

management; I was a partner in the firm in 1895. At that time the existing lines from Canada were the Allan Line, the Dominion Line, the Thompson Line, and one or two other small companies.

Hon. Mr. CASGRAIN: The Refords?

Mr. HARLINGS: The Thompson Line is Refords. Those lines operated at that time steamers carrying about 4,000 tons. They had a very limited grain capacity, and principally took general cargo. The steamers that we intended to bring out were much larger—6,000 to 8,000 and 10,000-ton boats. It was consequently necessary that we should get a larger amount of deadweight cargo, and I had to go into the market immediately on my arrival here to find out how much grain was available for shipment from Montreal.

Hon. Mr. NICHOLLS: What year was that in?

Mr. HARLING: 1895. Naturally there was strong opposition at that time to the new line coming into Montreal, on the ground that there was not sufficient room for any more services out of Canada. My reply to the objection at the time that we came here was, "If we cannot load those steamers in Montreal, then the steamers will not come to Canada again; they will be withdrawn." In 1896 we loaded 42 steamers with full cargoes; those steamers were from 4,000 to 6,000 tons. In 1897 we loaded 60 odd steamers in the St. Lawrence, and in 1898 we loaded over 80 steamers with full cargoes. In the meantime those steamers were increased from 4,000 to 8,000-ton boats. All those vessels were loaded with full cargoes, and my competitors were also able to get full cargoes for their steamers, consequently I have always maintained that I never did any harm to the transportation business in Canada by bringing out additional tonnage.

Hon. Mr. CASGRAIN: How much returned, coming west?

Mr. HARLING: Coming west we got our share.

Hon. Mr. CASGRAIN: Would it be a quarter of your load or a third of your load?

Mr. HARLING: I don't think the average would be more than 25 per cent. These steamers were loaded from English ports back to Montreal direct, and by the end of the third year, we had developed a prosperous business, and had increased that trade 100 per cent.

Hon. Mr. WEBSTER: Tonnage will always be available where there is a cargo or grain for shipment?

Mr. HARLING: Wherever there is a demand there are far more steamers than there is cargo available for them at almost any time.

Hon. Mr. WEBSTER: Sufficient shipments being available at ports, your view is that tonnage is possible to take care of it, and would be very glad to get the cargo?

Mr. HARLING: So long as there is the current rate of freight obtainable. From 1895, when I came out to Canada, naturally I had to travel east and west, north and south, in order to obtain those cargoes. The cargoes had not emanated from Montreal. There are certain shippers in Montreal, but you will find your shippers all over the United States and Canada. In order to obtain your traffic you require to go to Toronto and Hamilton and Winnipeg. In fact I never used to go to Winnipeg, but I went to Chicago and Milwaukee and Minneapolis, and I made it a rule every year to go out to those places and find out exactly what my competitors were doing through other ports—that was really the basis of my business—and what rates I could get via Montreal.

Hon. Mr. THOMPSON: Was that a general grain trade?

Mr. HARLING: Grain trade generally, but live cattle, lumber, cheese, butter—everything that Canada exported. The grain trade at that time was the basis because, naturally, the boat being large, I had to carry from a third to a half of grain. If