



Canadian Pacific Terminal at West St John

million dollars to prepare for it, the actual beginning of the trade came as a genuine surprise to the vast majority.

The story of how St. John secured the beginning of the trade has already been told in the pages of this Magazine. Much as had been done was only the beginning, and when it came to handling the cargoes that followed each other in rapid succession it was soon discovered that well acquainted as the St. John stevedores were with handling deals, they had much to learn, when the stowing of general cargo was undertaken. But the men to whom was assigned this task were willing and anxious to learn and long before the end of the first season, were well acquainted with what was required of them. There was no scarcity of labor either for the work on the ships or

in the warehouses. The Canadian Pacific railway had a number of trained men in different parts of Canada whose services were called into requisition, and they lent material aid at the beginning.

At the beginning it looked to many as if the sudden increase in employment would be productive of labor difficulties but none came and when the second season was over all parties were willing to enter into a business arrangement, and the good name of the port was not in any way affected by minor disagreements which took place. The laborer soon learned that the new trade was of great advantage to him and was eager for employment. The new order made a vast difference with this class and greatly increased their spending powers, and as the trade grew their numbers also increased. The supply-