



On The Waterfront

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Lake Superior remained unsettled following several days of strong winds. Waves pounded and cascaded along the formidable north shore while endless rows of breakers pushed and pulled stacks of driftwood along the sand beaches of the south shore. The gray dawn sky lightened slowly, revealing promise of a tolerable day on the lake for this time of year. The month of May can be rather unpredictable, trying to be spring while not ready to let go of winter. Ploughing across Lake Superior that morning were two ocean vessels vying for first ship of the year honors. A friendly rivalry had taken shape the day before as the captains led their vessels northwest out of Whitefish Bay and set course toward Duluth.

That same morning Jerry Grandmaison slipped on his jacket and headed out the door to start his car. He had to meet one of these boats at a grain elevator down on the waterfront. A nonstop stream of mental notes kept running through his mind as he turned the engine over. He'd never met a boat before so he couldn't be expected to know everything. After all, it was only his third day on the job.

Jerry had recently hired on with the Duluth shipping agency S. A. McLennan & Company. His official title was "ship runner."

It didn't sound too glamorous for the young man but Jerry was optimistic and thought the job had promise. It was Jerry's responsibility to meet the boats, handle the paperwork and be the waterfront man for owner Stuart McLennan. As he turned onto Garfield Avenue Jerry instinctively gazed toward the lake, half expecting to see the boat on the horizon. A strong gust of wind shook the car as it rumbled over the tracks. A number of people were already gathering at Duluth's Peavey Elevator when Jerry arrived. Jerry stepped onto the dock apron, relieved to see the smiling face of his neighbor Andy Anderson, the elevator superintendent for Peavey. It was looking like rain. Of all days for it to rain thought Jerry. Maybe it would hold off. Jerry told himself not to worry about all the details today. Just go with it. Stuart would be there to help him out too.



In the pre-Seaway era, only small saltwater ships could navigate the 260-foot St. Lawrence locks. This is Norwegian MAKEFJELL. C. Patrick Labadie photo

Stuart McLennan had been employed on and off as a vessel agent since the late 1930s. He knew the ins and outs of working the lake boats. At the end of World War Two Stuart worked for Gordon Noyes, a Duluth based vessel agent. Noyes' agency handled the

affairs for several large Canadian and American fleets operating on the Great Lakes. Canada Steamship Lines, Bethlehem Steel, and Wilson Marine Transit were among the prestigious accounts. Noyes was comfortable with the business as he knew it, but when the talk of the lakes turned to the opening of the St. Lawrence Seaway System in the late 1950s Noyes wasn't interested. McLennan, like many others, saw it differently and heralded the coming of the ocean boats via the Seaway as a great thing for shipping on the lakes. Unwilling to let his vision go by the wayside Stuart seized his opportunity and bought the business from Gordon Noyes.



A young Gerry Grandmaison is pictured in 1970 photo.

Richard Bibby photo

On the first day of April, 1959 the S. A. McLennan Company opened its doors in Duluth's Board of Trade building. McLennan's sister Madeline worked as his secretary in what would become a strong family oriented business. Stuart focused his energy on the new salt water trade that was headed toward Duluth-Superior. He waited as long as he could before hiring his first non family employee, a recent college grad named Jerry Grandmaison, scheduling him to begin just three days before the first salt water ship was due in. There are a lot of gambles to take when starting your own business and in that first week of May Stuart McLennan was about to find out if two of them were going to pay off.

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Moving in tandem across Lake Superior the captains of the two respective vessels worked with their bridge crews to prepare for their arrival in Duluth. The ships slowly began to run out of room as Duluth's Aerial Lift Bridge loomed in the distance at the end of the lake. With an air of British exactness Captain Joseph Meade of the

motor vessel RAMON de LARRINAGA relinquished the navigational control of his vessel to the mandatory lake pilot. It was time to check down and take a final bearing for the passage through the narrow canal. Captain Meade looked astern at the Liberian vessel HERALD following in their wake. Perhaps they would meet again on their way back down the lakes.



RAMON de LARRINAGA was greeted by thousands as she slipped under the Duluth Aerial Bridge, May 3, 1959.

Basgen Photo, LSMMA collection

At 1:15 that afternoon the RAMON de LARRINAGA became the first salt water vessel to transit the newly opened St. Lawrence Seaway system and arrive at the port of Duluth. With thousands of well wishers cheering and a cacophony of boat whistles and automobile horns blaring welcome Captain Meade's vessel eased between the piers to complete a dream for many and to begin the dream for others.

Awaiting the arrival of the McLennan Company's first ocean vessel was ship runner Jerry Grandmaison. "The dock was filled with people." Jerry recalled the scene that day at the Peavey elevator as the tugs brought the vessel up to the dock. "They had the mayor and all the Seaway Port Authority representatives. They had the grain

people there. They had the representatives from the State of Minnesota." There were so many dignitaries and representatives it was hard to know who was who after a while. Perhaps the easiest to identify was an Indian chief from Wisconsin dressed in full tribal regalia.

Jerry recalled an anxious moment just prior to the boat making the dock that he had long forgotten. "The unfortunate thing, it could have been unfortunate, was when the ship came in it had two tugs on it but there was a marine leg on the Peavey elevator as I recall and when the ship was moving into the dock it got a little bit catawampus. The bow almost hit the marine leg to knock it down. Fortunately the tugs corrected that, but there was a lot of sweaty brows on that one. It was close." In the excitement generated by the crowd of official greeters the incident was quickly dismissed once the de LARRINAGA was secured to the dock. The celebration was on in earnest.



Tugs ease LARRINAGA towards Peavey dock; marine leg looms above spectators.
Basgen Photo, LSMMA collection

The arrival of the RAMON de LARRINAGA and the HERALD five minutes later on May 4th would go down as one of the most significant events in Duluth-Superior's maritime heritage. For Jerry the party would be a memorable one for his first ship. "The official party went up the gangway and the captain was very receptive and very hospitable. Everybody of course presented him with the various gifts and plaques that the captain of the first ship receives. He came back I think four or five times that season. He was the ideal captain to have for the first ship," recalled Jerry. "Being British there was no communication problem and of course he had the dining room all decked with entrees and wonderful food so everybody enjoyed that."

Captain Meade cordially welcomed all of the visitors aboard his vessel. "You know," he jokingly admitted, "I didn't even know the names of the Great Lakes until a few days ago!" Mayor E. Clifford Mork presented the captain with a key to the city in hopes that he, and the rest of the world, would always remember the city named Duluth.

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Jerry soon found that the big celebration which accompanied the arrival of the RAMON de LARRINAGA was going to be one of those once in a lifetime moments. After the vessel was loaded and gone the remainder of that first shipping season would be tremendously busy and the learning curve wouldn't be without its share of frustration. "Well it was really a lot of just trial and error," admitted Jerry. "There were no classes that could take to really give some kind of idea of what was going to happen." Jerry relied upon his previous overseas military experience in Yokohama Harbor to help understand some of the standards and terminology associated with the maritime industry. "I dealt with salt water shipping a little bit when I was in Yokohama so I knew some of the nomenclature of the ship and this sort of thing but as far as the paperwork on board, we just learned this as we went."

Making sure that the vessel was cleared to load was the fore-

most job of the ship runner. This meant bringing numerous documents from the vessel captain to the customs house, keeping Jerry on an endless string of errands. "There are different documents you have to fill out on salt water ships that don't have to be completed for Great Lakes ships. One of them is a statement of facts, which is an itinerary of what the ship does every day, every hour," explained Jerry. "We keep the owner advised on a daily basis what a ship is doing, when it might get out, projecting costs if the ship loads on overtime to let the owner decide whether he wants to load or not. Another document we prepared in the early days of the Seaway was a lay time statement. This document represented the accountability of the vessel's time in port according to the charter party terms and conditions. These things are presented to the owner all the time, keeping him fully informed of his ship and what they're doing."

While Jerry and Stuart adjusted to the new paperwork they found themselves in the midst of constantly solving logistical problems for loading the wide variety of vessels that called on the port that season. It was a challenge that the young ship runner would often find exasperating. Instead of becoming discouraged by all the unusual circumstances Jerry found the challenges invigorating and worked all the harder to solve whatever came before him. "We had a lot of ships in here," Jerry remembered of the 1959 season. "We didn't have bulk carriers so much. A lot of them were tankers or 'tween deck vessels." Loading 'tween deck vessels meant working between large amounts of rigging, around cargo cranes, cabins and bulkheads, slowing any effort to load the vessels efficiently. Loading the tankers presented completely different challenges. "You had to drill holes into some areas to get to certain parts of the ship and they had to be cleaned from the oil and that was a big problem," recalled Jerry. "Some of the other ships, of course they were smaller ships in those days from what we see today, carried like eight to ten, eleven thousand tons. That was about all. Of course in the early days, in '59, we had a restricted draft of 21' 3", so if you got eight thousand to nine thousand tons on board that was about it."

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The pace for loading a ship in the early days of the Seaway was far slower than it is today. The unusual deck and hatch configurations of the salt water vessels certainly contributed to the slow loading, but these were not the only factors that delayed loading in those early days. The elevators themselves were often another cause for delay. The grain loading spouts weren't mounted high enough on the elevator walls to match the ocean boats' higher deck profile. This caused the grain to move slower which increased loading time. In addition, few of the elevator slips had been dredged to a level deep enough to even begin to accommodate the full draft of the salt water vessels. Having enough water to load to draft was always a consideration and could sometimes be critical if the vessel had to finish at an elevator with an un-dredged slip. It would usually take an average of five or six days to load a vessel in the early days of the Seaway system.

Resolving the various problems took time and often led to long days for the rookie ship runner. Forty years later Jerry still clearly remembered the pace of the early years. "I called in periodically and then went to the next ship, so a lot of time I'd be twelve, fourteen hours on the waterfront without a break." As the vessel agent's representative it was Jerry's goal to make his way on to every vessel in port on a daily basis to make sure things were running smoothly. In the early sixties it was not unusual for McLennan to have three to five ships in port at one time, all season long. "I used to start like six in the morning," said Jerry. "I go down on the docks and board all these ships, and every time I went on board there was a problem. So instead of spending one or two hours there, I'd be there much longer..." Jerry learned to listen to the captains and mates and found ways to help them deal with whatever problems they presented. "...A lot of times the captains were saying this is an unsafe berth because they couldn't get their cargo on board. They were on the bottom sometimes, so they're writing letters, holding people responsible. It was interesting to listen to them because these were all new problems to me. So each one we had to sit down

and kind of resolve them as best we could."

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Stuart McLennan was Grandmaison's mentor and boss for years.

Richard Bibby photo

After a couple of seasons as ship runner Jerry was moved up to the office to become more involved in the administrative side of the business. Stuart McLennan's gamble on the Seaway had paid off, as had his gamble on Jerry Grandmaison. The experience Jerry had earned those first hard years proved to Stuart that his instincts were right. It was time now to groom Jerry for bigger things. Instead of talking exclusively to captains, Jerry would now begin to deal more directly with ship owners, with grain companies and brokerage houses.

An average stay in port for a salt water vessel may be only three to five days, but it's a process that begins several months in advance with the booking of the cargo and concludes with the loading and shipment. It can often be a very complicated transaction involving several parties in multiple locations. "Every grain ship that comes in here has a contract between the ship owner and a charterer, or the person shipping the grain," Jerry tried to explain. "It's a contract between these two, a grain company and the ship owner. The actual booking of that ship is done through a broker, generally in London..."

The contract, worked out between the owner and the charterer, is called a "charter party." It spells out all the details for the vessel, including the appointment of the vessel's agent at each port of call. When an ocean vessel arrives in port it is inspected by all the repre-

sentative parties such as Customs, the USDA or the National Cargo Bureau. The agent then collects the various inspection certificates and prepares a notice of readiness that has to be presented to the charterer's agent before the vessel can begin to load. As a ship runner it was Jerry's job to assure that the vessel was not delayed in any way which would cost the owner money. "In '59 that was the most important thing I had to do as a ship runner was to get these certificates and run them up to the office, get the notice of readiness and present it to the charter's representative," explained Jerry. Providing this service in a timely manner became a source of pride for Jerry and Stuart. "I must say in all the years that we worked as a ship owner's representative we never missed a time," said Jerry. "So we were lucky."

Bringing a ship into the port, loading it and sending it back out again looks relatively easy to the causal observer and only causes notice when something goes wrong. Once a cargo is booked and the ship arrives in port everything is in play at once. The agent is dealing simultaneously with many local organizations explained Jerry. It can sometimes be a real juggling act. Each party, whether they're

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580-foot Danish tanker ASIA was largest saltie to visit Twin Ports when she called here in 1959.
Corp of Engineers photo

needs and it's the agent's job to assure that nothing gets in the way

of handling the vessel as efficiently as possible. Turning a vessel around in port requires coordination with at least a half dozen state, federal and local agencies as well as local dock operators. "We have a ship owner, a charterer, customs, immigration, the USDA, the National Cargo Bureau, the grain inspectors," and the responsibilities don't just stop with the various agencies cautioned Jerry. Any situation that arises on the vessel while it is in port falls under the care of the agent. "We're dealing with the captain. If somebody from the crew gets drunk down the street, or something personnel, the police call us. If they find drugs on a ship they'll pick up the crew members and fine the captain, but it comes back to us," explained Jerry. "It's up to us to do the correspondence, to write the captain or get a deposition from the captain. All these things. Anything that happens on a vessel comes back to the agent."

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The move to the office also meant a broadening of responsibilities for Jerry. While he continued to work with the salt water trade, Jerry became more involved with the lakes business. The lakers were the traditional client for pre-Seaway vessel agents like McLennan. One of the valuable services that McLennan provided for his lake customers was vessel dispatching. Any delay in loading or unloading could cost a ship owner thousands of dollars per day so the ship operators relied upon McLennan to provide them with a continual flow of information. Anything that could upset a vessel's schedule was constantly monitored. Weather and ice conditions, dock information or delays with other vessels were taken into account in coordinating the movement of ships for companies headquartered from Cleveland to Montreal. "I took over all the dispatching, had these big dispatch sheets that I operated both the salt water and the lake vessels and so I kept track of all that. All the movement up and down the lakes for the lake vessels," said Jerry.

In turn the agent also needed the same amount of information from the steamship company. Jerry explained the critical nature of the communication between the agent and the customer, salt water

or lake based. "We follow the vessel up through the lakes, and in the case of lake boats how much tonnage the vessel is going to load," explained Jerry in reference to the dock operators. "For his part the ship owner also needs to know if everything will be in place when their ship arrives," elaborated Jerry. "We also have to project how long the vessel will be at the dock, if it will have to wait for ore, will the train arrive, will there be any breakdowns. We keep checking. We're a facilitator to make sure the cargo is there when the ship arrives."

For Jerry there was only one true way to be a vessel dispatcher. "I could only do this through due diligence." Working with the loading docks and the mines, Jerry explained. "I kept checking everything, working with the ship owner in the lakes trade on the other end and looking at his problems for unloading the cargo so if there's a delay up here it may affect him on the other end...working both ends all the time to avoid delays."

Working the salt water vessels expediently became a priority for all parties involved and as a result the port, as well as the Seaway, were forced to grow up fast to remain competitive in the international grain market. Over the next ten years the problems faced by the port in its inaugural season were worked out. The slips were dredged to Seaway draft. The spouts on elevators were raised or loading galleries were installed. The paperwork with immigration and customs were more clearly delineated, and everyone gained a tremendous amount of seasoned experience. The decade of the sixties was everything the port of Duluth hoped it would be.

Changes in technology by the end of the sixties began to accelerate the pace of everyone's job. One of the most critical links between a vessel agent and his client is good communication. Technical improvements or changes in this area were universally welcomed. "I think our office had the first telex machine in Duluth in the shipping business," remembered Jerry. "That was amazing because everything before that was Western Union." Jerry laughed when he described how Western Union worked. "We had a little machine in our office with a roller on it and when we had a message the thing turned on and burned the message into this little paper on

this roller!"

The grain industry itself also began to change. In Jerry's opinion one of the biggest improvement was the development of the bulk carrier. "I think the first bulk carrier we had was a Swedish vessel by the name of Motor Vessel BETTY. It was brand new." It surprised everyone recalled Jerry. "Everybody was amazed how fast it loaded." It would take a number of years before vessels like the BETTY would become commonplace in the industry. Jerry attributed the world wide growth of the grain industry in the seventies as the catalyst that forced changes like the development of bulk carriers. "I think the grain trade was increasing overseas...the demand was up and I think to meet that demand they kept building newer and better ships equipped just for this trade."



Greek AGIOS NIKOLAOS was among dozens of old American-built Victory ships in early Seaway fleet.

Earl Johnson photo: LSMMAcollection

In particular, the sale of large amounts of grain to the Russians during the seventies brought renewed attention to the international

grain market. In the Twin Ports these outbound cargoes to the Soviet Union garnered a high profile as traditional economic and political barriers were beginning to break down. Through a contact in Montreal the S. A. McLennan Company became the Russian vessel agent for shipping grain from Duluth. Jerry recalled the difficulty in dealing with the Russian bureaucracy on the grain movement. "They had strict rules on how they wanted their ships to load and about working overtime and so on. They gave us instructions on that," remembered Jerry. Working through their agent in Montreal the Russians would hire ships, referred to as a third flagged country, to



Greek motorship LINDOS lies at Seaway Port Terminal in 1970 view.
Duluth News-Tribune photo: LSMMAcollection

haul the grain. The international grain business was fairly new to the Russians at this time, and partly because of this they were unusually inflexible in their contractual procedures. "We'd tell the Montreal office that if they'd load their ship tonight on overtime they'd save one day's time on the vessel. That would cost say eight hundred dollars to finish the ship," reasoned Jerry, "but they'd save a whole day on that ship, about \$5,000! But they would never acknowledge the fact, because we had instructions - No Overtime - even though economically it would save money."



CHRISTINE was one of several sister bulk carriers built for the Seaway trade by French UIM Line. She opened the 1971 international shipping season in Duluth.
Basgen Photo: LSMMA collection

On one occasion Jerry remembered having to try to deal directly with the Russians instead of going through the Montreal agent. "We went to Russia on the telex," recalled Jerry, "I told them what the situation was, they could save this amount of money. We did this two, three, four, five times. Never got a reply. This one time, maybe it was the sixth, seventh time we tried we said, 'Well, they're never going to reply so we have to follow their written instructions.' Well, geez, all of a sudden the telex machine went on. I said, 'Hey, we got a reply!' Well, all they said was, 'Please repeat your mes-

sage, it came in garbled. Sorry to inconvenience you.' That was it! God I laughed. So that was the Russians."

The movement of Russian grain through the port was good business for everyone, but it quickly came to a halt when President Carter imposed a trade embargo on the Russians. The trade dropped from a high of fifty-four bottoms in one season to none the next. "The Russians found other avenues to get their grain so they never really came back in the lakes," Jerry sadly recalled. "So that was the end of it, which was too bad because it brought in a lot of money to Duluth-Superior."

The troubles brought on by the economic embargo of the Soviet Union were not the only problems grain merchants and shipping agents in the seventies faced in the harbor. A series of strikes by local grain millers crippled the port and forced more cargoes to the Gulf or onto the coasts. The longest strike, in 1979, shut down the movement of grain in the Twin Ports for nearly a month. As an agent there was nothing McLennan could do except wait it out. For one anxious ship captain thousands of miles from home the strike became an excruciating wait. "We had all these ships out in Lake Superior and a little Greek captain came in our office every day," remembered Jerry. "The name of the ship was the CAROLYN P. He couldn't speak very good English but he'd come in the office and he'd stand there and say 'Anything new?' 'No, nothing new,' and he'd turn around and walk out the door like a little puppy with his tail between his legs." Jerry laughed thinking back on this. "He did this for about twenty-five days." By the time the strike was settled, the owner of the CAROLYN P went bankrupt. While the grain trade has leveled off in recent years it has never regained the momentum seen during the seventies.

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Taking care of other people's business is in essence the role of a vessel agent. It's a very simple concept but sometimes a difficult one to explain, as Jerry discovered early on when his kindergarten son asked him what he did for a living. "Being a clever father, of

course I said, 'Tell you what, next time when the teacher asks you what a vessel agent does - you see Lake Superior out there? See the boats that go up and down?'" Jerry's son nodded his head up and down. "Next time just tell them your dad handles all the boats that go up and down Lake Superior." Believing he had been successful in explaining his job to his young son Jerry soon forgot about the conversation. It wouldn't take too long for him to get his memory back. "About two months later I got a call in the office," explained Jerry. "It's my wife Mary - she can't find Michael and two of his little buddies. They're gone." Jerry quickly went home and joined in the search. Their worst fears were relieved a short time later when a call came in from the police. "Well, we picked up three little boys down at Leaf Erickson Park," the desk sergeant told him. Jerry recalled asking if the boys told them what they were doing in the park when they found them. The desk sergeant said they had, but he was a little baffled by their answer. "He says, 'I don't know. . . one of the little boys is mumbling something about going down to the lake to see his daddy's boats!'" That would be the last time Jerry tried that explanation.

A vessel agent brings no hard goods to the table, no products to sell, only service and facilitation. While they don't look like much, they are an essential commodity to an owner or merchant and the trust placed in an agent is unquestioned. It was to this end that Stuart McLennan focused his business. "One of our most important aspects of our business is to maintain excellent customer relations," stressed Jerry. "Whatever means we had to take we did it and I think over the years that has paid off with the relationships we've developed in business through other people. That has been a very positive aspect of our business. Stuart was a very honest and a very hard working individual. His word was his bond and that's the way it is if you want to stay in this business. You have to be a man of your word."

Early in their career Stuart and Jerry were to find out that not everyone followed the same business practices they aspired to. In one particular instance it led to some tense moments for the young company and ended with a few laughs to boot. Jerry recalled how



Sixteen big grain ships await cargoes in May 1978 view.
Duluth News-Tribune photo: LSMMA collection

the episode began. "We had a ship owner coming up here in the early days of the Seaway. He called to say he had this ship coming up to Duluth to load a grain cargo. Stuart told him, 'Now when you come up we're going to need two thousand dollars for port expenses,' and he said, 'No problem. I'll be sure and send it.'" The next few days passed with the boat steadily on course for Duluth but the check still hadn't arrived. The situation for McLennan was beginning to get tense. "We didn't have any kind of money, big pots, so Stuart was concerned about that. The ship arrived on Monday and we still didn't have the money. Then we called New York and the owner all of a sudden wasn't available." Not knowing how to handle the situation, McLennan followed through on his part of the deal and began to load the ship. "We started loading the ship Monday and Tuesday and Wednesday. We kept calling. Finally on Thursday we got the owner in New York and asked 'Where's the money? You know, we need the money.'" Jerry remembered being put off one more time by the ship's owner. At least this excuse had some believability and a small amount of promise. "He said, 'Don't worry about it. I'm flying in tomorrow. I'll bring the money with me.' We said, 'Oh, okay.'

Now we're trusting, you know, right?" says Jerry. "So sure enough the next afternoon he comes into the office and said, 'Now Scotty,' he called Stuart Scotty, 'Scotty, how much money you need?' 'Two thousand dollars,' answered Stuart. 'Okay,' replied the owner. So he sat down and wrote out a check. Two thousand. 'Is that enough Scotty?' asks the owner. 'Yeah that's enough, that's fine,' answered Stuart, " that's all we asked for."

Satisfied that everything had been resolved after the owner and his ship left town, Stuart hit the ceiling several days later when the check bounced. "Now Stuart's mad. So he called up New York. He said to the guy in New York who answered 'I want to talk to the owner,' and the guy said 'Oh, I'm sorry sir. The owner was in an automobile accident. He's in the hospital and can't be reached.'"

McLennan was stunned. He wasn't expecting this response. Jerry and Stuart were now seriously wondering whether they'd ever get their money from this guy. "Stuart, he's just pale you know. He's sitting over there and I'm over here, he's just pale. So then a little while later we got the bills of lading in from the grain company. As

an agent we have to sign the bills of lading for the ship owner, and of course once we sign and give them back to the charterer, the shipper, we're done." With their backs against the wall Jerry realized that they still had one good shot at getting their money. "I mean, as long as we got the bills of lading we were okay, but once they're gone we're in trouble." It was time to get even, explained Jerry. He was ready when the ship owner's clerk called for the paperwork. "So this guy from New York called. I

answered the phone and he said 'Did you receive the bills of lading yet?' I said 'Yes sir,' and he said 'Are they signed?' I said 'No sir. Only Mr. McLennan is authorized to sign the bills of lading.' He said



Grandmaison's long-time partner is wife, Mary, who like Jerry, also served on the Association board.

Richard Bibby photo

'Can I talk to him?' and I said 'No sir. Only Mr. McLennan is authorized to sign the bills of lading.' He said 'Can I talk to him?' and I said 'No sir, Mr. McLennan was just in an automobile accident. He's in the hospital, and he can't be reached.' I thought Stuart was going to fall off his chair," laughed Jerry. McLennan eventually reached a settlement with the help of the grain company but learned a valuable lesson in the process.

It would be all of the good relationships that Jerry developed over the course of forty years in the business that would make his decision to retire a difficult one. Working at and developing these relationships required patience and time and more often than not just a little bit of diplomacy. Jerry recalled his dealings with the various grain elevators, particularly as a young ship runner. "When I first started some superintendents controlled their own little roost," remembered Jerry, "and what they said was God. In fact maybe a lot of them thought they were God. I had to get my point across what I was trying to accomplish," cautioned Jerry, "but not to a point where I was going to offend their authority." Jerry earned the respect and admiration of both his customers and peers that would last long beyond his days on the waterfront. Many people had come and gone in the industry but the friendships remained.



Grandmaison's 94-year old mother joined in the festivities at 1998 retirement.

Grandmaison Studio Photo

Learning to be diplomatic around someone's ambitions was never a problem Jerry had to deal with while working for Stuart McLennan. "He was very good to work for," recalled Jerry of his employment with McLennan. It was an admiration and respect that both men shared. "We worked together well. I thought the world of him and I guess he thought the world of me. I've enjoyed working with the McLennans...its been a great experience for me. It really has."

Upon his retirement in March 1998 a large number of friends and family gathered to honor Jerry at a party hosted by Mark McLennan, the son of Stuart and president of the S. A. McLennan Company. Among those present was

Jerry's 94 year old mother who had been a proud witness to her son's long and successful career.