

MEN OF TO-DAY

From Banking to Manufacturing

At Hamilton the other day, the Manufacturers elected their officers for the coming year. There were few surprises. Mr. John Hendry, the new president, has been prominent in the Association for years. Most of the other officers and chairmen of committees are men who have done much faithful service in the Association or some one of the local branches.

Perhaps the only surprise was the election of Mr. W. H. Rowley of Ottawa as the vice-president. Yet his election should not be a surprise, because as manager of the Eddy match and paper mills at Hull he is entitled to a place in the front rank. Nevertheless Mr. Rowley's taking the office is a surprise. Strong, daring, individualistic, almost abrupt in his utterances, Mr. Rowley has never sought cheap praise from his fellows. From the time he swung over from the bank manager's office to a desk beside his chief, the late Mr. E. B. Eddy, Mr. Rowley has ploughed a lone furrow and ploughed it hard. Now he suddenly succumbs and consents to public honours.

Mr. Rowley is capable of great public service. He comes of a line of men who have been generals and admirals and who were second to none in the service of the British crown. This explains something of his commanding physique and his tremendous personal force. The C. M. A. have done well to enlist his services on their behalf. When W. H. Rowley gets a cabinet minister into a corner and lays down the law to him, something must needs give way.

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The Coureur of Athabasca

MR. JEAN LEON COTE is known as the "Saul" of the Alberta Legislature—though it is not known who is supposed to be the David. At any rate the man that ran against him in the big constituency of Athabasca made a bad fist of playing the harp. Fletcher Bredin, the fur trader, was supposed to be as solid in Athabasca as Frank Oliver is in Alberta. But he went down by 81 of a minority when Jean Leon Cote got out shoepacking after him on the trails of the north. Mr. Cote is a French-Canadian, though that had nothing to do with his election any more than had politics; for every man up in that country is a Liberal; and the settlers don't care for the French language any more than for Cree, if they can't get good roads along with it. The agitation for good roads in Athabasca was what put Mr. Cote into the House. Bredin seemed to be strong for a railway. Cote wanted the roads. Mr. Cote also has an idea that the homestead laws of Athabasca should be amended in favour of the settler. He says the land up there is so heavily wooded that the settler can't get his acreage broken in the time allotted without making a slave of himself, and no man in that big free country should do so. Mr. Cote makes you think of the *coureur du bois*; he has almost upon him the smell of the spruce and the camp fire. He is a picturesque member of that interesting House on the Saskatchewan.

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Major Pope of the Hydro-Electric

MAJOR W. H. POPE is the new Secretary of the Hydro-Electric Commission, the organisation of municipal electric energy from Niagara Falls. He got some of his experience along the frontier in the Fenian Raid, of 1866, when he was orderly with the Cookshire regiment. Cookshire is in the Eastern Townships, where the Major was born.



Mr. Jean Leon Coté, M.P.P.,
The Man from Athabasca



Mr. Fred. C. Salter,
G.T.R. Representative in Europe.



Mr. Howard S. Folger,
United States Consul at Kingston

He came of U. E. Loyalist stock. His grandfather migrated to Canada from down around Boston way. Just to show that he had no hard feelings on account of his grandfather leaving the Stars and Stripes, however, Mr. Pope went back to Boston when he was a youth to go into railway work; spent six years there and came back to Belleville, where he entered business college; got from that to the Dawson Route Transportation Co., which was long before the Klondike rush. He afterwards studied law in Belleville. In 1881 he went back to railways as assistant to the late John Bell, K. C., on the Grand Trunk, till 1904, when he was transferred to the office of Mr. W. H. Biggar, the present general solicitor for that company. Major Pope has had

as much railway legal experience as any man in Canada; has conducted a large number of investigations, his longest and most important being the affair which arose out of the St. George accident in 1889, when a bridge near St. George went down and resulted in a large number of fatalities and claims for compensation. He has also had a good deal to do with municipalities; was for several years a member of the Belleville City Council. His connection with the militia has enabled him to rise from the ranks of the 15th Regiment to the position of second in command.

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A Railway Globe Trotter

NOW that the Grand Trunk Pacific has become a transcontinental road the business of its representatives in Great Britain has become of more importance. Mr. Fred. C. Salter, traffic manager for the Grand Trunk in Europe at large, with offices at Liverpool, is part of the new policy. Mr. Salter is a Canadian, born at Sarnia; going into railroading as soon as he left school, first under Mr. F. W. Cumberland, general manager of the old Northern; later on the Northern Pacific, of which he was eastern agent till he went back to the Grand Trunk. His parish extends now from the Thames to Timbuctoo—and so far as we know, to the North Pole as well. He is making a hobby of foreign trade for the Empire, which is a pretty large order. He has much the same object that Mr. Sifton outlined a year ago in the House of Commons; the establishment of commercial *attaches* in foreign countries to match up with the lively and aggressive consular service of the United States and Germany. Mr. Salter embodies the fact that the best trade developer in any country is the railway; especially a railway with transcontinental and transoceanic connections.

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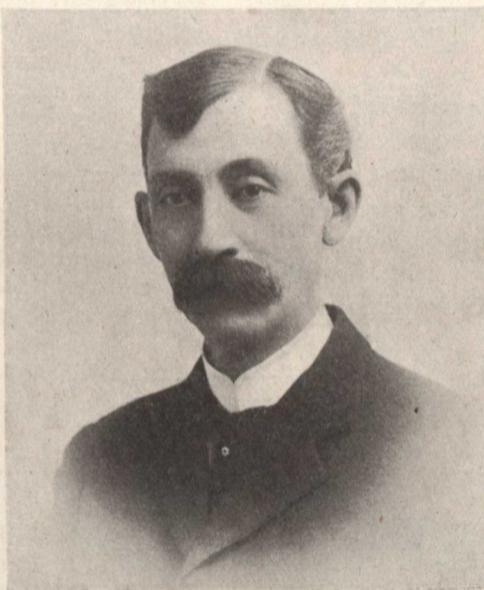
A Steamboat King

A KINGSTON paper has been noting the young men who are making present history for that historic city, with its memories of Frontenac, Sir John Macdonald and Sir Oliver Mowat. A factor in the latter development of Kingston is Mr. Howard S. Folger. The Folger blood has counted in Kingston before. The men on the harbour docks tell with pride of the Folger brothers, Benjamin, Henry and Frederick; how they early realised the possibilities of the Thousand Islands as a Mecca for tourists; how they got their trim fleet together, and how their business grew till they became Kingston's first steamboat kings. These pioneers of the Limestone City's marine history have long been

in their graves, but in Mr. Howard S. Folger remains a worthy family successor. Mr. Folger went at the helm of the Thousand Islands and River St. Lawrence Steamboat Companies when his father, the late Mr. Henry Folger, relinquished control. Tact, good sense and decisive business judgment have been the characteristics of his administration. He has made known the Thousand Islands region of Canada to two continents.



Mr. W. H. Rowley,
Casual Snapshot of the new 1st Vice-President of the
Canadian Manufacturers Association.



Major W. H. Pope,
New Secretary of the Hydro-Electric Commission.