



How are you fixed when goods arrive?

DOES your shipping room present a scene of noisy, bustling disorder? Are you compelled to clog or temporarily paralyse the running of your business by shorthanding your various departments in order to accommodate fresh shipments as they arrive? Or, is it possible for one or two men to take hold and expeditiously, economically and safely—without waste of time or energy—dispose of the goods systematically and in proper arrangement. Your answer depends upon whether or not you use

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In point of utility, convenience and economical efficiency, your Otis-Fensom Elevator bears the same indispensable relation to modern business as the telephone, typewriter and electric light. It makes for decidedly improved business conditions. It saves labor—it saves time—it saves calling clerks, salesmen or other employees from their regular duties in the store or office. It enables you to keep your ground floor clean and inviting, and to use all of the ground floor space for salesmanship and display. It does away with expensive hand labor and substitutes mechanical facilities that keep pace with the increasing demands of your business.

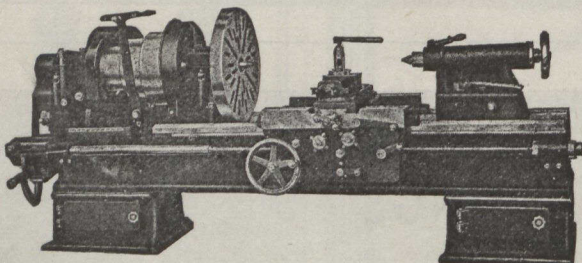
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DRINK

St. Leon Water

THE WATER OF HEALTH

George Washington Stephens

(Concluded from page 6.)

our imports have increased in a much bigger ratio than our exports. Omitting all matters of trade preference; not bothering with an analysis of the home market expanding at a much greater ratio than the unfavourable balance of trade between exports and imports; merely taking into account the one huge fundamental factor in the future port of Montreal—he spoke of the grain.

"Which our captains call low class of freight," he said. "Since ships from Atlantic ports take it out at low rates for ballast. But so far as Canada is concerned, grain is basic. It must come out by at most three or four Canadian routes. What doesn't get out still reacts on Montreal in the enlargement of the home market and the increase of consumption of manufactured goods."

For the time being he was out on the plains, where internal and terminal elevators were just beginning to disgorge for the June rush down to tidewater; where granaries were still glutted; where farmers were still threshing. He pointed to the pyramids—the elevators; the Grand Trunk over a million bushels capacity; Montreal Harbour No. 1 a trifle bigger; No. 2, when it gets its storage annex completed this fall, bigger than both put together; the beginning of a new skyline in front of Notre Dame towers and old Bonsecours. Here was nearly five million bushels storage capacity; not including the elevators afloat that transfer grain from lake shipping to ocean liner direct. Here was the symbol of the fact that a year's wheat shipping from the port of Montreal has sometimes come very close to 50,000,000 bushels.

One of the Major's speeches given in Winnipeg a few years ago contained the basis of all that has happened since in this grand opera of wheat getting to the sea. He said:

"When we speak of the grain areas of Western Canada we mean: Manitoba, containing 27,000,000 acres; Saskatchewan and Alberta 144,000,000 acres; or a total area suitable for cultivation of wheat of 171,000,000 acres. Out of the 171,000,000 acres, in the year 1900 only two and a half million acres were under cultivation. In 1906 this had grown to six millions. In the year 1900 the yield was 33½ millions. In 1906 the yield was 100 millions.

"This grain was taken care of in 1900 in 533 elevators distributed at convenient points west of Lake Superior, with a combined capacity of 18,000,000 bushels. In 1906 the number had increased to 1,200 elevators with a capacity of 50,000,000 bushels.

"The wheat acreage increased in five years from 2½ to 6 million acres. The wheat grown from 33½ to 100 million bushels, and the mileage from 3,300 to 5,600 miles."

Crops since 1906 will be more or less intimately remembered; not forgetting that the total Western acreage under wheat this year is figured at 12,000,000 acres; the yield of which three trans-continental roads will haul, mainly to Montreal. The St. Lawrence route from upper lake ports to Montreal is shorter than the United States water route to New York by 110 miles; with 242 miles less of slow-speed canal navigation; which means 40 hours less time in the water-haulage for the all-Canadian route.

In 1909 the Major said:

"Yet the American railways carry through Buffalo the business that ought to go through the Canadian canals, because no adequate terminal facilities have been supplied in Canada to take care of this business.

Now he was able to say—that the wheat which used to sneak out via Buffalo, the Erie Canal and United States railroads to New York and Portland is beginning to go through Montreal. There is now a thirty-foot channel accommodating vessels of 15,000 tons; a channel 450 miles wide to Quebec, with double that width at the crooks; a hope of a speedy five feet more in depth; a channel lighting system unrivalled in the world; a vast saving of time when ships may travel all night instead of lying to till daybreak; a system of twenty-five miles of dock railway track-

age operated under a toll system by the Commissioners on behalf of the three railways; fourteen double-storeyed steel sheds; a perfect system of conveyors for grain and storage for goods; fourteen ocean berths or more—with linear extensions now under way; a storage area of up around two million square feet; a working capacity of not far from 200,000 tons a week; alongside every shed two railway tracks; lighterage reduced to a minimum and transshipment to a science; about thirty per cent. of the total tonnage handled direct between car, shed and ships—with an estimated economy of about fifty per cent. in cost.

"Oh," he said, mopping the place where his spectacles had been, "we're starting to catch up with the railroads. In fact, I don't know but what it's getting up to them to make a move—when you figure that week in and week out for twenty-four hours a day the average efficiency of a freight car in Canada is less than a mile and a half an hour. Congestion at terminals is the main trouble from our point of view."

"And you have eliminated congestion?"

"We occupy as yet about seven miles of a possible thirty-two on both sides of the river; and we own the land to a depth determinable by high-water mark."

"But you have one serious handicap."

"You mean the short season; seven months in a year against twelve in New York? Well, we shall probably increase that. The ice problem has never been grappled with. But wait—till Prof. Barnes devises a scheme to get rid of early ice at the Point above Quebec. It's just possible that keeping clear there will add a month to our season. The more business we do the more difference that will make. Yes, Barnes knows more about the dynamics of ice, so far as we are concerned, than any of the Pole men.

"But you must go over the harbour."

The docks motor-car was down at the door. We shot over the wharf rails, past lines of box cars, in among the stevedores and the cement-mixers, down the long lanes of a shed with a concrete floor; out and into a five-ton electric hoist that had just discharged a dray-load of three tons and a heavy team; up to the second deck and down the alleys of inbound freight—just for a sample of how the Commissioners get over the Port on the land side.

We got out near a walled-up cargo of oranges and lemons, and stood to watch the operations on wheat pyramid No. 2; everywhere traffic, transshipment and construction going on together without a hitch.

"But the B. N. A. clause is playing hob with the kind of shipping that used to manoeuvre a great part of the grain traffic here," said my informant.

"What's the B. N. A. clause?"

"It operates in marine policies since 1900 to exclude all but regular liners from trading at Canadian ports without an extra premium. That's the second handicap to a short season. Tramp steamers never come here now. We miss them; now more than ever. They're the handiest thing out except the harbour tugs. Regular liners don't dote on grain. Tramp steamers do. It's time the B. N. A. clause was cut out. The whole scheme of insurance on this route needs remodelling. The Government and the Commission have done their part to make Montreal one of the best equipped ports in the world, and the St. Lawrence route as safe as a mill pond. It's time the insurance people woke up."

In a few minutes we were into a launch, out past the seventy-ton floating crane, across to the Commissioners' palace tug for lunch; steaming down the harbour past the castles of wheat and the towers of Notre Dame behind them, down to the drydock basin that by mid-August will be ready to slip in the 25,000-ton floating-dock coming across from Vickers and Maxim.

From the big dredge and the concrete mixer west to the mouth of the Lachine Canal—five miles of Montreal harbour. Ten years from now—what?

Almost any land lubber could get a vision of it.

When ten years ago—the Port of Montreal was a mediaeval joke.