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David Blythe Hanna

(Continued from page 7.)

calamity"—and he raised his voice with the earnestness of a Scotch preacher— "that the west should be shipping in meat, butter and eggs, three of the things that can be raised in that country in such great abundance and with so much "asse"

He spoke not merely as a railway man; but as one interested profoundly in sound local economic conditions.

but as one interested profoundly in sound local economic conditions.

"I think we can claim some credit for being interested in local conditions as well as in through traffic," he said.

"We began that way. We have always believed that the country through which we ran our roads ought to be developed as rapidly as possible; that the roads we build should be as busy as possible just as soon as they can; that the country should develop along with the railway and the road along with the country. That—is an axiom with us."

I did not doubt it.

"We have done the best we know how to act on the principle that the farmer is the backbone of prosperity," he went on. "We have reduced our rates as low as we can on implements, lumber and other things on which the freight rates are a prime consideration. That's basic."

"At the same time—you have paradoxes?"

"We certainly have. Here's one."

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"We certainly have. Here's one."

He pointed out with great earnestness how both Dominion and Provincial governments are primarily anxious to have new branch lines built to reach people.

"Naturally. Because, first of all, influx of population is the prime business of immigration departments and of provincial governments. We agree to that. No one is more anxious to get people in than we are. We are bringing people on our own steamships as fast as we can get them. Only last week we landed seven hundred at Quebee—third-class; at an unusually late season. We want to see these people placed where they can be most productive. Well and good—in they go. In many cases they go to some unrailroaded territory to get cheap land—also a prime consideration with them. The governments naturally want the railroads to get after them, to supply them with railway facilities. We do so. We have always done so. The Canadian Northern began by extending its original stub line to reach a colony. Very well. What happens? We build costly branch lines 'o reach people with no railroads. These lines are for some time a charge on the traffic of main lines. There is not business enough to make them self-supporting. Then—we are asked almost immediately to reduce our rates, making it impossible to operate branch lines without a system of benevolences.

"I call that—'a curious anomaly,'" he said, laughing.

He spoke over the telephone. His sectors we would thim that he had a meet

"I call that—'a curious anomaly said, laughing.

He spoke over the telephone. His secretary reminded him that he had a meeting in a very few minutes.

"Believe me," he wound up, "the railways are much more interested in seeing people productive than in seeing the price of real estate go up. No, we haven't much trouble just now with idle farm lands. We are not slacking up in our building operations. We are never

haven't much trouble just now with idle farm lands. We are not slacking up in our building operations. We are never done. We can't always be so busy as now. But we've always said that; yet we keep going ahead. I believe——"

He got his hat.

"Be sure I believe in the farmers of the west doing all they possibly can to help themselves to be productive; in mixed farming—or real farming as opposed to wheat-mining; in thrift and industry and local improvement; in giving the land a chance to do the best it can, because land must wear out some time.

"And not least of all"—here he shot out to the elevator with a clerk at his coat-tails whom he dismissed with brief instructions at the door—"I believe in the farmer doing all he can to take care of his own wheat in his own granaries till such time as the railways can handle it. We have too much happening all at once. We don't believe in congestion. Wheat can be stored just as well in small elevators as in big ones; as well in internal elevators as in terminals. Equalize traffic; keep us evenly busy as far as possible the year round— oh, Lord! we'll get things out and keep things moving——"

And just as he got into the car another clerk pounced upon him with a de-

And just as he got into the car another clerk pounced upon him with a desire to know what-

The car was on the way. And till it

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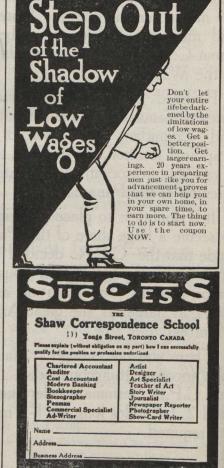
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