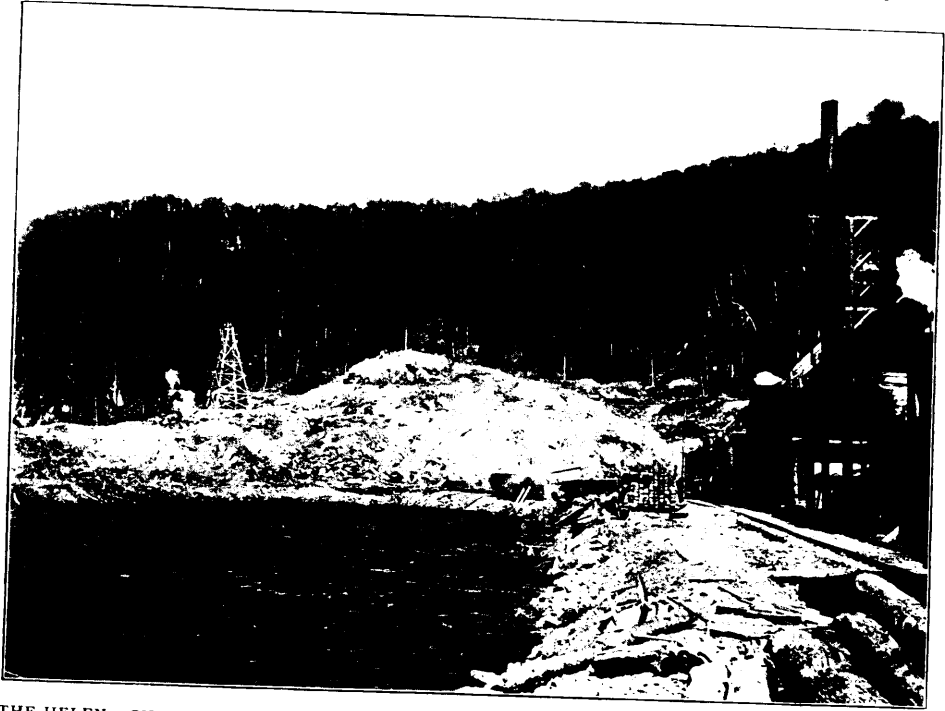


the poplar, the only one suitable for their immediate purpose was the spruce. Therefore they proceeded to construct a mill for making the spruce into pulp. "We began it on rather a small scale at first," he remarked, "according to the bargain with the Provincial Government to expend \$250,000 in the construction of the works. Finding that a mill of that size would not pay, the next step was to enlarge the mill until from twenty tons a day we have an output of one hundred and fifty tons of

then to the two friends who enjoyed along with me the hospitality of the block house, "There is no such word as impossible in the dictionary of that man." But we had no conception of the amazing variety of his plans. Probably he had just as little conception himself. His horizon is one that expands with each new difficulty which he overcomes and with the discovery of new resources in the old barren Algoma which he now backs against the world. I refer my reader to his speech



THE HELEN—ONE OF THE MINES WHICH ARE NOW BEING DEVELOPED BY THE JASON OF ALGOMA.

pulp a day." This influx of product into the markets of the world was, of course, at once taken advantage of by the paper manufacturers, who "proceeded to mark down the values of Canadian pulp, and thus deprive the Company of its anticipated profit."

It was about this time, some three or four years ago, that I first met Mr. Clergue. His well-disciplined mind, scientific knowledge, calm, tireless enthusiasm, along with remarkable powers of exposition, made me say

in Toronto and to an article in the *Canadian Manufacturer* of May 4th for a description of how he overcame the dragon of lowered prices, of how he expanded a local into a world market for his pulp, how he designed new machinery to economically convert moist into dry product, spending a hundred and twenty-five thousand dollars establishing a foundry and machine shop for the purpose, how foreman after foreman despaired till six months passed after the machine was in place before