ABOUT JAMES J. HILL

GOSSIP CONCERNING THE NORTH WESTERN RAILROAD KING, WHO IS 68 YEARS OLD TODAY.

well

pality.

points.

owns semething of the Atlantic ilnes as

JIM HILL'S NEW ROADS.

I understand that Mr. Hill's plans for the future comprehend an enor-mous addition to his present princi-

He is building feeders

along the Great Northern and is stead-

ily adding new lines to each system. He recently bought, it is said, the

controlling interest in the Kansas, Missourl and Texas to give his Bur-

lington traffic an outlet to the Gulf of

Mexico, and the Great Northern is

reaching out toward Canada to grab

already has one claw on Winnipeg and

another on the great coal mines of British Columbia, while a half dozen

others are working northward into the agricultural regions. He sneers at the

start toward that great inland sea he

new wheat belt at a dozen different

This octopus of the northwest

Special Correspondence of the Deseret News by Frank G. Carpenter.) Control 1906, by Frank G. Carpella and, I venture, if one could have a look ter.) EW YORK, Sept. 11 .--- When

James J. HUI wakes up next Sunday morning he will be just es years old. He will probably terry from his bed as fresh as any one this 10,000 employes of half his age, and the chances are that he will do ears work during the coming week thin any of them. Mr. Hill has all the metry of a man in his forties, and is reice is as strong and his step as on as when he role over the Red ; tiver valley in an ex cart a generation re, and decided that it was rich ; such to pay dividends on a ratiroad couch to pay dividends on a railroad ist all time in the 'ature. Mr. Hill sured life as a farmen's boy in On-uris. Canada, and be entried some of is first money oterking in a steamboat, office in the then village of St. Paul. Stee in the time I was born, just is a day at the time I was born, just is years ago, and he has store work-d to such purpose that he has at it is \$2,666,699 for every year of my is.

THE RAILROAD KING.

will be on the ground as soon as they. Mr. Hill is also building a raumber of roads in the northwest. He has ti is a big thing to be worth to one out out it is more to of roads in the northwest. tion.000.000, but it and man of lines to the inlnes of Eritish Colum-be the chief saircad man of lines to the inlnes of Eritish Colum-bia, and I understand will make exthe Ended States and the world. tensions on to Vancouver. He expects



JAMES J. HILL. one of the World's Greatest Railroad Men, From a Photograph Furnished Mr. Carpenter for the Descret News.

for new traffic

ing the soil and its

when he bought the

Pacific of the Dutch

That road had

what was



SMITH'S COVE AT SEATTLE.

Where the Hill Railroads and His Great Pacific Steamers Meet.

difference in grades which that road had in its favor over the other transpacific lines. He made it cross the mountains at a lower pass than any other, and built it better and cheaper, The result was he could carry freight more cheaply, and, by a study of the traffic, was able to keep his cars full going and coming. It was through him that lumber was first hipped from the west to the east, and by his steamships he is now building up a great traffic in freight from the east to the west to go on to the orient.

IS HILL EXTRAVAGANT?

Some railroad men think Mr. Hill extravagant, and others tell me that he is The stingiest man on earth. I have known many who worked for him and some who have been discharged. He is close and just the reverse. He be-lieves in economy as to the smallest details, and he cuts expenses down to the last degree. At the same time he will enougd millions to reduce grades and save motive power. He has been operating the Great Northern for years at from 49 to 51 per cent of its gross earnings, a record ther no other rail-road in the country has. He has the grades so cut that only 1 per cent of them between his castern and western terminals requires double-header en gines, while on other trans-continental lines such engines are needed on more

than 10 per cent of the grades. On Mr. Hill's railroads all the re-receipts came to him. He does not be-C lieve in dividing with other commanies. He has the express business, the sleep-Ø ing cars, the dining and parlor cars and all form sources of revenue. At

tion without he is awake and doing his best. Mr. Hill seldom pardons failure: he has no sympathy with incompe-tency, and he will dismiss any one. from vice president to brakeman, apor provocation. He likes to have his men plan out new schemes for increasing the traffic, but he will not permit, more than one or two mistakes in manage-ment without a discharge. He is often graff to his subordinates, dragging them roughshod over the coals as to their business, so as to make them decidedly uncomfortable. THE HILL BOYS.

Mr. Hill has three boys, all of whom are employed in the rainoad business. James N, Hill, the oldest, aged 33, is vice president of the Northern Pacific: Louis W. Hill, aged 31. is first vice prevident of the Great Northern, and Walter H. Hill, aged 22, is its rightof-way agent, having been recently employed in purchasing the right of way of a new line between Sioux City and Omaha. All these boys have been brought up in a hard school. As room as they left college they were placed in the auditing department of the

shops at St. Paul. They then became assistant roadmasters and assistant superintendents of various divisions. rising step by step to their present positions,

They are all of good habits, and no scandal has ever been attached to any

of them. Louis W. Hill will probably be his father's successor in the railroad world. He is now the executive head of the Great Northern, and I am told a one. He has been over the road again and again, and he is saturated with his father's methods and policy. All the employes report to him direct, and al-though he is strict he is popular with them. Like his father, he is a develop-er and pusher. It is through him that the Massaba iron range was opened up and its transportation given to the Great Northern system, Mr. Louis Hill persuaded his father to build the road if the owners of the mines would give i the hauling of their ore to Duluth. This was done, and it has proved profitable.

Mr. Louis Hill frequently goos over the Great Northern system and keeps in cloze (ouch with its various commun-itics. He always carries a 59-horse-Great Northern, and after that in its power automobile with him, having had

His arrangements are such that the automobile can be easily shifted off and on. It is ready for him as soon as the train stops and if he wishes to visit the mills, elevators, or take a trip out into the country to look at the crop condi-tions, he can thus do it in the shortest. possible time, I understand that his father at first sneered at the idea, but that he has since been out with Louis a number of times and that he uses the machine himself.

It-Something About Hill's Sons, Who Are Being-Trained To Succeed Him.

His 20,000 Miles Of Roads and How He Manages Them He Now Plans To Grab Canada And The West-Queer Methods Of Railroad Management And The Great Northeast As a School-Hill's Characteristics-His Wonderful Memory-His Economies-HisLove For Art And Diamonds-His Big Farm And How He Handles

HILL'S BIG FARM.

James J. Hill has a few hobbles outside his railroads. He likes good pro-tures. He has one of the finest art galleties of the west and I have been told that some of his paintings cost as much as \$50,000. He is a connoisseur of precious stones and is said to have a collection of diamonds worth something like \$2,000,000. He likes fine stock and he has a 19,000 acre farm within 10 miles of St. Paul of which 4,000 acres are water. He pretends that the owner makes money, but I am told that it costs him about \$39,000 every year.

Not long ago Miss Havemeyer, who owns a farm about half as large, came in to advise with Mr. Hill about her establishment, telling him that it an-

firm to the various sections of his railroad, stipulating that they be used for breeding purposes. He always sold them at a moderate figure to one of the leading farmers, rarely charging more than the traight from St. Paul Among other things he had very fine hogs, the offspring of corne that he has imported from the old country at sev-eral hundred donars each. These were sold for about \$1 applete. Not long age when Mr. Hill came into his office he found an old farmer waiting for him. As more as he entered the farmer said. "Mr. Hill, I have come down to di some more buchness with you. You will remember 1 bought a hoar of you for breeding purposes. He always sold

will remember I bought a boar of you 10 months ago for \$5. Well, I now want to tell you that I like is so well that I

will take your whole litter if you will lit me have them at that price." Mt. Hill thereupon explained the phil-osciphy of breeding.telling the old farmer what the hogs had actually cost. The old man cold: "I swant" and went out with his cy - as big as your fist.

with his eyes as bis as your nate FRANK G. CARPENTER.

GENERAL ROBERT E. LEE.

Was the greatest General the world had in to advise with Mi. Hill about her establishment, telling him that it un-nually cost her \$20,000 more than she made. Mr. Hill replied that she oughts to send her manager out to St. Paul and see his farm and thereby learn how to carry on such an estate at a profil. For a long time Mr. Hill sent fine



M'KINLEY MAUSOLEUM NEARING COMPLETION

A year remains of the allotted time for the completion of the McKinley monument, being crected in Canton, O., by the National McKinley Memorial association, and a fair impression of the architectural character of the monument can be obtained.

The work on the mausoleum and surroundings has progressed remarkably well, one-half of the granite for the outer wall of the mausoleum being al-ready in position. The total height will be 119 feet. About 55 feet remain to be placed.



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James Is has greater trans interests than any other one He controls the , and also the Burlington and the he has entired into the ern harem. As head of orthern Pacific some-5,000, so that altogether three systems alone lack only of reaching around the If you started them at Seat extended them eastward across the Atlantic, Europe , they would reach the east of China, and there you on Hill's big boats and cuft to Seattle. Hill's are the largt that mighty another line from Buffalo to ch is the largest and best the great lakes. Starting at Buf. can go from there across the Shanghel and Hongkong, or d or managed by this rail

sively built, but Hill tore up the tracks reduced the grades, and so made on do the work of three introlling interest in the locomotive In building the Great Northern, Mr which give Hill based his probable success on the



which will shorten the route from Chi cago to that it is said, that he will build a road from Portland to San Francisco farming communities tween the Cascade mountains and the to invest money m Pacific die two buxom maid-nom he has enticed into the which will reduce the time between out of them. He loans cars and could those two points about twelve hours ments to logging roads in Great Northern he has more than I The Burlington system will eventually they muy increase the Limber of red-hot railroad tracks, | be extended to San Francisco, and al and give more freight to gives him 8,000 miles | together the northern half of our great west will not soon slip from this man' hands

SOME HILL METHODS

Eefore

isit to the Wenatchee valley last year ate Senator Gunn tota me ng the namic of 1823. Mr. Hill is a wonder as a railroad Paul, and asked for builder and manager. He knows th o irrigate that valley. Mr. Hill ha United States better, than his Bible, and wor met him, but within half an hou he has gone over every part of the had lent him \$15,000, and taken northwest looking up the possibilities bonds of his company as security. When he extended unn told me that that money dug th his line to the Pacific he traveled over titude which started the population every inch of the route on foot and the Wenatchee valley. It was the con on horseback, making a thorough study of what was under the soil as well a ier stone of a community which is now supplying some of the ruit of the eastern markets. through the Red River valley he wen gives the Great Northern a shipment over that country in an ox cart, study cars of wheat per day I understand that Hill has knew just what he could make out of the game time be has rebeen very expen uss of his railroad

furnished blooded

Speaking of irrigation

the sake of the traffic he

JIM HILL'S MEMORY

Railroad men tell me that Mr. Hill along the ame in to get a mill-age book, suc ablishing the He had been supplied and Hill coming it when he met Mr the two talked together During the c ditor said something that Mr 'I suppose you

The editor replied: fready. Mr. Hill went into the general pas senger agent, and asked him ed to give a mileage book to flow. The officer replied that that fellow. it was according to custom uch books in exchange for advertis ing, whereupon Mr. Hill said:

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, you may omit the rule He has a as that man is concerned. 187 miles from little six by nine paper When he started it I gave him pass and transported all his machiery for nothing. That was 26 years ago. It is now 18 years since he gave me a roast in his paper and 1 don't want any more passes given to

The mind that could remember an incident like that down to the year and the day, and at the same time supply the transportation for half a continent say the least, remarkable. HILL AS AN EDUCATOR.

The Great Northern railroad has. am told, been a training school for the most prominent railroad men of the Mr. Hill's methods country strict that a man who succeeds, is fitted to do for others. Hill's graduates are always in among the financiers. Take, for in-stance, W. F. Newman, the president of the Vanderbilt lines; W. president of the Southern; Harding, vice president L. E. Johnson, vice president of Norfolk and Western, and F. Brittin, the president of the Belt road, they are all graduates from the Great Northern, E. W. McKenna, vice president of the Chicago, Milwauid St. Paul; David Miller, vice president of the Burlington, and Frederick Underwood, president of all worked under Jim Hill. is the same with John H. engineering the Panama He was for years chief enginee of the Great Northern system, an Stevens' Pass through which that system crosses the Car tains

wish for, for every occasion is shown here in excellent variety.

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