

PIONEER OF PUGET SOUND SHIPPING SEES WORLD PORTS DEVELOP HERE

Forty-Four Years Ago Alexander Baillie, Youth From Clydebank, Predicted Seattle, Tacoma Growth

By BETTY STEWART
When Alexander Baillie first came to this Puget Sound country Seattle was known to seagoing men simply as a little settlement near Port Townsend. All cargo was carried in clipper ships but Seattle never saw them. She could offer them no place to anchor.

Forty-four years ago that was, and Alexander Baillie had left Scotland with his twentieth birthday yet to come. The memory of Glasgow and Liverpool's long docks was fresh in his mind.

"There will be docks like that here some day," he said, looking at forests that grew to the sea and the log huts of fur-capped pioneers.

And to his employers, the great British shipping firm of Balfour, Guthrie & Co., he wrote, "I think I'll stay."

Today he has the contented smile of a man whose dreams have come true. From his offices in Seattle and Tacoma he looks out over long docks and harbors ruffled in the wake of great ships.

His confidence has won him a fortune and his faith in the future is unbounded.

"I regard Seattle as the most important American port of the North Pacific," said Mr. Baillie, emphatically. "And it will continue to be. There is no need to fear Vancouver or Tacoma or Portland. They will never be Seattle's competitors."

Internationally Minded

"You ask me what can be done to speed Seattle's growth as a world port? First, I should say that we must become internationally minded. Seattle is closer to the rest of the world today than she has ever been before. We should study the wants of other countries—particularly the Orient."

"I can remember when a famous American statesman said we should ignore foreign countries. People listened to him then but I don't believe they would now. We have learned we can't get along without the rest of the world."

Mr. Baillie looked at the figures presented by former Superior Judge Austin Griffith in The Times last Sunday, showing that Seattle's silk imports had decreased 45,626 bales between 1925 and 1929, while Vancouver's had increased 24,168.

"Those figures don't mean anything," he said. "That silk was just passing through. No one gets any benefit from a shipment like that except stevedores and the railroads."

"What we want is stuff to be distributed from Seattle. Whether it is manufactured here or at the port



ALEXANDER BAILLIE

of shipment it is of actual benefit to the city.

"An outstanding example is sugar from the Philippines. The sugar traffic is increasing all the time and Se-

attle should handle a large part of it—of course, she does, already. That doesn't call for building sugar refineries here, either. I suspect the product will always be refined cheap-

Veteran of Balfour, Guthrie & Co., Helps to Make Dream of Vast Commerce True; Greater Gains Due

er in Manila because of the low price of labor. But the distribution will bring Seattle a pretty penny.

"It is a little bit different with hemp, which is another important industry to cultivate. Making hemp rope calls for intricate machinery and a higher class of labor. That can be taken care of better in Seattle than in Manila."

"Copra and copra products form another industry that can do us a lot of good. San Francisco has a little bit the edge there because there is quite a lot of San Francisco capital in the Philippine oil mills. Copra, you know, is the white meat inside coconut. It is used for oil and the refuse is made into cattle feed, called 'copra cake.'"

"Why there have never been any mills for extracting the oil from copra established in Seattle I can't understand. Seattle capitalists who want to increase our copra trade could further their interests by following San Francisco's example and investing in Philippine oil mills."

Simple Way of Expression

Occasionally when talking with Mr. Baillie one's mind strays from what he is saying to how he is saying it. His American citizenship papers did not rid him of a charming Scotch burr, and now and again he will lean his chin heavily on his two fists and let his pleasant blue eyes become intensely serious. When he laughs he laughs heartily, throwing back his head and tipping backward in his swivel chair.

Although he is a man of world-wide influence and assuredly one of the great shipping powers in this country, he has a simple way of expressing himself.

Two months ago he retired from active business as resident partner of Balfour, Guthrie & Co., but he reports almost daily to one or the other of his offices and is still acting in an advisory capacity. His leisure he spends golfing, fishing or at his home on Gravelly Lake, near Tacoma. He was a resident of Seattle for fourteen years and has, at various times, made his home in San Francisco.

Veteran of the Coast

It's nonsense for Pacific Northwest cities to be jealous of San Francisco," he said. "I don't mean any slight on Seattle, but San Francisco has been a city since 1849. They had contact with the Orient before Seattle had a country store. Those connections can't be overridden. Then, too, San Francisco has great wealth. Their bank deposits are over-two-billion dollars."

As far as any steamship lines "favoring" San Francisco, that is all posh and tosh, according to Mr. Baillie. Shipping isn't a matter of sentiment, he pointed out. Whenever a shipping line is going to make 50 cents by giving Seattle more service they'll do it before you can say Jack Robinson.

And the same material principle may be applied to American manufacturers who ship over Canadian lines. Business is first with Americans, just like anyone else. They are not going to pay a high price for their patriotism.

Pocketbook Is First

"People pull for their home town until it pulls something out of their pocket," he said.

"It is well to remember that every ship that comes into Vancouver for wheat comes in ballast. Seattle wants to develop commerce both ways—full cargo coming in and full cargo going out. Of course, the Port of Vancouver can offer speed. Besides the fastest ships on the Pacific she has a tie-up between rail and water over the Canadian Pacific Railway. Speed is important these days."

Without a single shadow in the offing, Mr. Baillie sees a glorious future for Seattle as a world port. Present facilities, he says, are A-1 and the city is full of business men who are "up on their toes."

"Seattle's development as a port has been one of the marvels of this country," he said glowingly. "Nothing can hold it back. A port doesn't need to seek commerce. Commerce seeks the port when the need arises. All we have to do is be ready."

HOME LOAN FIGHT OVER LIQUIDATION OPENS TOMORROW

Association Directors Prepared to Resist Appointment of Receiver; Harry C. Johnson Is Opposed

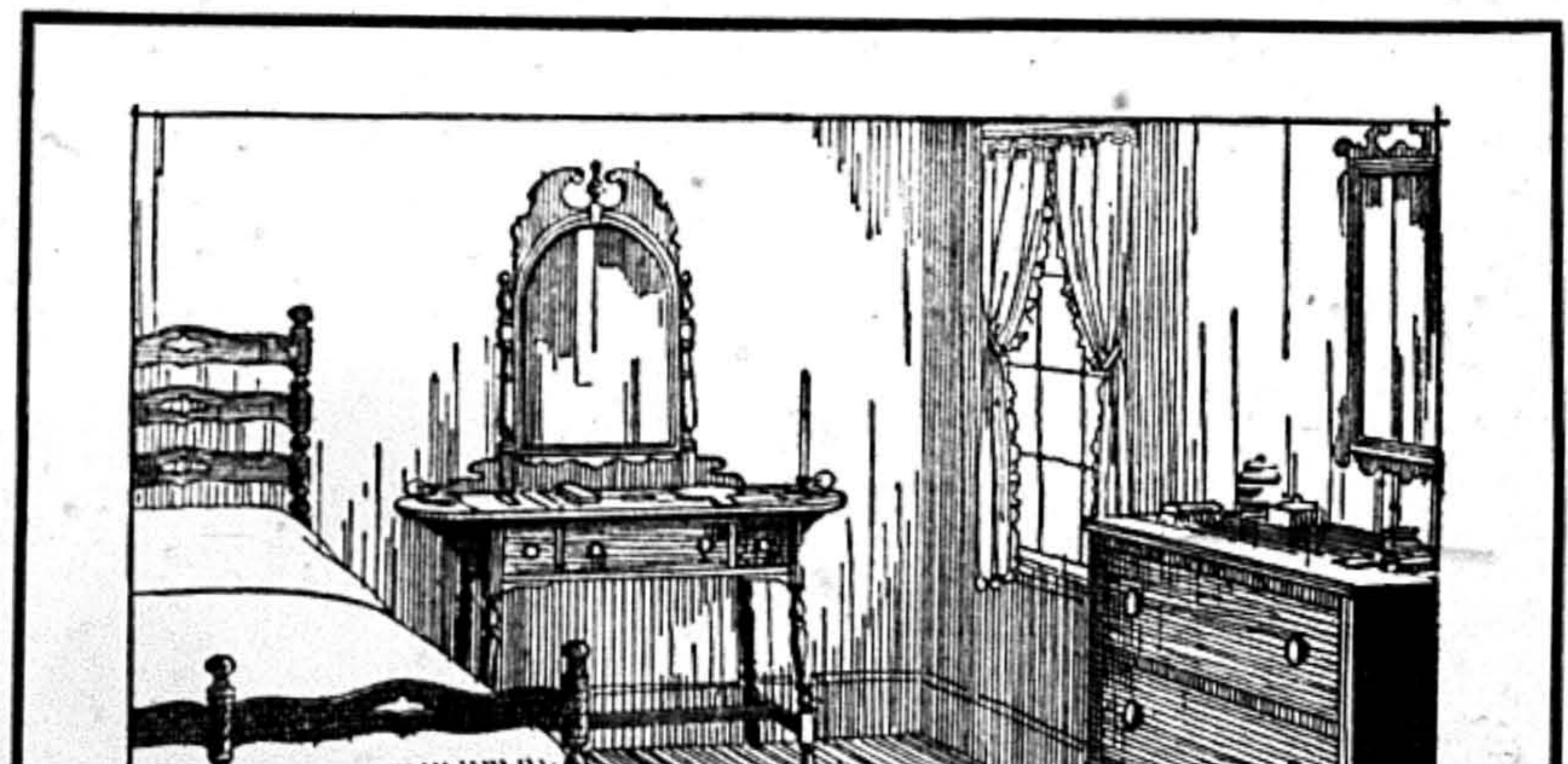
Prepared to resist the appointment of a receiver and particularly, if such is ordered, the naming of State Director of Efficiency Harry C. Johnson as such, the seven directors chosen by the shareholders of the Home Savings and Loan Association are scheduled to carry their fight for voluntary liquidation before Superior Judge Calvin S. Hall tomorrow.

William F. Eckart and L. Greenbaum, association shareholders, brought a receivership action on September 22. In a separate proceeding last week, Attorney General John H. Dunbar petitioned that the institution be declared insolvent and that Johnson be appointed receiver in accordance with the statute governing insolvent savings and loan associations.

Director Johnson Opposed

Frank Pettit, chairman, and his six associates on the shareholders' board of directors, seek to avoid an expensive and long-drawn receivership by winding up the association's affairs through voluntary liquidation. If a receivership has to come, however, they vigorously oppose Director Johnson on a number of grounds set forth in a cross-complaint, filed last Tuesday to the Eckert-Greenbaum action.

Among other things the directors assert Johnson and his subordinate, John W. Allen, supervisor of savings and loan associations, knew of shortages in the institution's funds many months before they closed its doors last July; that the defalcation of Ahira E. Pierce, its executive officer was apparent on the books; that Johnson permitted payment of dividends in excess of the association's income; that Supervisor Allen appropriated for his own use intoxicat-



Stewart, Betty. "Pioneer of Puget Sound Shipping Sees World Ports Develop Here". Seattle Sunday Times October 18, 1931.

New G. O. P. Club

