

A CASE FOR THE MARITIMES

(Continued from Page 4)

miles, St. John is 481 miles and Halifax is 841 miles. These figures and the transportation difficulties they create for the more distant ports are shown by the figures of grain exports during the winter of 1923-24 of Canadian grain.

From Portland	11,369,841 bus.
From other U. S. ports	65,673,619 bus.
From St. John	15,261,011 bus.
From Halifax	241,464 bus.

While during the season of navigation 1923 out of a total of about 120,000,000 bushels, Montreal shipped 33,000,000 of American grain. Note again that this grain is international in its ownership and routing. Canadian wheat came from the head of the Lakes to Buffalo, in an American vessel, and thence to Montreal. Another lot owned by a New York house came in a Canadian vessel all the way to Montreal, whence they both were shipped to Europe. Competition exists at every step, American, Canadian and Europeans competing for the business. Regular lines and ramps for the ocean freights, Canadian and American vessels for the lake freights. The Erie canal routes and the St. Lawrence river boats for the traffic from Buffalo to the seaboard. We have an "out" in the rail distance to our winter ports. We have a further difficulty in the fact that this business is a seasonal one. We have a third difficulty in that it is carried on in a part of the year unfavorable for railway traffic.

It is many years since the first elevators were built in Halifax and St. John. Very low rates have been given to try and get this trade moving—but with so small a degree of success that the shipment of Canadian grain from the Maritimes is still an object from which our people clamor. On the other hand, while Vancouver had for some years an elevator through which but little grain passed, adjustment of rates has turned the tide, and Vancouver has risen to be one of the most important ports almost overnight. In 1921 the grain shipped from that port was seven million bushels, in 1923 over fifty millions. So prodigious an increase as this was proof that it gave real and valuable access to a new trade route. The history of grain shipments from our Maritime ports is, we regret, very different.

Are we to capitalize whatever good will the rest of Canada may have for us in an effort to get subsidies for the increasing of this trade? We think that this is not the best way to utilize that good will. The same help would do more in other ways which we will point out. This subsidizing would also have certain serious objections. It is enough to name two of them. One is that if there was an element of compulsion it would give rise to international complications. As has been pointed out all Canadian grown grain is not owned by Canadians, and citizens of a foreign country would be justified in resenting such interference. It is the shipper, not the carrier, who determines the route.

The other is that the people of Canada through their representatives deliberately bought a railway having its terminals in the U. S. at Chicago and Portland, although it passes through Canada from the borders of Michigan to those of Maine. It would be gravely hurting the earning powers of our property to hamper its use of the terminals it was designed to use. But we propose as an alternative, to stimulate by preferences trade to our own ports of goods used in Canada or made here—for example with the West Indies. To urge the establishment of such good connection with British Columbia by the canal and with other Dominions that there would be no inducement to use as at present New York for so much of this traffic. To build up production of goods which will claim an exportable value. Such trades are vastly more valuable to a port than grain. We have had prepared by an expert the relative cost of discharging a cargo of package freight and loading a cargo of grain at St. John, the steamer being the same:

INWARDS—	
6500 tons general cargo at \$1.00 per ton, discharged	\$6500.00
Watching and checking, at 30c.	1950.00
	\$8450.00
OUTWARDS—	
243,000 bus. heavy grain lining, shifting board, etc.	\$1800.00
Trimming	520.00
Elevator charges, etc., 5c.	325.00
	\$2645.00

Three grain cargoes do not leave the money in the port left by one cargo of package freight. We agree with Mr. H. J. Logan, that Halifax and St. John must say, "As yet, we've got no bananas, and we require them."

There does not seem any possibility of escaping the discussion of rail and express rates when dealing with the problems of the Maritimes. We are inclined to believe that these problems are peculiarly our own.

Looking over the Dominion press disabuses us of this view. The difficulties and complaints are Dominion-wide. The alleged injustices to the West are set forth in a recent issue of *Saturday Night*. A later issue of the *Globe* contains a long editorial dealing with the Crow's Nest rates and the complexities of the situation revealed by their reapplication in a situation radically different from that in which they were first established. We in the East have our own inequalities for which we cannot see the justification. Some examples may be of interest to our readers.

The rate on apples from Vernon to Winnipeg, 1176 miles, \$1.13 per 100 lbs., from Toronto to Winnipeg, 1232 miles, the rate is 55 cents.

The rate by express from Okanagan to Calgary, 350 miles, is \$4.00, and from Grimsby to Montreal, 395 miles, the rate is 95 cts

Again, for about equal distances the Niagara fruit grower ships by express to Halifax at a carload rate of \$1.50 per 100 lbs., while the Okanagan grower pays \$2.40 to Winnipeg.

One reads this, and is inclined to say, "Alas, poor West," but we can equal at home these burdensome discriminations.

The Westerner complains of discrimination of a freight rate of 55c. for a distance of 1232 miles. What would he say to a rate of 53c. for 307 miles—which is the rate from Kentville to Sydney—almost the same cost for a haul of four times the mileage?

Again, Halifax is 1236 miles from Grimsby, a central point in the Niagara fruit belt. The rate by express is \$1.50 per 100 lbs.; while the buyer in Sydney pays \$1.65 to bring 100 lbs. of tomatoes from Hantsport, about 250 miles, and \$1.50 to bring fruit from Sackville, N.B., a distance of 311 miles. This is a mileage rate four times as great in the one case as in the other.

The Post is interested in newsprint. Its natural source of supply is the new mill at Bathurst, 470 miles from Sydney. The rate per 100 lbs. is 33 1/2 cents per 100 miles, while from Hull, a distance of 1120 miles, the rate is 18 1/2 cents per hundred miles.

We hesitate to make comment on these extraordinary discrepancies in the cost of services which are not markedly dissimilar except geographically. We cannot take the position that railway officials are vampires, sucking the life blood of the communities they profess to serve. The meanest intelligence among them must be seized of the fact that the prosperity of the people served by it must make for the prosperity of a railway. On the other hand, duty to their road incites them to get the highest earnings they can, without checking the volume of business.

We are inclined to believe that this check on rates has been ill-observed by them. Personal observation and the talk one hears leads to the opinion that the cost of living is enhanced and thus the purchasing power of people reduced to the hurt of their railways, and, more directly, traffic is curtailed by high rates for transportation; for example, 85c. to carry to Sydney a box of tomatoes weighing 50 pounds—a box which costs fifty cents at Hantsport and raising and packing the tomatoes. The box is carried 250 miles at the rate of \$32.00 a ton, or \$12.80 a hundred miles. Grotesquely disproportionate to the same railway's rate of \$30.00 per ton from Grimsby to Halifax, a distance of 1236 miles, or \$2.50 per 100 miles.

We know there are many phases of the problem of rate-making, seasonal competition, and the advantages of volume. Even giving what weight a layman can to such considerations, it still appears that the rate-makers of our railways are victims of what a psychiatrist would call the "long haul complex."

The railways of the United States were pioneers in the development of traffic by hauling cheaply such traffic as grain, lumber and ore. But train loads of primary commodities are not the only traffic. They handed over to the Express Companies their highest class of traffic. The express companies were parasites on the railways, and plunderers of the public. They are now in Canada component parts of the railways, but their evil origin still taints their procedure. We hazard the prediction that a manager of genius will turn up, who will not think it is good railway practice to carry their highest class passenger traffic on the same train with goods; who will give the greatest conveniences to the traffic which brings in most money; who will not have "Queen Anne" terminals and Mary Ann tracks; who will think that Europe is cultivating local business by favorable rates and quick dispatch is wise.

But while we are waiting for him, we may point out that our shippers have a recourse. They can bring their cases, and some of them seem hard, to the Board of Railway Commissioners, when they have exhausted these powers, there is still left to them the creation of public opinion which will make an imperative demand on the Government to give the Commission any power they may now lack, necessary to ensure justice being done both East and West. This public opinion will not be found, until the public feels that every effort has been made by those immediately concerned.

We devote this article to certain evidences confirmatory of our position with regard to the value of quality in our fisheries, how publicity and enterprise can overcome obstacles, and the dangers that important trade now runs.

First of all there is ground for believing that our fisheries may find themselves in a position greatly improved from anything which seemed possible a twelvemonth ago.

Quality which is the gift of nature made this spring, Inverness mackerel worth \$37.50 a barrel in New York. The two best brands below ours, American and Norwegian, brought only \$30.00. With such a difference, all we need wish for our Inverness fishermen is good catches this fall and improved harbors so that more and larger boats can engage in the industry. The price and the volume of business promises to be satisfactory. What is true of our West Coast is true of our East and of Louisburg. Cod shows the same buoyancy in price. It is selling for \$9.50 to \$10.00 a quintal now. Last year it was bringing \$7. Herring is bringing \$9.50 instead of about half as much last year.

The trade is readjusting itself. Quality is telling in spite of hostile tariff legislation. Last year family after family was leaving Arichat and its vicinity on account of poor prices for fish. They will be coming back. The good fishing on our coasts is bound to tell. Like any staple commodity fish is bound to be affected by world conditions, and in the case of Canada especially by conditions and tariffs in the United States. We can give one example where, we are assured, enterprise and courage at the worst of the depression offset its ill effects. The National Fish Company was faced with the loss of a very considerable trade in the United States through the Fordney tariff. They did not take "lying down." They started in to find other markets to replace that which there was every prospect of their losing. They advertised. They made their product attractive. They created new outlets, and the result was that they gained in new business at home THREE TIMES the business they were threatened with losing; and they did not lose it all.

The danger one important branch of our fisheries now runs is the depletion of our lobster grounds. The fishermen know it, and are rightly alarmed, for the trade is an important one. The Atlantic and the Pacific coasts of Canada exported last year \$6,000,000 worth of cod. The Maritime Provinces alone exported lobsters to an equal amount. Yet we all would say offhand that cod was the most important of our fishing industries.

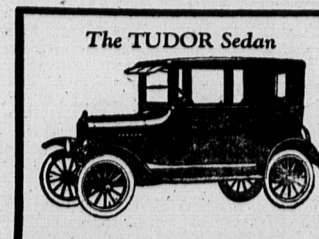
Ill-advised extensions of the season, and illegal fishing have reduced pitifully a source of industry which should be profitable, or our lobsters are the best, and under proper care the industry should be permanent. Even the sought-for benefit has been illusory. Of late years we understand every extension has shown a lessened catch the next year. How serious the falling off has been is shown in these figures:

Catch in cwt.	1911-12	1923
Guysboro	21,058	9730
Halifax	21,364	5396
Cape Breton Island	49,250	30,998

This reduction is not local. Shelburne fell from 48,225 cwt. to 15,192 cwt. This is a matter that those interested in building up the Maritimes should concern themselves with.

We of this generation have a right to a toll on the products of earth and sea. We have no right to rob future generations. The fisheries should continue, for the wealth they bring, the hardy type of men they train, the prestige they bring to Canada by their excellence. The last is indirect but it is very real.

We have a warning in the case of our oysters. Twenty or thirty years ago, certain bays in P. E. Island and in the adjacent shores of New Brunswick produced oysters unsurpassed in quality. They were abundant as well as unique in the whole of America for flavor. There should have been a permanent source of income and of prestige, for care and wise administration has made the oyster beds of England, France and Cape Cod permanent. Our beds, equal to any of them, were overfished, were poached, were neglected, and in two score years we wasted what



Making Service Certain

Winter driving seems to demand a hardier breed of car than the mellow journeys of summer and autumn. Country roads are heavy and city streets are slippery but the lure of the open on a crisp, crackling, brilliant winter day is irresistible and so—out you go.

And if it is a Ford that carries you comfortably along the frozen roads, you can go without a worry. Should some minor adjustment or replacement become necessary you know that there is a Ford service station at the very first place you come to; that you will get quick, courteous service there at little cost; that the interruption in your journey will be but a matter of minutes.

And when the major service operations become necessary as they do with every car, the Ford owner again enjoys the distinct advantage of having quick low-priced authorized service immediately at his command.



CARS TRUCKS - TRACTORS



would have increased in value for generations. Surely we are not going to do the same foolish thing with our lobsters.

While the readers of these letters have been patient, it seems timely to bring the series to a close. The constructive proposal contained in them is the formation of the Industrial Survey, by a group, self-constituted or appointed say by the Maritime Board of Trade, not in our opinion by any Government. The aims of such an organization or its subsidiaries are: One, the building up of our existing local industries, by patronage and publicity. A patronage based on the excellence of their product, otherwise both the good will of fellow citizens and publicity is wasted.

In July one of our esteemed contemporaries had a special number. The advertisements of enterprises carried on in these provinces were a surprise to many, because our producers continue with the methods of an earlier generation, instead of a modern one, which aims to create demand for a specific commodity among the public, instead of depending on the good will of the trader.

"The Tobacco With a Heart" created a demand which enabled the manufacturer to make his own terms, and build up an enormous business. Even with this advantage, they find it well to advertise freely. So much the more will people who are expanding their trade.

Two.—The establishing of new ones.

Three.—Making special use of the high quality many of our products have.

Four.—Keeping our people at home by giving at home scope for their energies and inventiveness.

Five.—Restoring our geographical birthright which we have allowed to be taken away, and so promoting immigration of the highest class.

Six.—Transportation adjustments, in rates where they are unequal. This is not a matter for vain clamour. It should mean a well considered laying of our cases before the Railway Board. Routes are important. We want profitable trade through Canadian ports. We want the Panama Canal used to the maximum. We want the trade with Newfoundland developed. We want grades on important lines so corrected that no longer it will be that the more business the road gets the poorer it is. We want these things not as doles or concessions to grumbling, but as readjustments which will make the railways more profitable, will stimulate business, encourage immigration and repatriation and be justified by the same standards as a private business would set up in dealing with similar problems.

Seven.—We want all Canada to be seized of the fact that the Maritimes have their full share of successes; that compared with the adjacent New England States our population has increased more than double that of the States, our field crops have increased four times and the States three times. Our manufactures increased six times and those of the States three times in the twenty years reviewed.

Eight.—We want to develop a spirit which will keep at home the vast amounts which have gone out of the country in profitless speculations.

The above series is a recapitulation of some of the objects, as we see the field, to the achievement of which a united people in the Maritimes should put forth their best efforts. Two heresies must be extirpated. One, that party politics is the most important element in our life. It is an important element, but if there be any truth in the view that our economic condition needs improvement, that improvement demands the first place. The other is that prosperity comes from operation, not from construction of any enterprise. In construction there is in ordinary places expansion, men and materials are brought in. If the works are large there is usual speculation in real estate. The work being finished, the inward traffic ceases the strangers go away and contraction follows, with its depression which only passes away when the operation of the new plant is successful and the place builds up on an enduring, not a temporary foundation.

We believe that Nova Scotia and New Brunswick possess many solid advantages. P. E. Island illustrates that it understands its capabilities and is using them well. These advantages are solid, for they are not seen through the glamour of the new and the imperfectly known. There are enough instances of success to justify this statement, in new business, in older ones which compete with others in Central Canada, and compete successfully. But what has been done is but a tithe of what may be done, if the right men lead and their fellows help them, united in doing things, not in asking some one else to do them.

J. S. McL.

A holiday-maker was highly amused at a signboard which read: "This farm for sale." Always ready for a little pleasantry, he asked the farmer's wife when the farm was to sail. She stared at him for a few moments, and then answered: "Just as soon as the man comes along who can raise the wind."

A HELPING HAND

He—"Then it is settled we are to elope at midnight!"
She—"Yes, darling!"
He—"And are you sure you can get your trunk packed in time?"
She—"Oh, yes! papa and mamma have both promised to help me."

CH'TOWN GARAGE
BATTERY and CAR REPAIR DEPT
C. B. McEwen, Prop.
 164 PRINCE STREET

We are now in a position to handle any amount of car repair work and will devote special and expert attention to battery charging, repairing and winter storage.

We have an up-to-date, completely equipped shop, including an acetylene welding plant and our men are thoroughly experienced and masters in their line.

We are local distributors for—
HART BATTERIES

WHAT ABOUT YOUR BATTERY?
PHONE McEWEN 590