumps which propel the offal to elevating conveyors which deliver it to metering conveyors which form part of the meal plant. There is a central control panel which controls all conveyors and electrical gates on the conveyors from one control position.

The original design for this offal system was by Engineering Service Company. Detailed design of the conveyors, gates and control panel was done by Atlantic Bridge Company who also fabricated and installed the entire system.

Fish meal plant

The fish meal plant is an Atlas-Stord, the second installation of its kind in Canada. A previous unit of this kind was installed at the new plant of St. Lawrence Sea Products at La Tabatiere, P.Q.

The big feature about the Atlas-Stord equipment is the choice of dryer. This is a Rotodisc steam dryer which it is felt gives better quality meal.

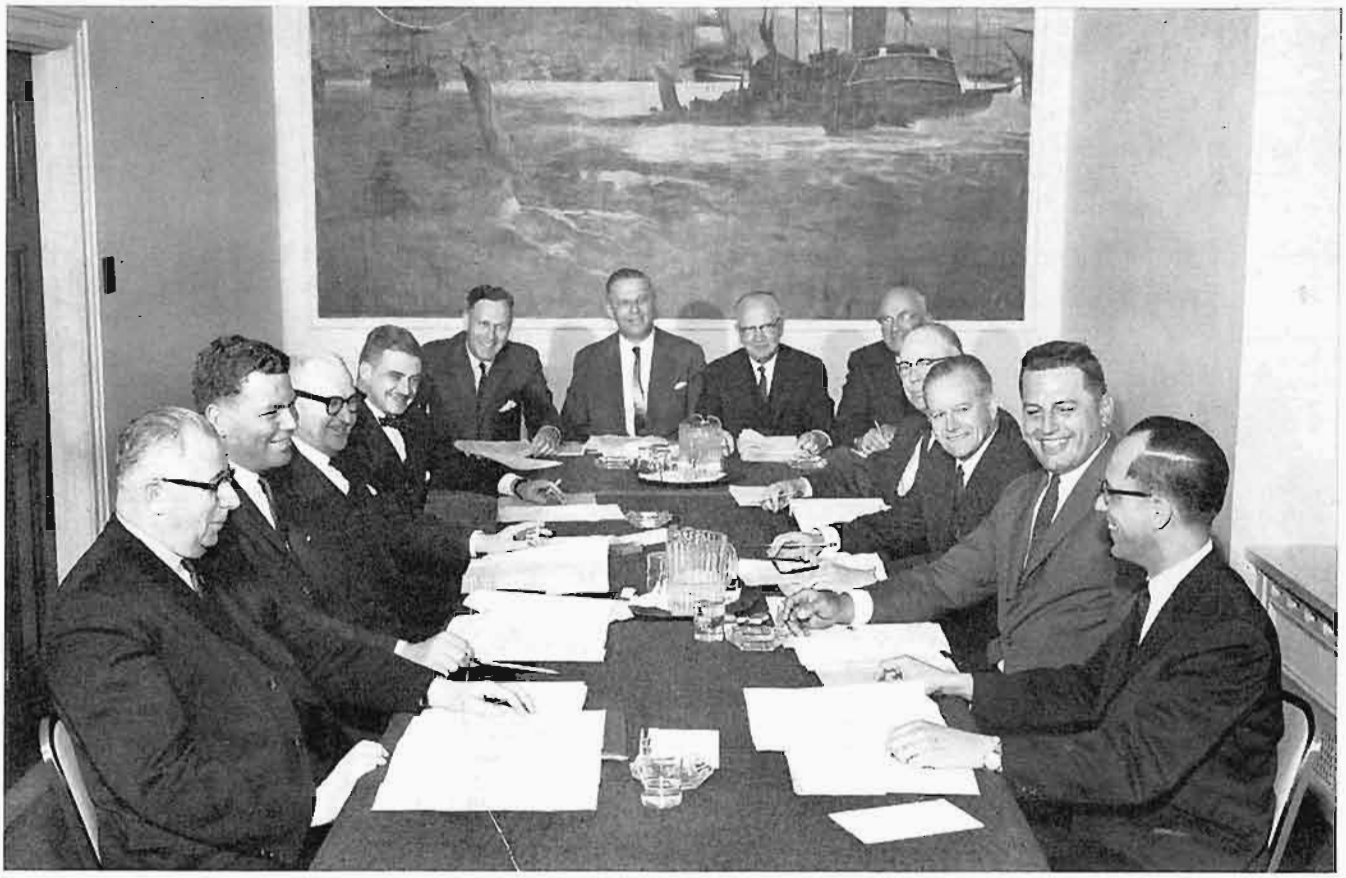
The Atlas-Stord equipment was designed primarily for shipboard use and consequently is exceedingly compact. It was adapted for use ashore after several years of successful operation aboard ships.

The Stord plant also includes stickwater evaporators. These allow the solubles to be recovered and returned to presscake, thus allowing production of whole meal.

The meal plant has a capacity of 150 long tons per 24 hours.

Ice-handling operation

Another unusual system in the new Lunenburg plant is the ice-handling equipment. This was manufactured by North Star Ice Equipment Inc., of Seattle, Washington.



There were not too many moments of relaxation in the hectic period during which the new plant was built but this was one of them, a National Sea Products directors' meeting in Halifax. From left to right: H. D. Pyke, Director; W. O. Morrow, Director; P. J. Smith, Director; F. M. Covert, Director; H. P. Connor, Vice-President; R. G. Smith, Vice-President and General Manager; C. J. Morrow, President; W. W. Smith, Vice-President; C. R. MacFadden, Secretary-Treasurer and Director; A. Cunningham, Director; David Smith, Director; J. B. Morrow, Director.

It consists of six North Star ice makers capable of making 180 tons of ice in 24 hours. The ice storage has a capacity of about 400 tons.

The automatic raking and ice conveyor system will provide ice at the rate of 40 tons per hour to any one of many icing stations by the push of a button.

The power plant

The building containing the fish meal plant also contains the boiler plant, the refrigeration plant, and the fish meal storage area.

The power distribution panel for the plant is located within this building, the high-tension lines being brought to a transformer on the outside of the building. The various power lines and pipes are taken to the main plant by an overhead pipe bridge.

The refrigeration plant is a two stage ammonia system with capacity of 900 refrigeration tons. The ammonia charge will be 30 tons, probably the biggest single charge ever placed at one time in a system such as this in Canada.

The steam generating plant consists of three Cleaver-Brooks packaged boilers with a capacity of 36,000 pounds of steam per hour at 110 lbs. per square inch pressure.

Boiler and diesel fuel oil is stored in a tank farm adjacent to the main service area and piped to the boiler room and to each of the wharves.

Other special features

The plant design was intended to be as versatile as possible in order to produce most varieties of fresh, fast frozen, smoked and marinated fish. It is essentially self-contained and there are no steps within the main covered area so that all departments are accessible to the various mechanical handling devices.

The layout of the unloading and culling warehousing and processing areas is designed with this flexibility in mind. Similarly, the fish-holds of the trawlers can be cleaned out after discharging, iced up, and bunkered, all at the same berth without any need to change position.

To prevent frost penetration into the ground in the cold storage area warm water is circulated 2 feet 10 inches below the surface of the concrete wearing slab. This is accomplished by the use of 10,000 feet of 1¼" polythene pipe connected to a steam-hot water converter system. This pipe passes through cement asbestos sewer pipe connecting the tunnels on either side of the cold storage so it can be replaced or repaired at some future date if necessary. Thermocouples installed in the subsoil provide the necessary temperature readings to control the system.

(Cont'd on p. 12)

The main office at the front of Lunenburg Sea Products' new plant. A blend of efficiency and harmony.

The plant is serviced by four railway spurs with platforms built adjacent to the dry storage, the cold storage, the fresh fish shipping and the fishmeal shipping areas. The cold storage has a truck ante-room in which three trucks at a time can back up to a seal of foam plastic so heat gain from the outside air will be at a minimum.

A sea water pumping station is located near the beach. A 36" intake pipe brings sea water by gravity from a crib located 500 feet from the low water mark on the ocean floor and 650 feet from the pump intake. Four pumps bring a total capacity of 5,000 Imp. gallons per minute to provide cool sea water for the refrigeration condensers, the meal plant deodorizers and some of the processing facilities.

Rain water is caught in twenty-six catch basins and these are drained by about half a mile of underground pipe. The paving round the plant is deliberately extensive, not only to provide parking space for over three hundred cars and allow plenty of manoeuvring room for the big transport trucks, but also to guide the rain water to the catch basins. There will be no dust problem in the area during dry weather.

The fresh water system is handled by an 8" pipe which runs completely round the plant to form a loop. This is fed by the town of Lunenburg's water main. From this loop branches lead off to service the washrooms, sprinkler system and other necessary processes.

Employees' facilities

A lot of care was obviously taken in planning the plant to provide good employee facilities. Lockers are provided for each employee, in addition to the most modern toilet and washroom facilities, shower-baths and changing rooms. Adjacent to the men's cloak-room is a room to contain waterproof clothing used on the filleting lines.

This clothing is washed every night by hot water detergent to maintain it in constant sanitary condition daily.

A cafeteria and Assembly, or recreation, auditorium sufficiently large to accommodate all plant personnel adjoins the cloak-room. This auditorium is bright and modernistic in design. It is fitted with a stage for the presentation of shows or other entertainment.

In a convenient location close to the employee's parking area, a modern store has been built within the main building. This store is fitted out like a supermarket and carries all kinds of groceries, work and waterproof clothing. To the rear of the store is a warehouse for store and ship supplies.

A first aid room has been provided with a separate room for medical examinations.

There is even a separate office provided by the company for the use of the Canadian Seafood Worker's Union.

Air-Conditioning

A carefully planned system of heating, air-conditioning, and ventilation is installed throughout the plant. Frequent changes of air are possible at any time. This was a feature of the construction which was given major attention. The fullest consideration was also given to adequate lighting conditions in all working areas — in fact, the lighting system far surpasses lighting conditions in the average fish plant.

Engineering Service Company, of Halifax, had the contract for these construction features and plans and specifications were drawn up by the F. C. O'Neil Company.

Maintenance and Repairs

The plant has well-equipped machine, electrical and carpenter's shops strategically located for maintenance and repairs of plant and ships, also for use in the development and manufacture of new equipment and other needs.

Extensive battery-charging facilities for the large number of electrical materials handling trucks are located near the electrical and machine shops.

Heavy industrial cleaning units which wash and dry simultaneously are employed in the plant owing to the vast expanse of floor requiring continuous cleaning.

All in all, the new Lunenburg Sea Products plant is a tremendous investment, a huge undertaking. In this one plant, more perhaps than in any other aspect of the fisheries scene, the Canadian industry can be said to have really come of age, to have reached maturity. Thoughtful observers will unquestionably appreciate that the industry owes a debt of gratitude to Lunenburg Sea Products for the example they have set in this beautiful food plant and for their vision and courage in building it. ⚓

NATIONAL SEA PRODUCTS LIMITED

HEAD OFFICE: 65 Lower Water Street, Halifax, N.S. *Telephone No*:422-9381. *Cable address*: Natsea. *Telex*: 014-42263.

OFFICERS OF THE COMPANY

C. J. MORROW
President

R. G. SMITH
Vice-President and General Manager

W. W. SMITH
Vice-President

H. P. CONNOR
Vice-President

C. R. MacFADDEN
Secretary-Treasurer and Director

F. M. COVERT
Director

A. CUNNINGHAM
Director

P. J. SMITH
Director

W. O. MORROW
Director

H. D. PYKE
Director

DAVID SMITH
Director

J. B. MORROW
Director

J. BARKER
Marine Superintendent

J. WENNING
Comptroller

I. LANGLANDS
Production Engineer

SEA-SEALD DIVISION

OFFICE: 37 Lower Water Street, Halifax, N.S. *Telephone No*: 422-9381. *Cable address*: Sea-Seald. *Telex*: 014-42266.

H. P. CONNOR,
Manager

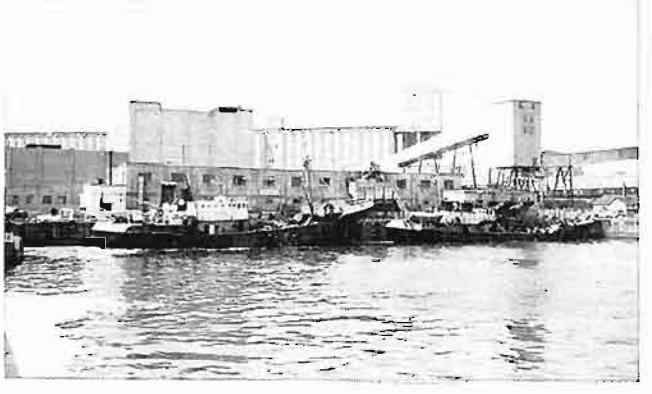
Sea Seald Division plant.

40 FATHOM DIVISION

OFFICE: Ocean Terminals, Halifax, N.S. *Telephone No*: 422-9381. *Cable address*: Natsea.

W. E. SIMPSON,
Manager

40-Fathom Division plant



LUNENBURG SEA PRODUCTS LTD.

OFFICE: Battery Point, Lunenburg, N.S. *Telephone No*: 634-8811. *Cable address*: Seaprod. *Telex*: 014-42296.

H. D. PYKE,
Manager

Lunenburg Sea Products plant

LOUISBOURG DIVISION

OFFICE: Louisbourg, N.S. *Telephone No*: 114. *Telex*: 014-4550.

L. E. SMITH,
Manager

Louisbourg Division plant.

NORTH SYDNEY DIVISION

OFFICE: North Sydney, N.S. *Telephone No*: 794-4737. *Telex*: 014-4551.

G. F. LEONARD Sr.,
Manager

Leonard Brothers Division plant.

EAGLE FISHERIES LIMITED

OFFICE: Shippegan, N.B. *Telephone No*: 336-2305. Loggieville, N.B. *Telephone No*: 773-4461.

J. B. ESTEY,
Manager

Eagle Fisheries, Shippegan, N.B.

DIGBY DIVISION

OFFICE: Digby, N.S. *Telephone No*: 245-2571.

E. RICHARDSON,
Manager

Digby division plant

LOCKEPORT DIVISION

OFFICE: Lockeport, N.S. *Telephone No*: 321. *Telex*: 014-42452.

T. A. MacLEAN, Jr.,
Manager

Lockeport division plant

NATIONAL SEA PRODUCTS LTD.

D. Hatton Co. Leonard Fisheries. O'Connor's Fish Co. Robert Allen Co. Ltd.

OFFICE: 655 Cremazie Blvd. West, Montreal, P.Q. *Telephone No*: 381-9301. *Telex*: 01-2523.

R. E. MATTHEWS Sr.,
General Manager,
Quebec and Ontario.

Montreal wholesale warehouse

R.C. LYLE,
Division Manager,
Leonard Fisheries.

P. R. HOLDAWAY,
Division Manager,
O'Connor Fish Co.,

L. DAUNAIS,
Division Manager,
D. Hatton Company,

W. MUNDEN ALLEN,
Manager,
Robert Allen Co. Ltd.

NATIONAL FISH COMPANY LTD.

(also White's Co. Div., and F.T. James Fish Co. Ltd.)

OFFICE: 180 University Avenue, Toronto, Ontario. *Telephone No*: 363-4166. *Telex*: 02-2538. (White's Fish Co. Div., and F. T. James Fish Co. Ltd., 307 Lakeshore Blvd. E., *Telephone No*: EM 4-9341.)

D. F. MERCHANT, Retail Sales Manager

E, A. MATTHEWS, Jr., Manager, White's Fish Co. Div., and F. T. James Fish Co.

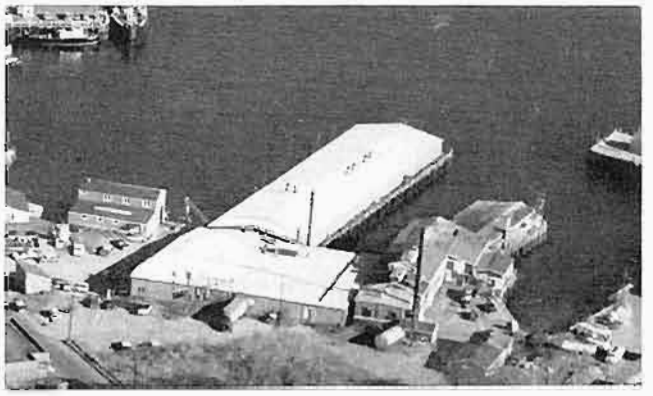
PETER SMITH, Institutional Sales, (Ont.)

40-FATHOM FISHERIES INC.

OFFICE: Rockland, Maine, U.S.A. *Telephone No*: LY.4-8401.

A. N. THURSTON, Sr., President and Manager

40-Fathoms plant, Rockland, Me.



SHORELINE SEAFOODS INC.

OFFICE: Tampa, Florida, U.S.A. *Telephone No*: 248-5005. *Cable address*: Shoreline. *Telex*: 052-850.

E. Day Wood, Jr., Executive Vice-President and General Manager

Shoreline plant, Tampa, Fla.

40-FATHOM SEAFOODS INC.

OFFICE: 200 Boylston Street, Chestnut Hill, Mass., U.S.A. *Telephone No*: WO.9-8020. *Cable address*: Fathom Newt. *Telex*: 094-528.

DAVID SMITH, Manager

NATIONAL SEA PRODUCTS INC.

OFFICE: 109 Broad Street, New York N.Y., U.S.A. *Telephone No*: Whitehall 4-0021.

A. CHARNOCK, Manager

The Author
WALLACE W. SMITH,
Vice-President, National Sea Products Limited

HISTORY OF THE COMPANY

EDITOR'S NOTE: We asked Mr. Smith to research some of the highlights of the company's history for us. This article is the result. It is a story of men and the sea, a family story to a great extent, of fishing skippers with courage and vision who founded a small business about sixty years ago, and of their descendants who built it up into a great enterprise.

THE TOWN of Lunenburg, Nova Scotia, was founded in 1753 by settlers who had originally emigrated from Germany, France, and Switzerland. The German settlers, closely related to the Hanoverian Dutch who settled in Pennsylvania, named the town after Luneburg in Northern Germany. While their original vocation was farming, these hardy, thrifty settlers found soil conditions difficult and many turned toward the sea for a living.

ORIGINAL HEAD OFFICE OF COMPANY

W. C. Smith & Co., Ltd., started doing business in 1900 in a building at the head of their wharf. In 1901 an office and store building was constructed at a cost of $3,168.40.

This building was later enlarged on four different occasions and few people today remember the original building.

If its walls could talk, the stories of the fishermen, fishing vessels, and the people of Lunenburg would be amazing.

As time progressed, Lunenburg became world famous as a leading fishing port, primarily producing dry salt fish for southern and West Indian markets. This particular industry prospered and continued unchanged until after the first World War, when for a period of time it declined appreciably. During its growth, various firms outfitted and managed a fleet of vessels — one of the youngest firms, W. C. Smith & Co. Ltd., was incorporated on December 12, 1899. While today it is not uncommon for business to speak in terms of hundreds of thousands and millions of dollars, it is interesting to note from the papers of incorporation that the original shareholders were eleven in number and the paid-up capital was $15,000. W. C. Smith was appointed president and general manager at a salary of $200 per year, and Lewis H. Smith, bookkeeper and clerk, at a salary of $360 per year. Seven of the original shareholders were Smiths — five brothers and two nephews — all descended from an officer of the English garrison that came to Lunenburg with the original settlers.

During the first year of business, the company outfitted six vessels — the next year fourteen — which necessitated the purchase of additional property. A dividend was paid on the first year's operations and every year thereafter during the life of the company. Furthermore, the successor companies have continued this dividend payment

record so that today Ocean Fisheries Limited can claim via its predecessor companies, continuous dividend payments since the year 1900.

The company's salt fishing fleet grew to over twenty vessels, and many of these ships, after the fishing season ended, were chartered for trade with Europe and the West Indies. Another source of income was local trading in coal and produce. When World War I broke out, the company and its fleet had grown to be one of the largest and most aggressive fishing units in the Province. In addition to outfitting vessels and crews, the company supplied shore fishermen, operated a general retail store and, for a short time, a shipyard where five schooners were built.

During the first World War three ships were lost. Two were accidentally run down and sunk by our own convoys and one by a German raider, but the business and industry were very active with generally good markets and high prices. In 1921, W. C. Smith, the original president, was stricken while attending the First International Fishing Vessel Race and died shortly thereafter. He was succeeded by his brothers Abraham (1921 - 1922), Benjamin (1922 - 1934), and nephew Joseph Smith (1934 - 1945).

Shortly after the end of World War I the adjacent property of John B. Young was purchased, also the company expanded into processing salt fish, becoming a very large exporter in a short period of time.

On February 2, 1925, W. C. Smith & Co. Ltd., celebrated its twenty-fifth anniversary. At this time Benjamin C. Smith was president, the invested capital had only increased to $39,850.00 and the salt fishing fleet of sailing schooners numbered twenty.

In 1926 diversification in an entirely new field began. A cold storage and fresh fish plant under the name of Lunenburg Sea Products Limited, with W. H. Smith, son of W. C. Smith as president, began operations on October 22, 1926, the original financing of which was $40,450 common stock, all owned by W. C. Smith & Co. Ltd. An issue of $80,000 of bonds was sold, mostly

ORIGINAL FOUNDERS

W. C. Smith & Co. Limited

WILLIAM C. SMITH

First President (1899-1920) of W. C. Smith & Co. Ltd. A fishing captain.

G. ABRAHAM SMITH

President (1921-22) of W. C. Smith & Co. Ltd. A fishing captain.

BENJAMIN C. SMITH

President (1922-34) of W. C. Smith & Co. Ltd. A fishing captain

JOSEPH N. SMITH

Son of James L. Smith. President (1934-45) of W. C. Smith & Co. Ltd. A fishing captain.

JAMES L. SMITH

A fishing captain.

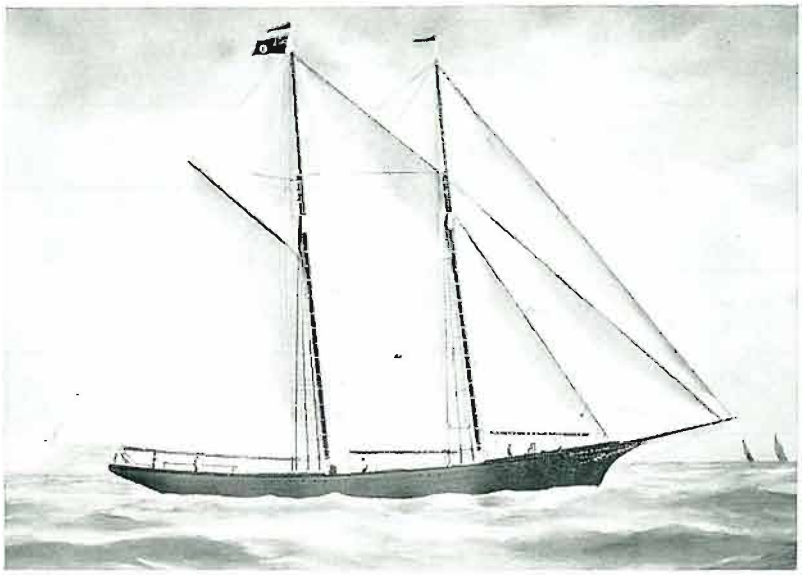
LEWIS H. SMITH

Book-keeper and Assistant Manager (1899-1915) of W. C. Smith & Co. Ltd.

GEORGE N. SMITH

Accountant (1900-09) of W. C. Smith & Co. Ltd.

RECORDS OF "GLADYS B. SMITH"



The "Gladys B. Smith" from a painting made in Naples, Italy, during a period when she was freighting dry salt fish from Newfoundland to Italy.

Of special interest is this financial record of two fishing vessels named "Gladys B. Smith," captained by Benjamin Conrad Smith, out of Lunenburg, N. S., before wartime inflated prices.

THE SMITH BROTHERS of Lunenburg in the offshore, dory line salt fishing fleet were rated as highliner Captains, especially Capt. Benjamin C. Smith, who sailed two schooners named after his eldest daughter, Gladys Beatrice.

The cost of the ships and their earnings prior to World War I are shown here.

The dividend of $9,200 in the year 1913 was the highest on record up to this time.

Capt. Smith engaged in saltfishing only, but, during the fall and winter season when most of the fleet lay at anchor in the port of Lunenburg, he chartered his vessel, carrying salt, salt fish, produce and frozen herring to supplement the earnings of his ships.

1st. Schooner "GLADYS B. SMITH operated 8 years & lost

Year	Total cost	cost per 1/64 share	Dividends	Dividends per 1/64 share
1897	$5,989.76	$93.59	$ 1,099.52	$ 17.18
1898			4,407.68	68.87
1899			2,653.07	41.45
1900			3,200.00	50.00
1901			2,400.00	37.50
1902			3,200.00	50.00
1903			3,550.00	54.69
1904			4,700.24	73.44
			$25,210.51	$393.13

2nd. Schooner "GLADYS B. SMITH" operated 11 years & sold.

	$7,132.82 less 2,832.82	(Earned by freighting)		
Owners Paid	$4,300.00	$67.20		
1906			$ 2,460.07	$ 38.44
1907			3,556.28	55.57
1908			1,663.55	25.99
1909			4,000.00	62.50
1910			5,500.00	85.94
1911			5,906.24	92.29
1912			2,700.00	42.19
1913			9,200.00	143.75
1914			4,400.00	68.75
1915			7,297.92	114.03
			$46,684.06	$729.45

First "Gladys B. Smith" — Capt. John Corkum — run down & sunk by Schooner "Peerless" — on Herring Trip to Newfoundland, late 1904.

Capt. Benjamin C. Smith

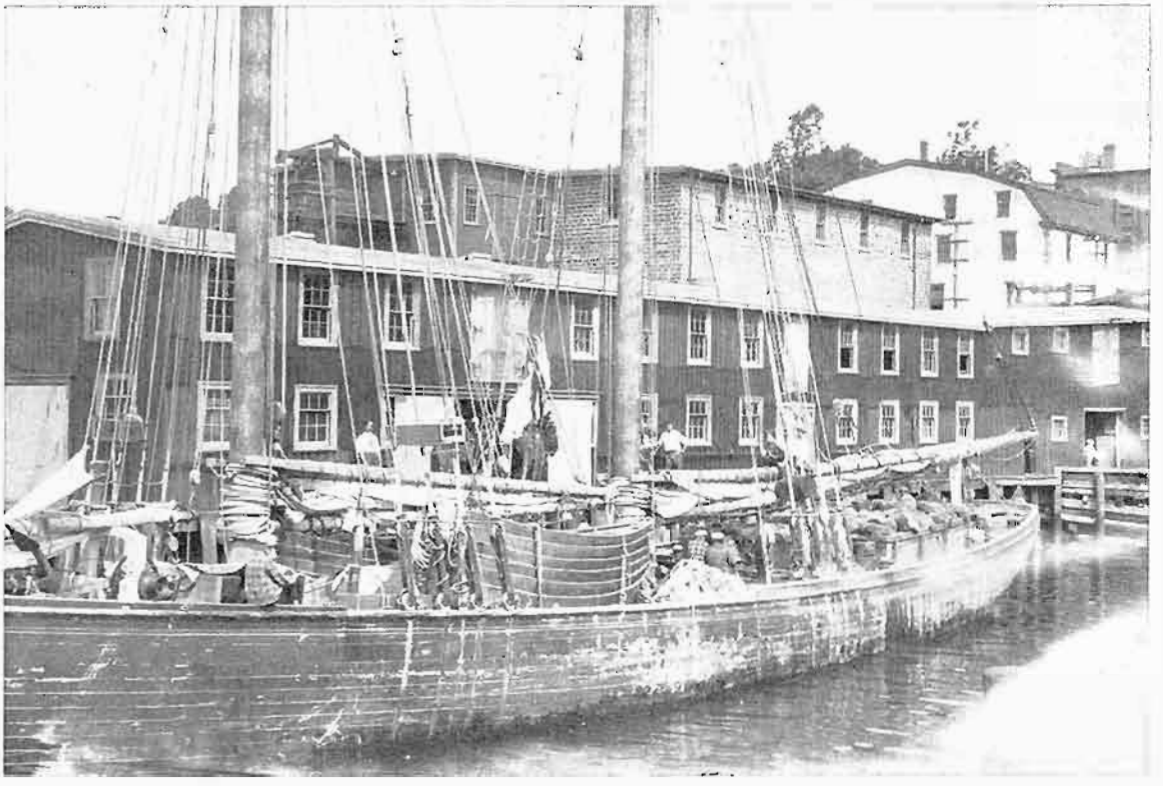
to members of the Smith family to raise additional working capital.

The new business required offshore fishing ships with Diesel engines for supplies of fresh fish, and a new era began — that of installing Diesel engines in existing vessels and construction of new types of dory trawler powered vessels and Diesel powered otter trawlers.

In 1928 the company's first wooden Diesel trawler "Geraldine" was built and operated. In 1929 a canning factory was opened and in 1930 a Fish Meal Plant was added to the expanding shore facilities. In addition, the company was the first to install radio-telephone communications between fishing vessels and port and introduce other electronic and navigational equipment. Branches were acquired in Lockeport, Liverpool, North Sydney, Centreville, Yarmouth and Port Mouton, Nova Scotia. More property was purchased and developed in Lunenburg, and wholesale houses were acquired in Montreal, Toronto, and New York.

On August 20, 1938, both Lunenburg Sea Products and W. C. Smith & Co. Ltd. were acquired by Smith Fisheries Limited, a holding company formed at that time. Shortly thereafter, the second World War occurred, and growth of the company and development of the fleet continued at a rapid pace. During the War, Diesel dory fishing vessels were the main source of production, but during this period the need for more production and government co-operation through subsidies induced the company to build two modern otter Diesel trawlers, the "Cape North" and the "Cape LaHave", which were completed in 1945. These trawlers were so successful that they started a revolutionary change on the entire Canadian Atlantic coast, — so much so that offshore line fishing for ground fish was completely replaced by draggers towing trawls over the ocean bottom. At the same time, improved processing methods and equipment were developed, and a wide variety of frozen packaged seafood products were introduced

THIS SCHOONER PAVED THE COMPANY'S WAY TO SUCCESS



The "Jean & Shirley" landing a halibut trip at the wharf of Lunenburg Sea Products Ltd., in 1928.

THE FIRST SCHOONER to install a diesel engine and engage in fresh fishing from Lunenburg Sea Products Limited (new plant constructed in 1926) was schooner "Jean & Shirley" captained by Newman Wharton of Liverpool, N.S.

She started fishing in 1927 and her name and Captain should never be forgotten by the Company as she paved the way to successful operation.

Her record for catching fish and bringing them to market at the proper time and in good quality was astounding and through her success a fleet grew and Lunenburg fishermen became leaders in the fresh fishing industry of Nova Scotia.

There is no doubt that this vessel started the beginning of a new era in fishing vessels used in the off shore fishing industry.

A monument to Capt. Wharton should be placed somewhere in the town of Lunenburg. ⚓

BIRTH OF LUNENBURG SEA PRODUCTS

LUNENBURG SEA PRODUCTS LIMITED was conceived late in 1925 and incorporated in 1926 by the younger members of the firm of W. C. Smith & Co. Ltd.

These members were W. H. Smith, C. J. Morrow, and W. W. Smith. They were joined later, in 1928, by R. G. Smith.

Under the supervision of these men the business kept growing.

CLARENCE J. MORROW

One of the founders of Lunenburg Sea Products Ltd., and currently President and Director of the company. Outstanding for his efforts in the areas of financing, accounting, selling and public relations.

WILLIAM H. SMITH

A Director and one of the founders of Lunenburg Sea Products Ltd. Outstanding for his efforts in the areas of processing, quality control and organization.

WALLACE W. SMITH

One of the founders of Lunenburg Sea Products Ltd., and currently Vice-President and Director of the company. Outstanding for his efforts in the areas of construction, design and development of new equipment and maintenance, construction and maintenance and repairs of fishing vessels.

RONALD G. SMITH

One of the founders of Lunenburg Sea Product Ltd., and currently a Vice-President and Director of the company. Outstanding for his efforts in the areas of buying, selling, and supervision of process planning and accounting.

for retail consumption.

On September 8, 1945, Lunenburg Sea Products Ltd. and its associated companies, together with Maritime National Fish Co. Ltd. of Halifax and its subsidiaries, were acquired by outside interests. The new company, National Sea Products, continued operation of all units under the same personnel, with Mr. R. P. Bell as president until July 9, 1953. During this period additional fish meal plants were opened, five new steel trawlers constructed in England, and two new wooden trawlers built in Lunenburg. More wholesale houses were acquired in Toronto and Montreal, another plant acquired in North Sydney, a new plant was built in Louisbourg, Nova Scotia, existing plants were further expanded, and a head office building was acquired in Halifax.

The common stock of the National Sea Products Ltd. was purchased by Ocean Fisheries Ltd., a new holding company under the Presidency of Mr. C. J. Morrow

RALPH P. BELL

(1945-53). President of National Sea Products Limited, he founded the National Sea Products Ltd., in 1945 by buying the holdings of the Lunenburg Group operated under the name of Smith Fisheries Limited, and the holdings of the Halifax Group operated under the name of Maritime National Fish Co. Ltd. His interests were sold in 1953 to Ocean Fisheries Ltd., headed by C. J. Morrow, President, and W. Stanley Lee, General Manager.

COMPANY FAMILY TREE

DESCENDANTS of the Smith family that started the original business in 1899, through the 2nd, 3rd, and 4th generations, who have been active in the growth and operation of the company and its successor companies. (Years of service with the company in brackets.)

WILLIAM C. SMITH

SON — W. H. SMITH (deceased) — President and Managing Director, Lunenburg Sea Products Limited (1912-43).

SON-IN-LAW — M. M. GARDNER (retired) — Managing Director, W. C. Smith & Co. Ltd. and Director, Lunenburg Sea Products Ltd. (1921-42). Married Minnie J. Smith.

G. ABRAHAM SMITH

SON — CLARENCE J. SMITH (deceased) — Accountant, W. C. Smith & Co. Ltd. (1920-29).

GRAND-DAUGHTER — JOYCE M. SMITH — Daughter of Clarence J. Smith. Employed in responsible office work, Lunenburg Sea Products Ltd. (1937-).

JAMES L. SMITH

SON — JOSEPH N. SMITH (deceased) — One of the original founders. A fishing captain. Employed with W. C. Smith & Co. Ltd. (1923-38) in charge of fishing vessels and the export of dry salt fish operations.

SON — AUBREY J. SMITH — (deceased) — Employed as Chief Refrigeration Engineer, Lunenburg Sea Products Limited (1926-53).

SON — MALCOLM A. SMITH — Accountant, Lunenburg Sea Products Ltd. (1940-).

DAUGHTER — HAZEL M. — Book-keeper and accountant, W. C. Smith & Co. Ltd. and Lunenburg Sea Products Ltd. (1923-51). Upon retirement, married Elwood Geldert, of Lunenburg.

GRANDSON — RONALD G. SMITH — General Manager, Vice-President and Director, National Sea Products Ltd., and affiliated companies, also member of management executive (1928-).

GRANDSON — LAWRENCE E. SMITH — Manager, Louisbourg Division, National Sea Products Ltd. (1937-).

GRANDSON — AUBREY L. SMITH (deceased) — Assistant Manager, Leonard Brothers Division, North Sydney (1938-43). Killed in action at Ortona, Italy, during World War II.

GREAT-GRANDSON — PETER SMITH — Son of Ronald G. Smith. Salesman, Toronto office, National Sea Products Ltd. (1952-).

GREAT-GRANDSON — MICHAEL SMITH — Son of Ronald G. Smith. Salesman. Toronto office, 40-Fathom Division of National Sea Products Ltd. (1960-).

BENJAMIN C. SMITH

SON — WALLACE W. SMITH — Vice-President and Director, National Sea Products Ltd., and affiliated companies, also member of management executive (1920-).

DAUGHTER—GLADYS B. SMITH (retired) — Accountant, stenographer and book-keeper, W. C. Smith & Co. Ltd. (1911-16).

SON-IN-LAW — CLARENCE J. MORROW — Married daughter Beulah Jean (1925). President and Director, National Sea Products Ltd., and affiliated companies, also management executive chairman (1917-).

GRANDSON — DAVID W. SMITH — Son of Wallace W. Smith. Manager, 40-Fathom Seafoods Inc., Chestnut Hill, Mass., U.S.A. and Director, National Sea Products Ltd. (1960-).

GRANDSON — JAMES B. MORROW — Son of Clarence J. Morrow. Chief Engineer, National Sea Products Ltd., and in charge of construction of new plant at Lunenburg. Director, National Sea Products Ltd. (1959-).

GRANDSON — WILLIAM O. MORROW — Son of Clarence J. Morrow. Assistant Manager and in charge of sales of all National Sea Products divisions, Director of National Sea Products Ltd., and a member of management executive (1949-).

GRANDSON — BENJAMIN C. SMITH — Son of Owen B. Smith. Chief Engineer of the new Lunenburg Sea Products Ltd. plant. (1964-).

LEWIS H. SMITH

LEWIS H. SMITH — One of the original founders. Employed as book-keeper and Assistant Manager (1899-1915). His three children, all daughters, were not employed in the business.

NATHANIEL SMITH

SON — GEORGE N. SMITH — employed as book-keeper (1901-09), W. C. Smith & Co. Ltd. Resigned and moved to Western Canada. His father, Nathaniel, one of six brothers, was drowned in Lunenburg harbour, 1896, before the firm of W. C. Smith & Co. Ltd., was incorporated. ⚓

W. STANLEY LEE

General Manager of National Sea Products Limited for many years, played a very important part in the early growth of the company. Now deceased.

of Lunenburg, in July 1953.

After the formation of Ocean Fisheries Ltd., a new plant was built at North Sydney, replacing one lost by fire, a branch operation opened at Rose Blanche in Newfoundland, wholesale house in Toronto was rebuilt and modernized, the 40-fathom interests of General Foods, Inc., in Halifax, Nova Scotia, and Rockland, Maine, were acquired, a centralized sales and marketing operation was established in Boston, shrimp operations were acquired in Tampa, Florida, a new cooked fish plant was opened in Lunenburg, and a new modern wholesale house was opened in Montreal in January of this year, to consolidate four separate operations.

The company also expanded into scallop production and acquired plants in Shippegan and Loggieville, New Brunswick; built five new steel trawlers in Holland, three in Lauzon, Quebec, and in Halifax three large steel trawlers for operation from Lunenburg.

The latest and most important expansive venture is the construction of a completely new plant located at Battery Point on Lunenburg Harbor.

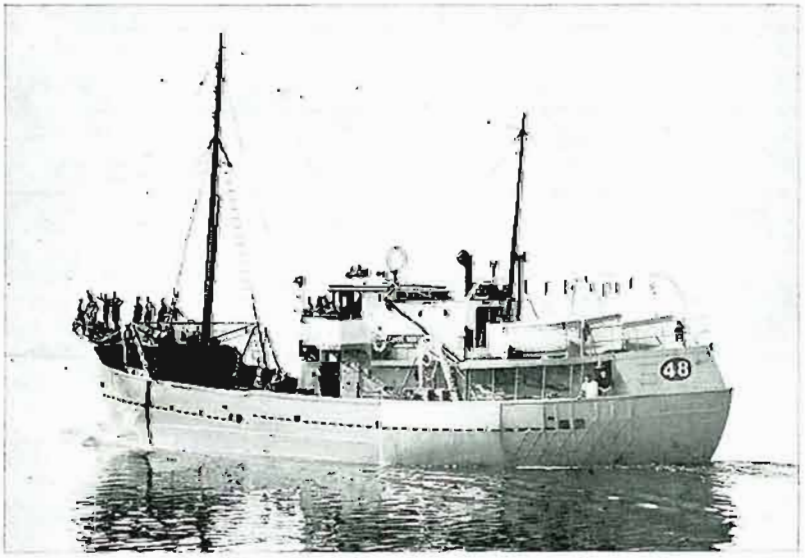
Lunenburg was chosen by the company as the ideal location to expand and modernize its operations due to the excellent facilities and an energetic, devoted work force. The company and the community are proud to boast of having one of the most modern and largest fish plants in the world. The existence of such a huge investment evidences the company's faith in the future and reflects the importance of Lunenburg and its people in the fisheries. It is a tribute to pioneers of the past, the perseverance of the company's management over the years, the forward thinking attitude of the present management, many of whom are descended from the original Smith family, and the importance that seafood is attaining in terms of recognition of its vital need as part of a balanced human diet.

For the first time in some decades, seafood consumption has shown a definite per capita increase in North America. With the advent of modern, mechanized sanitary plants such as Ocean Fisheries Ltd.'s new complex at Lunenburg, and attractively packaged and prepared products, together with more nutritional knowledge concerning seafood products, the company believes that its forward planning will continue to pay dividends not only to its stockholders but to its employees and all the residents of the communities in which it operates its business.

M. M. GARDNER

Accountant, Manager and Director, W. C. Smith & Co. Ltd. (1909-42). Now retired.

"CAPE NORTH" PIONEERS DRAGGING



The success of the "Cape North," built for dragging, led to the extinction of the dory fishing schooners.

Lunenburg Sea Products Ltd., in 1943, contracted to build two Diesel fishing draggers "Cape North" and "Cape LaHave"; both began operations in 1945. These ships were successful and started a change over from line fishing to dragging operations which so revolutionized the industry that to-day fresh fish schooners using dories no longer exist. Other producing centres followed Lunenburg's leadership.

NATIONAL SEA PRODUCTS FISHING FLEET AND SKIPPERS

SEA-SEALD DIVISION TRAWLERS

Name	*Official Number*	*Gross Tonnage*	*BHP*	*O.A. Length*
				(ft.)
Cape Blomidon	314076	353	750	141
Cape Beaver	194423	396	650	153
Cape Brier	194427	396	650	153
Cape Argus	194433	399	650	153
Cape Sambro	195187	399	650	153
Cape Bonnie	194436	399	650	153
Cape Fearless	183416	386	600	151
Cape Smoky	169547	369	650	154

"Cape Blomidon"

Capt. C. Carter
"Cape Blomidon"

Capt. C. Thomsen
"Cape Beaver"

Capt. H. Cluett
"Cape Brier"

Capt. P. Green
"Cape Argus"

Capt. M. Baker
"Cape Sambro"

Capt. N. Barnes
"Cape Bonnie"

← Capt. W. Kearley
"Cape Fearless"

Capt. J. Leights →
"Cape Smoky"

LUNENBURG SEA PRODUCTS DIVISION TRAWLERS

Name	*Official Number*	*Gross Tonnage*	*BHP*	*O.A. Length*
				(ft.)
Cape Hood	318242	362	750	141
Cape Sable	318275	362	750	141
Cape North	175115	246	550	132
Cape LaHave	175120	245	550	132
Cape Scatari	193875	218	600	116
Cape Fourchu	192650	219	600	116
Cape Albert	197565	198	425	106
Cape Anne	No registry yet		750	141
Cape Royal	No registry yet		750	141
Cape Norman	No registry yet		750	141
Conquest	193848	142	400	97

"Cape Hood"

Capt. R. Corkum,
"Cape Sable"

Capt. M. Mitchell
"Cape North"

Capt. E. Conrad
"Cape Scatari"

Capt. B. Forbes
"Cape Anne"

Capt. P. Conrad
"Cape Royal"

← Capt. A. Kelly
"Cape Norman"

Capt. B. Tanner →
"Conquest"

LOUISBOURG DIVISION TRAWLERS

Name	Official Number	Gross Tonnage	BHP	O.A. Length
				(ft.)
Cape Dauphin	318330	282	650	120
Cape Race	320503	288	650	125
Cape Aspy	320507	291	650	125
Cape Mira	320508	291	650	125
Cape Spry	197563	191	425	100
Point Pleasant 11	174903	134	400	103
Fort Louisbourg	193841	168	425	106

"Cape Mira"

Capt. D. Pitcher
"Cape Dauphin"

Capt. O. Vallis
"Cape Race"

Capt. J. Pitcher
"Cape Aspy"

Capt. R. Carter
"Cape Mira"

Capt. G. Vallis
"Cape Spry"

Capt. J. Perry
"Fort Louisbourg"

40-FATHOM DIVISION TRAWLERS, HALIFAX

Name	Official Number	Gross Tonnage	BHP	O.A. Length
				(ft.)
Cape Fortune	318283	361	750	141
Cape Charles	193041	328	650	147
Surge	197562	339	650	147
Calm	189048	329	650	147
Drift	189044	333	650	147

Capt. J. Feaver
"Cape Fortune"

Capt. D. Mitchell
"Cape Charles"

Capt. R. Mitchell
"Surge"

Capt. A. Roberts
"Calm"

Capt. H. Miles
"Drift"

40-FATHOM FISHERIES TRAWLERS, ROCKLAND, ME.

Name	Official Number	Gross Tonnage	BHP	O.A. Length
				(ft.)
Storm	235455	309	750	145
Squall	226432	311	900	145
Surf	235513	309	750	145
Ocean	236797	320	650	147
Wave	238001	315	650	147
Tide	236804	320	650	147
Angie & Florence	229515	58	220	85

Capt. E. O'Toole,
"Storm"

Capt. O. Gislasson,
"Squall"

Capt. E. Sukeforth,
"Surf"

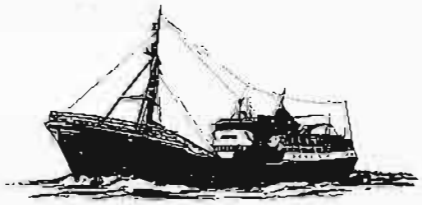
Capt.
G. Gunnlaugsson,
"Ocean"

Capt. R. Whiffen,
"Wave"

Capt. A. Bishop,
"Tide"

CUSTOMERS and FISH are much alike ...only the ones that don't get away COUNT

Make sure you get to keep the customers who come looking for Sea Foods at their instant-frozen, taste-tempting best. Stock NATIONAL SEA'S Premium Brands—"HIGH LINER" . . . "SEA SEALD" . . . "40-FATHOM" . . . "SEA BRAND" . . . to keep them coming 'back for another bite' of the finest, freshly-processed deep-sea fish on the market. NATIONAL SEA'S great fleet of 39 Trawlers and 7 modern shore plants guarantee a steady supply of quality sea fare and satisfied customers, both!



National SEA PRODUCTS LIMITED HEAD OFFICE HALIFAX

THE KINGFISHERS OF CANADA