

CARNEGIE'S LIEUTENANTS.

Little Things That Decided the Ironmaster's Choice.

**Start of the So-Called Carnegie
Millionaire—One a Good Salesman,
Another a Rustling Horsehoof—
Mr. Corey, Wheeler a Barrow Well
—All Worked Hard.**

(New York Sun.)

Andrew Carnegie was recently asked:

"What influenced you most in the selection of your lieutenants in the steel industry?"

"Apparently trivial incidents," was the reply.

Then, after a moment's pause, he added, by way of explanation:

"I watched young men with whom I came in contact, and whenever I ran across one who, all unconsciously, by some small action or word uttered in ordinary conversation, made me feel that he had the qualities demanded in my business, I gave him a chance to prove he really had them. And when he did, then he became one of my lieutenants, and in return for his assistance I endeavored to let him have a fair share in the profits of my business."

This, in brief, is the story of the selection and making of the so-called Carnegie group of millionaires.

Charles M. Schwab is one of these men. James Gayley, vice-president of the United States Steel Corporation, is another. Thomas Lynch, successor of H. C. Frick at the head of the world's biggest coke company, is a third; Mr. Frick himself a fourth, and William B. Corey, the youthful president of the Carnegie Company and the Carnegie Steel Company, a fifth.

Then there are H. P. Bove, Daniel M. Clemson, A. R. Peacock, F. T. P. Loveloy, W. W. Blackburn and Thos. Morrison, a cousin of Mr. Carnegie's, another, Thomas Lynch, successor of H. C. Frick at the head of the world's biggest coke company, is a third; Mr. Frick himself a fourth, and William B. Corey, the youthful president of the Carnegie Company and the Carnegie Steel Company, a fifth.

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duces 40,000,000 cubic feet of gas each day in the year.

He still lacks a year of being 50. Like the great majority of Pittsburgh's men of money, he is comparatively young.

Andrew M. Moreland, former secretary of the Carnegie Company, owes his present financial position to his ability to send and receive telegraph messages with lightning-like rapidity and unerring accuracy. This accomplishment softened Mr. Carnegie's heart toward him, for Mr. Carnegie himself a splendid telegrapher, thoroughly appreciates one.

Therefore, Mr. Moreland did not long remain an operator on the private lines connecting the Carnegie plants with one another and all with the New York office of the great iron master. The first thing he knew he was rising rapidly in the steel business.

Like Mr. Moreland, W. W. Blackburn, the present secretary and treasurer of the Carnegie Company and also second vice-president of the Carnegie Steel Company, started in and attracted attention without the aid of outside influence. He was a clerk in a country store in central Pennsylvania before he went to the Carnegie mills, and there he had picked up a knowledge of business principles, which he put to use when Mr. Carnegie shortly caused his new employer to see evidence of splendid business acumen in his work.

After that this poor son of a poor farmer went forward gradually and when Mr. Moreland

RESIGNED THE SECRETARYSHIP of the Carnegie Company he succeeded to the place of Mr. Moreland. He may be called boy millionaires, for each is still on the shady side of middle age.

Like the rest of Carnegie's lieutenants, these two ambitious employers had to work hard to keep the good will of their employer and get a share of the profits. How closely the Carnegie group was kept down to business is shown by the following incident:

Mr. Moreland, when auditor of the company, was summoned to New York to consult with his commercial manager. At dinner Mr. Carnegie set wine before him.

"No, thank you, I don't drink," said Mr. Moreland.

Later on Mr. Carnegie brought out the cigars.

"No, thank you, I don't smoke," said Mr. Moreland.

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a country town in southwestern Pennsylvania, where his father, a hard-working Irishman, had put him through the common school, and started clerking in a wholesale store. After a few weeks' trial he was discharged.

He drifted to the little coke town of Broad Ford, near his home, and became a clerk in the company store. O. A. Tinsman, who had coke ovens in that neighborhood. When Mr. Frick acquired the Tinsman property a few months later, he put Mr. Lynch in charge of the store, because he was its only clerk.

Mr. Lynch made the store pay, and as a result he was told to superintend the various company stores of his employer. Soon he was superintendent of all the coal mines operated by the Frick-Carnegie interests in the Connellsville coke region.

About this time foreigners were brought into the coke regions and all sorts of trouble resulted. The riotous elements of the Irish and mine and county officials hid themselves by causing drink-crazed strikers swore they would kill the first American who attempted to interfere with their anarchistic doings.

Everybody was scared—everybody excepted Mr. Lynch. Despite the pleadings of his friends, the mine men would walk into the midst of a group of strikers and order them to disperse.

So Mr. Lynch was made superintendent of everything that Frick and Carnegie owned in the coal and coke line. Five years ago, when Mr. Frick retired, Mr. Lynch took his place as president of the coke company. He is worth about \$2,000,000.

WHAT THIS YEAR MAY BRING FORTH.

(Toronto Empire.)

Prophets, real or false, who have always been. Even in these latter days there are people who pretend to be able to peep behind the thick veil that obscures the future, and to foretell events that are yet a long way off.

By most sensible persons the modern prophet is regarded as a humbug, but that does not prevent him from being a great success in the world. He cannot tell the future, but he can amuse, and, besides, he is a great success in the world.

MOTHER SHIP'S PREDICTIONS. Within the last five or six centuries the most popular and most remarkable of prophecies is that of the Mother Ship. This prophecy, which flourished in the time of the Crusades, was a very close guess as to future events.

Many of the guesses are clever enough. The Mother Ship, which is said to be a great power in the world, is said to be a great power in the world.

THE HOROSCOPE FOR THIS YEAR. Although the prophets were badly treated last year, since they all agreed that the year would be a bad one, they have not turned out as badly as they were expected to.

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cerning the war with the Romans, the oracle replied: "The Romans, I believe, will conquer," which might mean, "You will conquer," or "they will conquer you."

Many more instances might be cited, in which the prediction was made so as to deceive the person who presumed to invade the future. But probably the most famous is that of Macbeth, who was made by the witches to imagine that he was invulnerable to all of woman born, and would triumph over every foe, "until Great Britain Wood" and many other dupes there are who will read the fortune teller's words with a belief that he is a double sense.

AMHERST MEN IN A BIG DEAL.

C. J. Willis & Co. Secure the Timber Limits of the St. George's Island Co.—The Property Purchased Comprises 300 Square Miles of Virgin Timber Land.

(Halifax Chronicle.) On Friday last C. J. Willis, J. P. Atherton and Stuart Jones, barristers of Amherst, went to New Glasgow to consummate the purchase of the timber limits in the Newfoundland held by the St. George's Island Company, which is almost entirely composed of New Glasgow men.

On Thursday the deal was put through successfully, and C. Willis & Co. thereby became the possessors of a purchase price which it takes six figures to write, of one of the finest timber tracts in the old colony. It is situated between Bay St. George and the Bay of Islands, and consists of several alternate lots which are intersected by the Reid railway, and comprise some 300 square miles, or about 19,000 square miles of virgin timber land.

These tracts are intersected by numerous streams, which for logging purposes are invaluable. Situated in the province of Amherst, the tract contains rotaries, re-saws, mills, saw machines, shingle machines and the only saw machine on the island. One mill is a stationary mill of 200 horse power, with a cutting capacity of 45,000 feet. The other is a portable mill of 25,000 feet per day, and a capacity of 25,000 feet per day.

The tract is situated on Lake St. George and the other on Spruce Brook. Mr. Willis intends to install an electric light plant in the large mill and operate it night and day, and will remove their present mill in Shelburne county to Newfoundland next spring.

Owing to the lateness of the season only 5,000,000 feet of lumber will be cut this winter, but it is expected to cut from 15,000,000 to 20,000,000 each year. Owing to the lateness of the season only 5,000,000 feet of lumber will be cut this winter, but it is expected to cut from 15,000,000 to 20,000,000 each year.

NO HUSBANDS LIKE AMERICANS. Chicago Women Decide This After Listening to What Others Say.

CHICAGO, Jan. 7.—The Social Economic Club, made up of women, decided to know what native produced the best husband. They invited a Turk, a Japanese and a Chinaman to help them find out.

The Turk admitted that a husband in Turkey had unlimited power in his household. He could divorce or destroy his wife if he so desired. The Japanese said it was a case of all no husbands in Japan, providing it was the husband's mother. Japan was into the discard.

MADEL OXLEY FOUND. Madel Oxley, the fourteen-year-old girl, disappeared from Annapolis, was found Wednesday night by Detective Fowler. The girl is an important witness in a criminal case pending at Annapolis, and which has been continued, pending her return. The police department here issued orders for her to be brought back to Annapolis.

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You Can Buy

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BEST FOR EVERY DAY.

CANADA'S NORTHWEST.

The Greatest Development in the World's History.

**Twenty Bushels of Wheat to an Acre—
Americans Pouring into This Part
of Canada and Buying
Up Land.**

(Senator Perley Writes to the Sun.) WOLSELEY, N. W. T., Jan. 1.—An entire year has passed; another harvest has been gathered since I last wrote the Sun a line.

I am of the opinion there never has been a country, new nor old, that has made such strides of progress and development as the Canadian Northwest Territories have in the last few years.

Twenty bushels of wheat to the acre is a high average crop and a good yield. A farmer here will soon get rich or independent if he produces twenty bushels of wheat to the acre. Thirteen bushels at 60c. per bushel will pay all the cost of production, and as he can farm on such a large scale his profits will count up fast.

The past two years have been marked seasons in progress and development in the N. W. T's. We have had the great majority of farms equal to three crops in two years, on Perley farm the wheat in 1901 averaged nearly 40 bushels to the acre, and on the same land a second crop this year, without any further labor than seeding and dry harvesting after the first crop.

We western farmers are inclined to take our crops to market in at least three months of each year, but when it is taken into consideration that we produce equal to three crops in two years, you will readily understand the difficulty task they have had in hand. 1901 was a very prosperous year, all kinds of business and trade increased rapidly. During the past season every farmer was anxious to increase his crop acreage. Immigrants came in by the tens of thousands.

Land sales as well as homesteads doubled, and trebled, and prices of land went up correspondingly. So the N. W. T's today stands in no second place when compared with any other part of the world. The great immigration from the Western States, and the large purchase of our land by American speculators, they too must concede our N. W. T's a great and good country.

It is said an American knows a good thing when he sees it, and that is the cause of so many of them coming here and buying our lands.

It is perfectly marvelous the number of American capitalists who have come here during the past six or eight months and bought up land by the tens of thousands of acres, a large portion for speculation purposes. These men will double and treble their money in a little while, whilst our N. B. capitalists are quietly standing by and letting the golden harvest pass.

The problem of successful agriculture in the N. W. T's has been solved. There is no further doubt about this country being the greatest agricultural county in the wide world. Here we produce the best wheat, the best cattle, the best horses, the best hogs at less cost than can be produced in any other part of the wide universe.

Just imagine horses that are worked hard all summer, "very hard," after it froze up in November we turned out to pasture, the same as you do in N. B. in June, and while on the thin side in flesh when turned out, they are already much fatter, and by spring when we taken them up for work again, will be in splendid condition. This is our experience in past years.

This winter so far is very fine, warm and pleasant, and more snow than in previous years at this date. Stock of all kinds are doing splendidly, and the prospect is good for another good crop, as the land is not frozen hard and solid like it would be if wet at freezing up time. This fall it was dry, and the melted snow will go into the land instead of running away in the rivers next spring. I have frequently met persons in New Brunswick who have the idea that the N. W. T's is a far away country on the outside verge of civilization, that you can't have the luxuries of an eastern orchard and garden. To those persons let me say they are greatly mistaken.

Here in the center of the western continent, we have all the advantages of the highest civilization. Law and order govern the people. Life and property is as safe here as in any part of the civilized world, and the chances for personal enjoyment are all that is desirable in good citizenship.

Some people say we can't raise fruit successfully. Well, that is to be tested yet. We did not raise wheat on other successfully; but we pioneers persevered and finally succeeded in the successful method of cultivation. So now there is no uncertainty in its production and I have no doubt but that in the near future the same conditions of success will follow in the growing of fruit such as apples and plums, because we have grown all the small

APOLGIES FOR CANADA.

TORONTO, Jan. 3.—The Telegram's cable says: A blue book issued lately states that Newfoundland's annual contribution towards the support of the British navy will be thirty thousand pounds.

Writing to