## One-Man Welding Operation Becomes Thriving Industry

drums on a part-time basis to ON HIS OWN a company with current sales of over \$1,000,000 a year. And the end is not in sight.

His first job after World War II was in the instrument department of the B.A. Oil Clarkson refinery, and when the company needed a lathe operator Males.m McDonald obligingly became a journeyman machin-

Later in his B.A. career a need these contracts are still impor- his organization not only reach- wide. This is one of the largest for welders developed and Mac tant to the business. McDonald again came up with want to make welding my life's

## CHOOSES WELDING

Three months later however alized it or not he was off on the depots. the first leg of an amazing FORMS SECOND FIRM

his own. He bought a 200 amp. total in 1960 and 1961.

Toronto pipeline. with B.A. Oil, Ford and other \$1,000,000 SALES

his support although he told his sales in each of its first four cent to \$1,000,000 in two years. foreman at the time "I don't years and by 1954 it had men Sales in 1964 were even better asks. And answers the question working on jobs all over Ont- and for this year another gain with "duct work, exhaust sysario and Quebec. Some of the is expected. jobs were piping work at gaso- Much of the secret appears to bulk bins, industrial trucks", he had a pipe welder's card in soon the firm was erecting operations. McDonald started and erect any kind of structurhis pocket and whether he re- warehouse - office buildings at fabricating and erecting small al steel, weld practically any

oil drums and the company separate people well qualified is building 7,000 feet of railing

the Horatio Alger heroes look yard as a starter. Soon there proved a happy forethought be- Fort Erie and Buffalo, and like sissies in their travels from were 800 leaky drums in the cause during a slump F or d not long ago installed about "rags to riches" happened right | yard and McDonald Welding | cancelled all outside contractors | half the pressure piping for an here in Oakville to Malcolm was off the ground when it and this hurt the McDonald underground steam distribution McDonald who created and now hired its first employee. The enterprise. Akela was rapidly system in downtown Toronto. heads the McDonald Welding latter repaired the drums while expanding meanwhile, building Much of this work requires Company, 235 Speers Road. | Mac McDonald bought a 180 gas stations, small warehouses the highest skill of welders and

Welding combining their skills Although Mac McDonald credits and business building talents much of his success to "luck", It was a layoff that finally sales hit about \$400,000 in 1959 there are skills and good judgsent McDonald out entirely on and levelled off around that ment evident in the rise of this

ing contracts, his first being in sales were not and Mac Mc- ation. the Toronto terminal of the Donald, typically enough, decid-British-American Oil's Montreal- ed to double the business in 3 HE LOOKS AHEAD years, rather than push slowly Business got steadily better, ahead against the cost bite.

His versatility is amazing, ing the firm on the jump, and off, for Malcolm McDonald and quarter-inch plate, twelve feet ed the goal but far surpassed in the area for custom work McDonald Welding doubled its it with sales up about 250 per he says.

line bulk distribution depots and lie in the decision to diversify and he adds, "we can supply and medium bridges. He got thing in the shop or on location the 1964 contract for fabricat- and as for piping we handle all business success.

Since this work required spewith borrowed equipment he cial skills, McDonald made one built by the Ontario government, and oil piping." took on the part-time job of of his smartest moves, forming amounting to nearly 25,000 feet repairing B.A. Oil's 45-gallon Akela Ltd., a new company with of railing. Currently the firm The firm is Canadian agent for

A success story that makes | dumped 30 of them in his back | to do construction work. This | for the Peace Bridge between

In less than 15 years he built amp. AC welder and started on business of repairing oil other repair jobs.

| AC welder and started on business of repairing oil other repair jobs. | With Akela and McDonald Quality must be the bigheat. one-man backyard welding ven-Lincoln welder and started land- But expenses were rising if ture that captures the imagin-

Mac McDonald always looks ahead. Recently he added to the Oakville plant a 12-foot "press Oakville area industries keep- Drive and enthusiasm paid break' used to bend or break

> "What else can we do?" he tems, breeching, stacks, hoppers,

Expansion continues in 1965. O. L. Johnson trolley-track but is also negotiating with at least three U.S. firms to manufacture their products in Can-

"If it is in the realm of the possible we can do it," says Mac McDonald, and he means economically and well.



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## Industrial Land Prices Range From \$4,200 Acre

and industrial public services variety of sites available, the section. newcomers.

Oakville "land bank" was in what are called industrial roads processes have gone ahead with 1963 when ten new industries where excellent sites are avail- this in mind. For example, all began new construction or com- able to firms which have no industrial areas in the southern menced operations in new plant interest in the advertising ex- part of Oakville area, or can be facilities, while expansion in 13 posure given by highway sites. serviced by sanitary sewers, waothers ate up more space. Last Such sites, according to the ter, electricity, and natural year there was an even more Oakville Industrial Development gas. All roads are built to town marked trend toward industri- Department usually parallel the specifications for industrial roads all growth as more than 20 com- main lines of the two railways of the type which has proven panies extended their plants and are zoned for heavy indus- most satisfactory. and about half a dozen new- try where rail sidings can be Going even further, when an comers came in to occupy provided. hitherto unused land.

struction projects as the Shell between \$4,200 and \$8,000 an such services to accommodate refinery and the \$10,000,000 acre and what is of prime the industry in those areas not Ford expansion, plus the sub- importance it is fully serviced. yet serviced but within the zone sequent \$25,000,000 truck div- Oakville planners and town of planned development.

ring and shipping, with some of

in mind for flavorful, fragile

made earlier in the highly spec-

ialized treatment of freeze-dried

These featherweight, natural-

appearing, dehydrated foods

with immunity to temperature

changes and return to natural

water, have been shipped for

use by travellers in the Himala-

yas, Arctic trappers and DEW

sonnel and ordinary campers.

When the firm located in

Oakville two years ago in a uti-

litarian building on Speers

Rd. the mainspring of its ma-

chinery was Dr. Smithies, then

and processing (which he still

is) who has since assumed the

presidency and reports with

some, gratification that com-

mercial sales of the company's

Serve" are mounting and that

the advances made in 1965 in

research, production and sales

are now being consolidated for

Dr. Smithies gained world

fame before starting his

Oakville venture, as a pioneer

scientist with the Food Unit

cal Laboratory in Ottawa. The

government researchers follow-

ed him to Oakville with forma-

tion of Canada Freeze-Dry

ed a National Research Coun-

Foods. The company was award-

the moment.

products trade - marked "Quick

SALES GOING UP

foods.

and perishable nourishment.

It is this type of land that for essential services are known, Apart from such huge con- incoming industry can acquire the town can plan and install

Freeze Dried Food Firm

Active In Research Here

From fruits in the family cil grant for further exploratory storage at room temperature for

breakfast cereal package to work in the field of food for up to one year, yet retains freshuse in normal conditions and ness, and these, Dr. Smithies under extreme temperature varpoints out, are "all food" with-

cheese in an igloo far north of lations such as those found in out water waste or unusable

the Arctic Circle, is a long the Arctic and the tropics. | parts. Here in Oakville foods

stretch of culinary imagination, The Oakville location of the being processed through the

but nothing is really impossible firm was an obvious one since freeze-dry method include fresh

with food in the space age. it was convenient to sources of fruit and vegetables, raw and

Smithies, president of the Oak- Peninsula and the Golden Horse- cottage cheese, lobster and crab

Dry Foods Ltd., 579 Speers Rd., farms where fresh products can A 10,000-pound freezer at 0-10

to research and develop new reach the plant on short hauls degrees below zero receives the

In the second year of opera- | company's operations, and be- | quire washing and dicing before |

tion in Oakville the Speers cause in the freeze-drying pro- the freezing process. From

Rd. plant, research laboratory cess only the water is removed, cold storage products are load-

and science research centre, leaving a lightweight product, ed on aluminum trays with

whatever it might be called, easily shipped in compact form airspace between the stacked

iginal bulk and nutrition.

ville firm of Canada Freeze- shoe fruit, vegetable and poultry meat.

the most impossible conditions PRESERVING FOOD

And it's the job of Dr. Walter supply of fruit from the Niagara cooked meats, eggs, egg yolks,

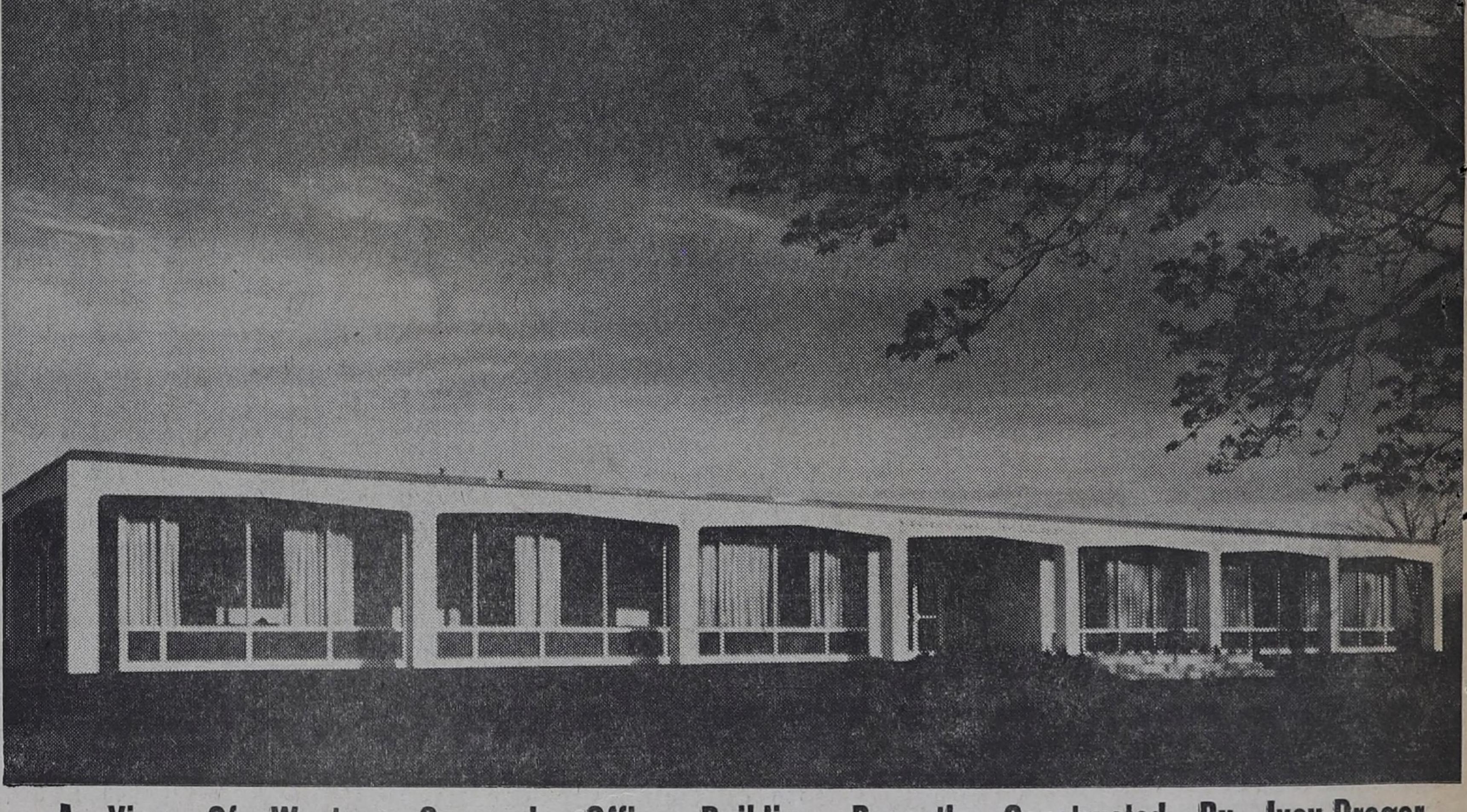
Oakville has more than 6,500 | ision project, the use of Oak- authorities have shown foresight acres of land available ville industrial land is a steady too in catering to small induszoned for industry at prices but unspectacular process as a tries needing not more than from \$4,200 an acre to prestige rule, taking time to make its two acres for their plants. The locations in excess of \$10,000 an cumulative effect felt on the town has purchased a block of economic life of Oakville. 22 acres which it plans to sub-The land is about six times Yet there is nothing to pre- divide into an industrial strip the area already occupied by vent an overnight surprise an- with servicing completed withexisting industrial operations nouncement similar to the fam- in another year. Additional light but the ratio could conceivably ous Ford sale, thatanother huge thange over the next few years area of Oakville has "gone inted and available in the town as industrial growth continues dustrial." There is a wide including the central business

are expanded to accommodate most enticing being the prest- Since most industries have ige locations in the \$10,000 an their specific manufacturing An example of the steady withdrawal process from the Calville "land hank" was in

industry's exact specifications

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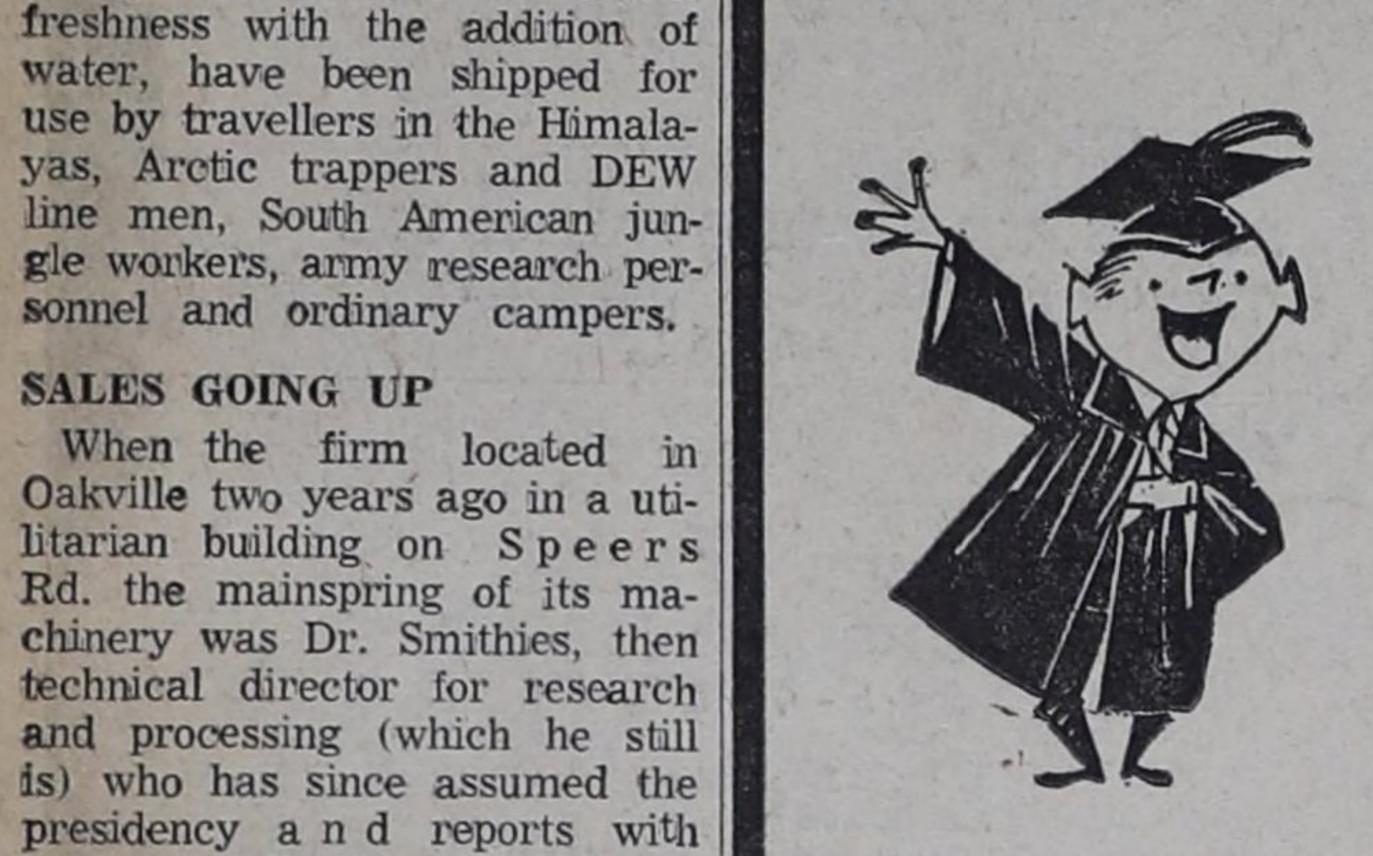
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