

and everything else that goes with it, in a Canadian port rather than an American port?—A. Certainly. You are putting as much business over that road as your facilities will allow. You could increase your business in St. John, but you are not going to get the same effectiveness as you would in Portland.

Q. Effectiveness in what way?—A. The spending of money is a matter of the ocean steamers. Of course, in operating our own Canadian steamers, you would not run them from Portland if you could run them from St. John; but if I could run a steamer and get better facilities I would rather run from Portland than St. John.

Q. But we must patriotically look to the building up of our Canadian ports?—A. Oh, decidedly.

Q. Is it not our duty to find out the reasons, and build up the Canadian ports both in summer and winter, rather than encourage the traffic to the American ports?—A. I agree with you.

*By Hon. Mr. Todd:*

Q. If you speak of American ports, Portland is a natural shipping point for all western grain. Let us send it to Montreal; St. John has done two or three times as much steamship business as Portland?—A. That is not in grain. I was specially comparing grain. St. John is doing a good business, and of course we are getting over the difficulties we had twenty years ago. Your rails are better, your facilities for getting in and out of port are considerably better. I remember when there were no lights efficient out of St. John, N.B., and when there were no good lights on the St. Lawrence.

*By Hon. Mr. Webster:*

Q. Would it not be possible for the railways to give a through bill of lading for a parcel of wheat to Winnipeg or Fort William, so that the farmers would know that it would be their identical wheat that would be delivered in Winnipeg, then the railways would take care of that over Canadian railways and Canadian elevators and terminals, and shipping by enlisting lines or the Canadian Merchant Marine, for whatever tonnage was available, would it not be possible to put that identical Canadian wheat right from Winnipeg to Liverpool on a through Bill of lading?—A. The system of through Bills of lading have never been extended to grain shipments. I have never known any grain to be shipped on a through bill of lading; but when we were operating at Quebec and wanted to get grain to Quebec one of my stock arguments was that I would guarantee the identity of the grain from the west as being the same grain, and when they asked me how I could do it, I said, "simply because we have only one shipment going through that elevator, and it cannot be any other." So I got some people in Duluth to ship a large quantity of grain because they knew that it was going down to Quebec and had to go into my steamer because there was no other steamer and no other grain in the elevator. So it was not difficult to guarantee the identity. From the standpoint of importer that was a very important point, because he buys his grain by a sample or by grade, but he wants his grain kept separate from somebody else's grain. If a man buys his grain in Winnipeg instead of Fort William, naturally he would get a local bill of lading. I don't know that he could get a through bill of lading unless he puts the name of the steamer that it is going to; but then he presumes that it is going to be carried to Quebec by rail, and you could put a through bill of lading by the Canadian Government Merchant Marine if you issued to a shipper in Fort William a through bill of lading per C. G. M. M. to its destination. I don't mean as a local shipment only, but the C. G. M. M. can make that through if it is an object for a man in Winnipeg or Fort William to have a through bill of lading. The Canadian Government line steamer will lift that from Quebec to its destination. In that way it will be an advantage to the steamer to have a through bill of lading.