

THE GROWING WEST.

(Concluded.)

"It was here that I interviewed Mr. Cortelyou," I said. "Cortelyou is a man who studied Canada. He is a man of great intelligence, great ability," he said.

Then he sat down in a big easy chair, and I got out a note book at his desk, and when we got up it was five hours later—two o'clock in the morning, and every minute of that time devoted to a cross-examination of Mr. Whyte as to the essentials of success—the essentials in a railroad employee, who wishes to rise, a farmer who wishes to make the most of Western Canada's opportunities, the dairyman, the rancher, the miner, the salmon fisherman, the manufacturer, the merchant, the professional man, the educator, any one who may seek to find in Mr. Whyte's West a chance for the successful application of their abilities.

Mr. Whyte says when the interview is drawing to a close that he had never before given out these facts, nor had he ever seen them in print, for he had never submitted himself to a course of questions designed to bring out the facts of that vast land, where he was for many years the chief factor in its course and development, bearing as he does a broader and more intimate relation to that country than any man bears to an equal area of the world's service.

"Two things I wish to interview you about, Mr. Whyte."

"— how to succeed in the railroad business?"

"— how to succeed in Western Canada."

"Success in railroading is hard work, but you have already covered that in your interviews with Sir William Van Horne and Sir Thomas Shaughnessy."

"Working to Win" is Mr. Whyte's Career.

"You can tell me how you worked your way. I suppose you started at the bottom?"

"I guess so."

"Rich?"

"No."

"Where?"

"My first railroad life was in Scotland. I started there at a small station, in charge of the station."

"What was its name?"

"Dunfermline, where Carnegie comes from. He made his first gift of money there. One of the kings was buried there. Lord Elgin, who descended from Robert Bruce, has a great estate south of there. I was working in the office of the Elgin Estate before I went to work for the railroad."

Education?"

"Just a common school education. My grandfather of the same name as myself, was Lord Elgin's factor."

"I suppose a factor is practically an estate manager?"

"Lord Elgin's interests are very large, embracing both agricultural and coal industries."

It is doubtless due to this early training and associations of Mr. Whyte's that he owes at least a foundation of that deep interest he takes in developing Canada's great Western estate in its coal, farming and industrial opportunities. Sir William Van Horne would say that this is the deciding thing that came into Mr. Whyte's life at the early age when impressions give the bent to after life.

He Fancied Railroading.

But, apparently the railroad is Mr. Whyte's first love and railroading is in his plan of life a foundation of all the rest, being the basis on which he has worked out the success of Western Canada.

This shows in the answer to my question: "What were your early ideas?"

"I fancied railroading, and when I came to this country, just having passed my 17th year, I entered the service of the Grand Trunk. The only work I could get to do was that of a brakeman."

"Passenger or freight?"

"Freight."

Then he went on to say that after a short time braking, he

became freight clerk at Cobourg, then to Toronto after one year. Then foreman of shed. Then he was asked if he would take charge of outside work for loading and unloading cars, and delivering all freight from the sheds to the merchants. He was 21 then. Then he was made trainmaster. Then he went to Stratford, 88 miles west of Toronto. While agent there, the Grand Trunk changed from old gauge to the standard. It could not be done all at once, so trains coming from the west had to be changed over at Stratford, and that was a complicated operation of transferring the freight or shifting the wheels of the cars upon their axles. Busy in this direction, the early years of Mr. Whyte were passed. His subsequent career is a long story.

ALLAN WEST.

—According to the census returns for 1901, the number of persons employed on British railways is 320,512, but this total excludes platelayers, gaugers, packers and railway laborers. Taking 600,000 as the approximate great total of the railway employees of the United Kingdom at the present date, it is probable that rather more than one-half, i.e., about the number given in the census return, constitutes the managerial and operating staff of the lines. About 200,000, or one-third of the total, are engaged in connection with the maintenance and renewal of the permanent way and rolling-stock, and 80,000 are employed in looking after the various "side-shows" carried on by our railway companies. The one general characteristic of railway employment, which is also its chief attraction, is its permanency. There are, it is true, a good many "super-numeraries" and "probationers" in the service; but when once placed upon the regular staff, a man, if he keeps steady and works with moderate efficiency, is usually retained until incapacitated by age, and in many grades he can rely upon receiving a pension upon retirement. Even the men employed in the workshops are seldom discharged except for misconduct.

RE THE INDEPENDENT ORDER OF FORESTERS.

The Editor Monetary Times:

Dear Sir,—I again take the liberty of asking space in the columns of your valuable journal to give the readers, many of whom are no doubt members of the Independent Order, a few facts taken from the report for the year 1904, as furnished to several of the Insurance Departments in the United States, which may afford them some food for thoughtful consideration.

The total cash received for interest and rents amounted to \$261,633 on mean ledger assets of \$7,615,447, less than 3½ per cent., or to be exact the rate was equivalent to 3.44 per cent.

The net rental received from the Temple Building investment of \$759,490 at book value (although the cost reaches nearly \$900,000) was \$7,323—less than 1 per cent.—a truly remarkable return, and a loss to the Order yearly in interest of over \$15,000 on the book value; that is to say, if the sum which the building actually cost had been deposited in the bank at 3 per cent. instead of putting it into such a costly white elephant, the Order would be receiving nearly \$27,000 a year instead of the paltry return mentioned.

The total stock of the Union Trust Co. is \$2,000,000, paid up, of which amount the Order holds \$1,995,000 at a cost of \$2,194,500, and receives 4 per cent. on the par value, or 3.64 per cent. on the amount invested. In addition, the Trust Co. held \$1,472,837 for investment on account of the Order, so that the concern had actually \$3,667,337 of the Order's funds. It would be interesting to know what interest, if any, the Trust Co. pays for this money while seeking so called investments, and I wonder who holds the balance of the Trust Company's stock of \$5,000.

The Order holds \$163,600 Hamilton Cataract Power, Light and Traction Company's 5 per cent., costing \$150,435. Is such a large investment of the funds in an industrial concern a proper one for the Order?

Here are three items of investment, aggregating at cost over \$3,000,000, or 40 per cent. of the total ledger assets,