

year later he formed a partnership with E. H. Savage under the name of Major & Savage and this grew to be one of the largest real-estate, insurance and financial brokerage firms in the city. Mr. Major continued his connection with it until April, 1912, when the business it controlled was purchased by the Northwest Trust Company, Ltd., of Vancouver, and the concern became the New Westminster branch of that corporation. Since that time Mr. Major has centered his attention upon the supervision of his private interests, which are extensive and varied, for in the course of his active career his ability has carried him into important relations with business affairs in the city.

On the 4th day of May, 1897, Mr. Major was united in marriage to Miss Lillian Welch, a native of London, England, and a daughter of George F. Welch, who emigrated to Canada from that country, locating in eastern Ontario. He later removed to New Westminster and is now living retired in Vancouver. Mr. and Mrs. Major became the parents of three children, Charles Frederick, Evelyn Winifred and Joy. Mr. Major is a member of the Methodist church and is connected fraternally with King Solomon Lodge, No. 17, A. F. & A. M.; Amity Lodge, No. 27, I. O. O. F.; and the Native Sons of British Columbia. He belongs to the Westminster Club and is a conservative in his political beliefs, interested in community affairs but not active as an office seeker. He stands high in both a business and a social sense and well deserves mention as one of the representative citizens of New Westminster.

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#### ERIC WILSON HARDIE.

Among the younger generation of business men in Victoria is numbered Eric Wilson Hardie, well known as a successful dealer in real estate. He was born in Manchester, England, November 2, 1886, and is a son of Henry and Mary Hardie. The father, who is now deceased, was the owner of cotton mills in Manchester for many years and moved with his family to Victoria, British Columbia, about 1891, on account of failing health.

Eric Wilson Hardie was five years of age when he was brought to Victoria by his parents and he acquired his education in the public schools of that city. After laying aside his books he began his business education as clerk in a railway office, and after four years of this work he entered the Dominion Government Savings Bank, remaining connected with their Victoria branch for about six years. In 1912 he engaged in business independently as a dealer in real estate and continues to do so at the present time.

Five years ago Mr. Hardie was married to a daughter of Charles N. Cameron, one of the pioneers of the city and a brother of the late Agnes Deans Cameron. Mr. Hardie is a member of the Church of England and gives his political allegiance to the liberal party.

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#### ARTHUR NEVILLE SMITH.

Arthur Neville Smith, who since 1899 has been identified with the real-estate and insurance business in Chilliwack after several years' connection with important business interests in Vancouver, was born in Paris, Ontario, June 28, 1867, and is a son of Neville and Martha Clarke Smith, the former a captain in the British army for a number of years. The father has passed away.

Arthur N. Smith acquired his education in public and private schools of his native province and afterward entered a law office, where he remained for a short time. He then became clerk in a bank at Dresden and from there moved in 1882 to Dakota, where he became connected with the First National Bank of Ashton. In 1887 he moved to British Columbia and settled in Vancouver,