

Sir Thomas Shaughnessy

A Chat With the President of the Canadian Pacific Railroad on the New Canadian and American Trade

(Special Correspondence of the Deseret News by Frank G. Carpenter.)

MONTREAL, Canada, Nov. 18.—It was in his office as president of the Canadian Pacific railroad that I met Sir Thomas Shaughnessy and talked with him about the New Canada and the United States. Sir Thomas is as well fitted, perhaps, as any man in the two countries to give a practical view of their future relation. He is an American by birth and training, and he has for years been a Canadian by naturalization and closely associated with every phase of the national and business life of the Dominion. The child of Irish parents, he was born in Milwaukee about 50 years ago and educated there in a Jesuit school. At 15 he went into the employ of the Chicago, Milwaukee and St. Paul railroad, and a few years later had so proved his efficiency that when Sir William Van Horne, who was then plain Mr. Van Horne, came here to undertake the building of the Canadian Pacific he persuaded Mr. Shaughnessy to come too, and take the position of purchasing agent.

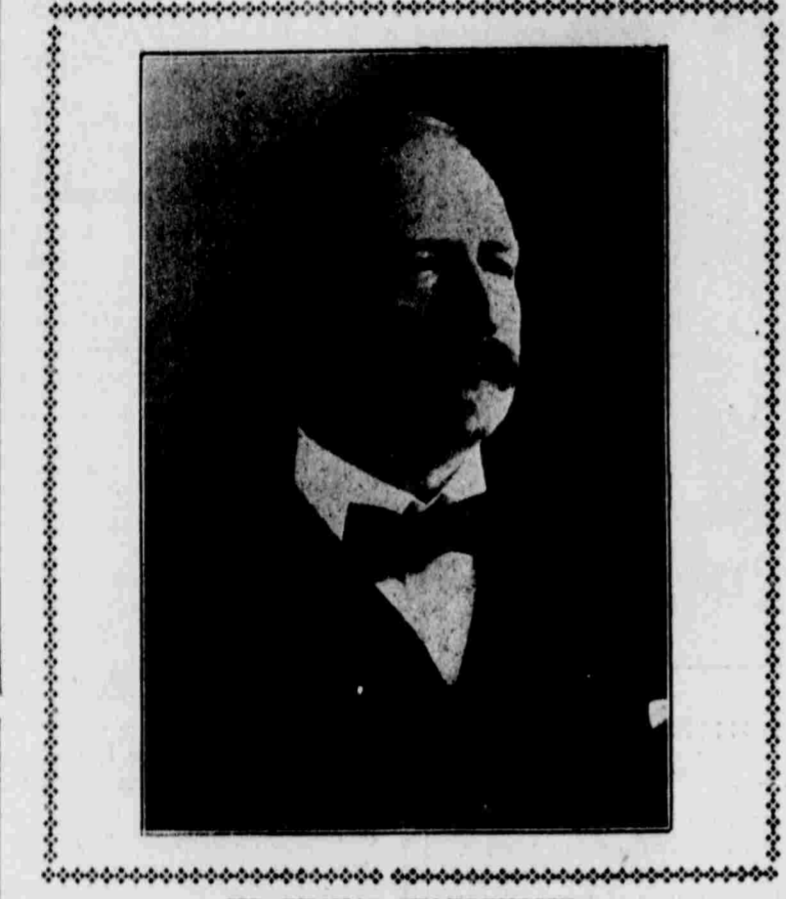
That was in the days when the Canadian Pacific was looked upon as a dream and impossible of financial success. Van Horne was sneered at by railroad nabobs of the United States as a visionary and Shaughnessy, in a smaller way, I venture, was criticized for leaving such a sure thing as the Milwaukee road for the incipient C. P. R. Today both men live to laugh at their railroad critics of the past. They have seen their railroad grow into what is the largest single line of transportation in the world. The Canadian Pacific has 12,000 miles of iron track. Its rails reach from the Atlantic to the Pacific, and it has also steamships crossing both oceans so that one can step on board one of the company's vessels at Liverpool and travel across to North America. There he can take the railroad across the continent to Vancouver and on another Canadian Pacific vessel go to Yokohama and Hongkong without once stepping outside the company's property. The distance is half way around the world.

Both men have seen the road prove a financial success. Its stock is away above par and its revenue has increased beyond their dreams. Both men have long since become Canadian citizens and both have done so much for their adopted country that they have been knighted by the crown, and have Sirs to their names. Sir William Van Horne became president of the road in 1883, but two or three years ago he retired, and Sir Thomas Shaughnessy, who had all the time been steadily climbing, was elected his successor. Sir William had said some years ago when C. P. R. stock was worth less than 50 cents on the dollar that he would resign when it reached par and when the road had a mileage of 10,000, and he did resign when that time came.

looks 45. His face is fair, rosy and free from wrinkles; his hair is light and it looks as though it may have been red in his boyhood. He talks quickly and freely, evidently having no doubt as to what he wants to say, and no backwardness in saying it. When I asked as to whether Canada wanted a reciprocity treaty with the

by all of your chief industrial institutions are establishing them. Take the American Locomotive Works, for instance. It is building steam engines for this railroad. It put up a number for us last year, and we shall buy more in the months to come. We are glad to welcome such institutions. We want their goods, but we want them made on Canadian soil, and with Canadian labor.

"You do not speak as though you



SIR THOMAS SHAUGHNESSY. From a Photograph Given to Mr. Frank G. Carpenter for the Saturday News.

United States, for instance, he replied: "What Canada wants of your country is just what you have been giving us for the past 20 or 30 years. We want a tariff wall between the two nations so high that you cannot climb over it. We want to profit by the same policy which has so aided in building up the United States. We believe in protection, and home industry, and we shall keep our tariff high enough to encourage it."

"In that case, Sir Thomas, the American manufacturers will get the trade by coming across the border and building branches here. Will they not?"

"That is just what they are doing now," was the reply. "Many millions of dollars of American capital has already gone into such branches. Near-

of the two countries was possible commercially, Sir Thomas," said I. "How about a political union?"

"That is an even greater improbability than a commercial union," said the president of the Canadian Pacific. "I do not know a single Canadian who advocates the annexation of Canada with the United States, nor of one who wants a political union of any kind. We believe we are better off by ourselves. We don't see that we would gain anything by uniting with you, and we believe it is better for the United States and for us to have competition."

"Then Canada would rather remain a part of the British empire. It has now five or six million people and is only the tail of the imperial dog. When Canada has fifty millions will it not break off or will the Canadian tail be

then strong enough to wag the dog?"

"I am present our relations with the British empire are all we could wish, and we expect them to continue so," replied Mr. Shaughnessy. "We feel that we can work together and benefit each other. There is no sentiment here in favor of breaking away from Great Britain."

AMERICANS AS CANADIANS.

"How about our people when they settle in Canada, Sir Thomas. Do they become Canadians or do they still hold their allegiance to the United States?"

"Most of them become Canadians, and enthusiastic ones," was the reply. "I took out my naturalization papers within a year after I came to Canada, but I am, you know, of Irish descent, and the change was only going back to the mother country. It is not difficult for an American to become a Canadian. He finds the laws and customs much the same as at home. He is fully as free as at home, and he has an equally large part in the government. He finds here good schools, and, in fact, all that he considers desirable at home; and when in addition he perceives that he can make money faster and thrive better he easily becomes a patriot to the land of his adoption. Thousands of American farmers are now settling in our new wheat lands of the west. So far they are almost all taking out naturalization papers."

THE NEW CANADA.

"You have just returned from the west," said I. "Does the immigration there continue?"

"Yes," replied Sir Thomas. "It is only at its beginning. We are having out there what has been going on in the United States since your organization of a government. The farmers of the Atlantic, when the lands became valuable, moved over the mountains to Ohio, and took up homesteads there. As that country was settled and prices rose, the farmers with two or three sons sold out and moved on to Illinois, buying a block of cheap land. When Illinois grew the march was on west to Wisconsin and Iowa. Your western farmers are selling out their high-priced lands and crossing the border to the rich wheat belt of Canada. They can get farms there for themselves and their children, and they see that the same rise in values is bound to take place there as has occurred in the United States."

"But have not real estate values already gone out of sight in that country?" I asked.

"Not in respect to farming lands. There are many millions of acres yet to be settled, and good lands are cheap. In some of the towns prices seem to be extravagant. In Winnipeg, for instance, real estate is higher than in Montreal."

THAT CANADIAN PACIFIC LAND SALE.

"I see it said, Sir Thomas, that an American syndicate has offered to buy the railroad and for us to have competition?"

"We have had an offer for our lands, but we have refused it. I will not say what it was, but it was not \$7,000,000. It is against the policy of the railroad to sell its lands that way. We don't want them to go out of our hands in great blocks. What we want is settlers, for the traffic of the railroad will come from the development of the country, and that is what we want to see."

"But your traffic must be increasing enormously through these new developments?"

"It is, and we are rebuilding our road as fast as possible to take care of it. We are reducing our gradients, building branch lines, laying heavy rails everywhere and improving our locomotives and rolling stock. Take the road which goes from Winnipeg to Port Arthur, in the mountains, and this year is double what it was seven years ago. That has been made possible by a better road bed and rolling stock."

ELECTRICITY ON THE CANADIAN PACIFIC.

"What do you think, Sir Thomas, of the idea that electricity will some day be the motive power of our great railroads?"

"It is a possibility. Indeed I may say it is a probability. We are already adopting electricity for some of our shorter branch lines, and the day may come when that power will send our engines from coast to coast. The Canadian Pacific has extraordinary advantages in its water power for the development of electricity. Here in the east, in Ontario, we have Niagara. Farther west we have great falls all along the line to the prairies. We get falls in the mountains, and altogether a great part of our power could be so generated."

RAILROADING A DESIRABLE PROFESSION.

"How do you like working upon such subjects, Sir Thomas?" said I. "Railroading must be an interesting profession?"

"It is one of the most engrossing, most interesting and most important of the age," was the reply. "It absorbs one and demands the best that is in him. It is a profession in which one does things and creates things. The Canadian Pacific has done more than any other one thing for the development of Canada. It has made this western settlement possible by bringing in settlers and by showing the world what is there. The railroad is a great missionary and a great civilizer. It is the advance guard in the march of modern progress."

"Did you appreciate that when you first began your work in a railroad office?"

"No. I was only fifteen years of age when I left school and entered the purchasing department of the Chicago, Milwaukee and St. Paul railroad as a clerk. I then hoped to become a lawyer. For three or four years I read law, but I was fit for admission to the bar before I got through. In the meantime I was rising in the railroad office. My salary kept increasing, and my responsibilities as well. I saw that there was plenty to do and much to gain in sticking where I was, and the result was I became a railroad man."

"What are the chances, today for young men in railroading, Sir Thomas?"

"They are better than ever. The railroads are growing and the demand for good brains was never so great as now. The trouble is to get good men to go into it. We are always on the lookout for bright, industrious and able employees. Such men are sure of advancement."

"You speak of railroading as a profession. Is that a proper classification of the business?"

"Yes; it has become as such a profession as the law, medicine or the pulp. It requires education and training, and the man who succeeds at it is he who goes in at the start of life and grows up to his possibilities. I consider it one of the greatest of professions."

OUR TRADE WITH THE ORIENT.

The conversation here turned again to railroad traffic, and I asked Sir Thomas as to the prospects of an increased

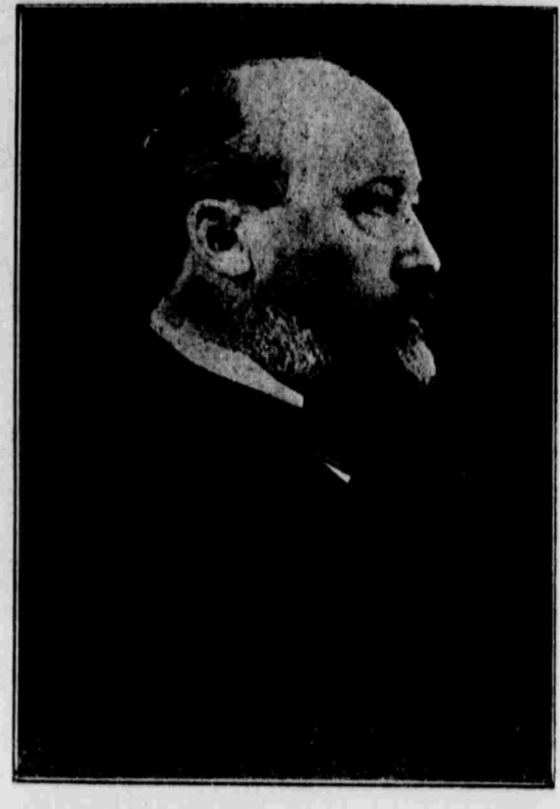
Miss Canada Wants a Big Tariff Wall Between Her and Uncle Sam—Will Stick to John Bull and Don't Need Yankee Reciprocity—Americans as Canadians—The New Wheat Belt—The War and Oriental Trade—How the Canadian Pacific May be Run by Electricity—A Word About Sir William Van Horne—How Two Americans Became Knights of Old England

trade with Japan and China, now that the war is closed.

"We have fast boats running to China and Japan," he replied, but we do not try to do a heavy freight business, like the lines which go from your Pacific ports. We have the shortest route and as a whole the fastest boats, and we do a large part of the passenger business between North America and Asia. I expect this traffic to increase largely. The world has become inter-

founder of the road. The Canadian government had made three attempts to build a line from the Atlantic to the Pacific and had failed. The work was then put into the hands of a private company and Sir William Van Horne became its manager. Twenty-five hundred and fifty miles were to be built, and only a little over 600 were under construction. The government gave the company large subsidies and some millions of acres of land. The contract

active in the direct management. He is president of the board of directors, and men do the work while he plays with his stock farm here in New Brunswick, directs the management of another part of the wilderness of eastern Cuba. I say a part of his leisure for he is connected with a dozen other big enterprises here and elsewhere. He is the president of one of the biggest pulp and paper mills of the world, has large interests in iron and coal mines and is also laying out one of the biggest sugar plantations in Cuba. I say a part of his leisure, for he is in his sixties, but is still one of the active, moving, creative spirits of the age. He now calls himself a Canadian, but he was born in an American and rose to manhood as such. In the old Spanish city of Camaguey in the heart of Cuba, where the Cuba railroad has its chief office, the Cubans look upon him as one of the patrons of their island, and they have, I believe, named a square after him or put up some kind of a monument in his honor. Indeed, he is more than any other man I know a citizen of the world.



SIR WILLIAM VAN HORNE. Builder of the Canadian Pacific Railway. From a Photograph Furnished The Saturday News.

ested in the Japanese, and it wants to visit them. The tour surpasses all others in interest and pleasure, and more and more are taking it every year.

"The Canadian Pacific steamers also carry such goods as demand fast and safe transportation. I refer to tea, silks and things of that class. We also take cotton cloths across to Asia, and as ballast sometimes raw cotton, flour and other heavy goods. The trans-Pacific trade is growing wonderfully, and now that the war has finished there will be great openings for Canadian and American goods in Manchuria."

SIR WILLIAM VAN HORNE.

I began this letter by writing of Sir Thomas Shaughnessy with a reference to Sir William Van Horne. The two names go together, and the latter will be mentioned wherever the subject is the Canadian Pacific railway. It was Sir William who was practically the

was that the road was to be completed within 10 years. Mr. Van Horne pushed the work and finished in four. The road has already disposed of about one-half of its lands. Some of them went as low as a dollar and a half an acre. The same lands are worth \$12 an acre and upward today. The remaining lands are selling for good prices, and Mr. Nicol, the vice president, believes that when half of what is still left is sold the remaining 7,000,000 odd acres will be worth more than all received from the sale preceding.

In the meantime the road has grown to the dimensions I have described. It is a close corporation, managing everything with its own men, having its own sleeping car system, its own express company and a number of large hotels. It has its own coal mines, and it is now bringing vast tracts of its semi-arid lands and opening them to settlers.

In all this Sir William Van Horne is still an interested party, although not

NOT HIGH FANCIERS.

George Ade was listening gravely to a compliment. At the end he said: "Thank you. You remind me of something."

"A little while after the appearance of my first book I went to spend a week in a summer resort outside of Chicago. The landlord of the modest hotel said to me: "Mr. Ade, you are a literary man, I believe?"

"I blushed and smiled, and answered that I had written a few trites, nothing very new."

"I have several literary men stopping here," the landlord went on. "Well, I'm rather glad of that," said I.

"Yes," said the landlord. "I like literary men. They never object to paying in advance. They are used to it."

Constipation.

Health is absolutely impossible, if constipation be present. Many serious cases of liver and kidney complaint have sprung from neglected constipation. A desirable condition is unnecessary. There is a cure for it. Herbine will speedily remedy matters. C. A. Lindsay, P. M., Bronson, Fla., writes, Feb. 12, 1902: "Having tried Herbine, I find it a fine medicine for constipation." See bottle. Sold by Z. C. M. I. Drug Dept.

Your Best Work.

Cannot be done unless you have good health. You cannot have good health without pure blood. You may have pure blood by taking Hood's Scurvy Pills now. You cannot realize the good it will do you until you try it. Begin taking it today and see how quickly it will give you an appetite, strength and vigor and cure your rheumatism, catarrh or scrofula.

All liver ills are cured by Hood's Pills. 25c.

BELE PHOTO SUPPLY CO.
Developing, Finishing, 21 E. Third St.

BLACK SILK SPECIALS.

19-inch all silk black Taffetas, 35c grade cut to yard... **59c**

23-inch all silk black Taffetas, regular 90c grade, cut to yard... **63c**

25-inch all silk black Taffetas, chiffon and ruffled finish, regular \$1.25 grade, cut to per yard... **1.00**

DRY GOODS STORE
222-224 MAIN ST.

COMFORT SPECIALS.

Full double bed size silkolene covered comforts, well filled and good coverings, regular \$2.99 quality, cut to... **1.50**

Full Double bed size, Sateen covered comfort, very pretty figured and an exceptional value, at \$2.75, cut to... **2.00**

THE MOST SENSATIONAL

Dress Goods Bargains

Of the year in this Sale of Manufacturers' and Importers'

SHORT LENGTHS OF WOOLENS.

Hundreds and hundreds of yards of the season's most desirable dress fabrics at prices actually less than the cost of importing the goods. A sale surpassing every past effort, not alone in point of low prices but in the variety and extent of the stock as well. The character of the fabrics and the range of colorings are a most important factor in this sale too. Though these are known as "Importers' ends" the lengths vary from 2 to 8 yards, so that every need of the shopper can be met from this almost endless variety. The necessity for immediate clearance of this vast purchase to make room for Holiday goods, leads us to quote the most extraordinary prices ever named for goods of this quality.

A glance at the extensive variety will astonish every woman who sees it. There are hundreds of pieces in every fashionable coloring. A year's accumulation in the ware rooms of New York's foremost importer, without a doubt the greatest bargains in many months.

In a lot like this it is almost impossible to name prices but a glance will convince you that they are way under priced.

Regular 50c and 65c Fabrics are priced in this Great Sale of Short Lengths at per yard **35c**

ALL OTHER GRADES AT THE SAME GREAT REDUCTIONS.

HOLIDAY SALE OF GUARANTEED SILK PETTICOATS 20% DISCOUNT

ONE COULD HARDLY IMAGINE HOW WE ARE ABLE TO SELL SUCH FINE SILK PETTICOATS AT SUCH LOW PRICES, EVEN WITHOUT THE DISCOUNT. THIS IS DUE TO AN EXTENSIVE PURCHASE EARLY IN THE SEASON. WE BOUGHT THEM THEN AND RESERVED THEM FOR THIS GREAT HOLIDAY SALE AND BESIDES THESE ALREADY LOW PRICES, WE GIVE YOU AN ADDITIONAL DISCOUNT OF 20 PER CENT. MANY NEW MODELS, BLACK AND ALL THE NEW AND BEAUTIFUL SHADES AND CHANGEABLE COMBINATIONS.

| | |
|--|-------------|
| REGULAR \$8.00 PETTICOATS, OUR SPECIAL PRICE, \$6.75, 20 per cent off our special price, only. | 5.40 |
| REGULAR \$9.50 PETTICOATS, OUR SPECIAL PRICE, \$7.85, 20 per cent off our special price, only. | 6.35 |
| REGULAR \$11.00 PETTICOATS, OUR SPECIAL PRICE, \$9.15, 20 per cent off our special price, only. | 7.80 |
| REGULAR \$12.00 PETTICOATS, OUR SPECIAL PRICE, \$10.15, 20 per cent off our special price, only. | 9.40 |

What is Castoria.

CASTORIA is a harmless substitute for Castor Oil, Paregoric, Drops and Soothing Syrups. It is pleasant. It contains neither Opium, Morphine nor other Narcotic substance. Its age is its guarantee. It destroys Worms and allays Feverishness. It cures Diarrhoea and Wind Colic. It relieves Teething Troubles, cures Constipation and Flatulency. It assimilates the Food, regulates the Stomach and Bowels, giving healthy and natural sleep. The children's Panacea—The Mother's Friend.

The Kind You Have Always Bought, and which has been in use for over 30 years, has borne the signature of Chas. H. Fletcher, and has been made under his personal supervision since its infancy. Allow no one to deceive you in this. All Counterfeits, Imitations and "Just-as-good" are but Experiments that trifle with and endanger the health of Infants and Children—Experience against Experiment.

900 Drops

CASTORIA

INFANTS & CHILDREN

Avegetable Preparation for Assimilating the Food and Regulating the Stomach and Bowels of

Promote Digestion, Cheerfulness and Rest. Contains neither Opium, Morphine nor Mineral. **NOT NARCOTIC.**

A perfect Remedy for Constipation, Sour Stomach, Diarrhoea, Worms, Convulsions, Feverishness and LOSS OF SLEEP.

See Inside Signature of **Chas. H. Fletcher** NEW YORK.

EXACT COPY OF WRAPPER.

Letters from Prominent Physicians addressed to Chas. H. Fletcher.

Dr. F. Gerald Blattner, of Buffalo, N. Y., says: "Your Castoria is good for children and I frequently prescribe it, always obtaining the desired results."

Dr. Gustave A. Elsengraeber, of St. Paul, Minn., says: "I have used your Castoria repeatedly in my practice with good results, and can recommend it as an excellent, mild and harmless remedy for children."

Dr. E. J. Dennis, of St. Louis, Mo., says: "I have used and prescribed your Castoria in my sanitarium and outside practice for a number of years and find it to be an excellent remedy for children."

Dr. S. A. Buchanan, of Philadelphia, Pa., says: "I have used your Castoria in the case of my own baby and find it pleasant to take, and have obtained excellent results from its use."

Dr. J. E. Simpson, of Chicago, Ill., says: "I have used your Castoria in cases of colic in children and have found it the best medicine of its kind on the market."

Dr. R. E. Eskildson, of Omaha, Neb., says: "I find your Castoria to be a standard family remedy. It is the best thing for infants and children I have ever known and I recommend it."

Dr. L. R. Robinson, of Kansas City, Mo., says: "Your Castoria certainly has merit. Is not its age, its continued use by mothers through all these years, and the many attempts to imitate it, sufficient recommendation? What can a physician add? Leave it to the mothers."

Dr. Edwin F. Pardee, of New York City, says: "For several years I have recommended your Castoria and shall always continue to do so, as it has invariably produced beneficial results."

Dr. N. B. Sizer, of Brooklyn, N. Y., says: "I object to what are called patent medicines, where maker alone knows what ingredients are put in them, but I know the formula of your Castoria and advise its use."

GENUINE CASTORIA ALWAYS Bears the Signature of

Chas. H. Fletcher

The Kind You Have Always Bought

In Use For Over 30 Years.

THE CANTON COMPANY, 27 MURRAY STREET, NEW YORK CITY.