

late to mend." Like many an ancient lie, this, too, has a measure of truth.

Several years ago one of the most successful concerns on this continent asked a business man of Vancouver to find for them a site upon which they could erect, in their line of business, one of the largest plants in the world. They said to him: "We have been successful in business, and we have made a great deal of money, but the difference between us and the most of our competitors has been the element of position. We know pretty well all the 7,000-mile coast line of British Columbia, but we have not yet found a position which suits us." After endeavoring for nearly two years to induce these men to take a site on Burrard Inlet or False Creek or the Upper Fraser, all of which they declined, the project of the Vancouver Harbor and Dock Extension Company, Limited, was started, and these men are on record with the Dominion Government that if this project had been realized it would offer them the one and only position in British Columbia which they would consider, and that if it went forward they were ready to establish one of the largest concerns in the world, —otherwise they would go to San Francisco. The factor which determined this decision was that of position, at the economic, strategic point where their industry could be established at the meeting place of the land and water trails—in other words: within the terminal zone. One of the largest shipping concerns in the world has said the same thing to the projectors of the Vancouver Harbor and Dock Extension Company, Limited. They were ready to sign a contract not merely to make this place their docking terminal, but their Pacific headquarters,