

## CANADIAN PACIFIC RAILWAY.

The eighteenth annual report of the Canadian Pacific Railway is an interesting one, because it practically covers the first year of a trade revival, and because also it embraced a period of passenger rate war. If the first of these has increased the earnings, the second does not appear to have much diminished them.

The gross earnings last year were ..... \$26,138,977  
The working expenses ..... 15,663,605

And the net earnings ..... \$10,475,372

Adding \$423,366 interest earnings on bonds, the gross income was \$10,898,738. Of this sum fixed charges absorbed \$6,774,321, and dividends, \$3,072,708, four per cent. being paid on preference stock, and the same rate on common stock.

The statement of earnings for the year 1898, shows:

|  |                     |
|--|---------------------|
| Passengers .....   | \$ 6,538,589        |
| Freight .....  | 16,231,444          |
| Mails .....  | 609,974             |
| Express .....  | 615,631             |
| Parlor and sleeping cars .....   | 455,345             |
| Telegraph, grain elevators and miscellaneous, including profit on Pacific steamships ... | 1,687,991           |
|  | <b>\$26,138,977</b> |

Working expenses for the year were:

|   |                     |
|---|---------------------|
| Conducting transportation ...             | \$ 4,014,178        |
| Maintenance of way and structures .....   | 3,274,642           |
| Motive power .....                        | 4,866,253           |
| Maintenance of cars .....                 | 962,263             |
| Parlor and sleeping car expenses .....    | 86,197              |
| Expenses of lake and river steamers ..... | 413,195             |
| General expenses .....                    | 1,589,777           |
| Commercial telegraph .....                | 457,097             |
|   | <b>\$15,663,605</b> |

## Freight Traffic.

The number of tons carried was 5,582,038, and the number of tons carried one mile, 2,142,319,887. The earnings per ton per mile were 76 cents.

In 1897, 5,174,484 tons and 1,955,911,066 ton miles was the record, the rate of earnings being 0.78 cents a mile.

The number of passengers carried in 1898 was 3,674,502, and the number carried one mile, 430,493,139, the earnings per passenger per mile being 1.52 cents.

In 1897, 3,179,589 passengers were carried, the number carried one mile being 317,997,951, and the earnings per passenger per mile being 1.82 cents.

The description of freight carried during the year was as follows:

|                                 |             |
|---------------------------------|-------------|
| Flour, barrels .....            | 3,292,450   |
| Grain, bushels, .....           | 35,443,084  |
| Live stock, head .....          | 715,018     |
| Lumber, feet .....              | 840,145,338 |
| Firewood, cords .....           | 203,336     |
| Manufactured articles, tons ... | 1,529,044   |
| All other articles, tons .....  | 1,119,087   |

## A CHINAMAN'S BRIGHT IDEA ABOUT AMERICAN LIFE INSURANCE.

There is a Pittsburgh life insurance agent of whom it is said that he can talk a stone statue into buying a policy in his company, "the most liberal on earth," says The Pittsburgh News. He wrote a policy for a Chinaman a few weeks ago, the first ever written for a man of the race in Pittsburgh. How he did it he alone knows. The Chinaman has no clear idea of it. He understood that by paying the premiums promptly he would be entitled to \$5,000 some time. He began bothering the agent for the money after a couple of weeks had passed, and the agent tried to explain to him that he would have to die before he could get it. The Chinaman fell down a

cellarway on Grant street and was badly hurt. His friends tried to attend to him without calling in a doctor. When they did call in one two days later the doctor was angry.

"Why didn't you call me sooner?" he asked. "This man is half dead now."

Next day the injured man's brother was at the insurance office with a claim for \$2,500.

"You're not entitled to anything on this," said the insurance man, "until the man is dead."

"Doctor say him half dead," answered the brother. "Why he no glet lat half?"

## COMBINATIONS IN THE STATES.

In his weekly letter dated New York, March 25th, Henry Clewes has something to say about trusts or combines: There is a great deal of current discussion about the so-called trusts now so rapidly being formed. The name of these Industrials would be more appropriate if called "trade combinations," as they are really not trusts. The preponderance of argument seems to be, as far as publicity is given thereto, a raid against them. It is not, therefore, inappropriate to set forth many points in their favor.

To state the case of these combinations in plain and simple terms, the object sought to be attained is to put various interests belonging to different parties together so as to form a large concern represented by stock capital without personal liability, having in view a reduction in expenses, greater efficiency, and production on a larger scale, and the realization of greater profits without advancing prices. When a number of small individual plants are thus united for a common object under efficient official management the expenses are materially cut down. With the increased capital which this method admits of, better machinery is secured, with better results in meeting foreign competition, which adds largely to this country's exports. In this way this country has, during the past ten years, increased its ability to compete successfully with Great Britain and other European countries; thus, in the seven months ending February 1, our exports of manufactures increased 14.3 per cent, while the total exports, including manufactures, increased only 4 per cent., and the exports of all articles excepting manufactures but 3.3 per cent.

Now the great and underlying principle that has put it in our power during the last decade to make such an unprecedented advance in a department of commerce from which we were generally supposed to have been almost excluded, is that of the much maligned combination of capital. Without such means as we possess (despite much ignorant hostility) of aggregating capital, there could have been no such progress as these statistics so clearly demonstrate.

People who take a narrow view of the subject talk about the system throwing men out of employment. To my mind it is evident that there must have been far more money spent in wages when the manufactured exports were \$182,000,000 than when they were only \$78,000,000, ten years previously. More than double the value of material by nearly three millions' worth certainly could not be moved by a less number of men. It probably required more than half as many more, namely, 50 per cent., and during this period labor itself has only increased 25 per cent., thus leaving the workman better off than before the combinations began to make such progress in the improvement of machinery.

Can anybody imagine that the railroads could employ an army of 800,000 workmen at good wages and that 1-100 part of a cent per ton per mile would make the difference between dividend and no dividend to certain prosperous roads if the

principle of combination were not worked extensively in the railroad industry? As similar arguments apply to other industries with equal cogency, I consider it unnecessary to multiply examples, as anyone can do so for himself simply by opening his eyes, looking over the industrial field, past and present, coolly reflecting on the situation, and without permitting political prejudice or newspaper sensationalism to cloud his reason or distort his common sense. One of the results inseparable from combinations, no matter how selfish the promoters may be, is that they make everything which they produce cheaper to the consumer than it possibly could be without their existence; and the larger the combination, as a rule, the better and the cheaper is the consumer served. It is only during the brief transition period of the change from the separate concerns to the combine that wage earners suffer. After that they are better off and labor is more fully employed, usually at higher wages. Many of the smaller concerns that go into the combines, and obtain very profitable remuneration for their properties, would otherwise become bankrupt.

The fact that a reduction in the price of a manufactured article invariably stimulates consumption, needs no more demonstration than that the inflexible law of supply and demand disposes of any fear as to arbitrary advances in prices.

## THE NILE TRADE.

A cable from London, dated 21st March, says that the convention between Great Britain and France delimiting their respective frontiers in the valley of the Nile was signed that night. Broadly stated, the terms of the convention are: The exact frontier from the northern line of the Belgian Congo to latitude 15 is to be determined by a mixed commission, it being agreed that Great Britain shall retain the Bahr-el-Ghazel, with Darfur; France keeping Wadai (or Wady), west of Darfur; Bagirmi, south of Lake Tchad; Kanem, north of Lake Tchad, and, generally speaking, the territory east and north of Lake Tchad lying north of the fifteenth parallel. The French sphere will extend south of the tropic of Cancer to the western limit of the Libyan desert. The signatories agree to equality of commercial treatment from the Nile to Lake Tchad and between the fifth and fifteenth parallels of latitude. The latter clause permits France to establish commercial houses on the Nile and its affluents. The signatories undertake to refrain from exercising political or territorial rights outside the frontiers fixed by the convention.

## CIVILITY AS A BUSINESS ASSET.

General Manager Underwood, of the Baltimore & Ohio Railroad, has issued the following general notice to station agents and trainmen: "Your especial attention is directed to the treatment of patrons by employees of the company. Complaints have been made from various sources of discourtesy to freight and passenger patrons on the part of our agents, or their representatives, at several of our stations, and also inattention of conductors and brakemen to properly care for the comfort of passengers. There should be no cause for such complaints. It is a part of your duty to see that our patrons are treated at all times with politeness and courtesy, not only by yourself but by employees under your charge. One of the valuable assets of a railroad company is uniform politeness and courtesy from all of its employees to its patrons, and this capital must not be encroached upon. It is proper for you to understand that advancement does not depend wholly on your efficiency, but in other directions also, and will be measured in a great degree by the treatment accorded to patrons."