

Talks to Ticket Agents.

By F. B. Sunkey, Pittsburg, Pa.

(Continued from previous issue.)

AMBITION.—Be ambitious. Caesar was ambitious, and most of us know what he accomplished during his life. No agent should be content to remain all his life at some small station, performing his duties mechanically, receiving the same remuneration year in and year out. Therefore, be ambitious. Look forward to promotion from the ranks. Never be satisfied until you reach the top rung of the ladder. Never let it be said that you have no life or energy in you. Every agent who applies himself has a chance to be advanced, and should always be on the alert looking forward to a larger and more remunerative agency, or to becoming a travelling, district, assistant general or general passenger agent. With each advancement comes increased opportunities and possibilities. Do not let increased responsibilities frighten you, but when they present themselves, master them. If you are not conversant with any particular subject, make that subject a study. This can be accomplished by carefully reading up on the subject, or by conversation with some one who is thoroughly posted. Do not be afraid to ask questions. This is a weakness some of us have which should be overcome. Something can be learned every day of our lives, and no one ever knew it all. It does not belittle you to ask questions, when you do not understand—it manifests the proper spirit. The lack of a good school or college education is no excuse for failure, as many of our prominent men have risen from the most obscure birth. Be not satisfied because you can perform your present duties faithfully and well, but always be on the alert to pick up something new, whether you have occasion to use it in your present position or not. There will come a time some day when it will be just what you want. When the eagle eye of your superior officer rests upon you as the man best fitted to fill some vacancy you can put it into practical use. "A faint heart ne'er won fair lady," neither will a man without ambition, and who makes no attempt to help himself be ferreted out for promotion. You may ask the question, "How do my superiors know my worth and how I perform my duties?" They know it in many ways. Your work speaks for itself. It is seen by the manner in which you send in your reports—the way your reports are gotten up, and the promptness with which they are sent in. They hear it from travelling representatives of the company and from the public generally. But, best of all, a constant increase in your office receipts from month to month makes it plain indeed. No X-ray or microscope is necessary to explain this fact. On the other hand, a decrease in your office receipts works in exactly the opposite direction. Endeavour to increase your office receipts at all times. Have you ever noticed other agents connected with your own road who have been promoted to higher positions, from smaller stations than yours? If so, have you ever wondered why they were promoted instead of yourself? There is a good reason for the selection of the other man. He has been making his work a study; he is a bright, energetic and persevering fellow and never loses an opportunity to make a good showing. Consequently his ability is recognized and he is rewarded for the faithful performance of his duties. A man who has ambition and is constantly aiming at something higher and better, is bound to reach a high standard of excellence. So can we all if we only embrace the opportunities. We cannot possess external without exerting ourselves a little. If a thing is of value it is worth striving for. Anything which can be had for the asking certainly has no worth. It is the amount of work

performed which fixes the value of anything. Therefore, if we wish to possess a thing which is of value to us, and being of value, thus enhances our condition in life, we must necessarily broaden our intellectual capacity by hard study.

"The heights by great men reached and kept,
Were not attained by sudden flight;
But they while their companions slept,
Were toiling upward in the night."

(To be continued.)

C.P.R. Earnings, Expenses, Etc.

Gross earnings, working expenses, net profits, increases or decreases over 1901-02, from July 1, 1902:—

	Earnings.	Expenses.	Net Profits.	Increase or Decrease.
July	\$3,246,620.51	\$2,070,909.25	\$1,175,711.25	\$79,844.32+
Aug.	3,554,184.56	2,191,283.11	1,362,901.45	57,269.36+
Sept.	3,651,481.42	2,240,726.92	1,410,754.50	58,022.78+
Oct.	4,127,402.07	2,511,267.44	1,616,134.63	149,095.41+

\$14,579,688.56 \$9,014,186.72 \$5,565,501.84 \$344,231.87+

Approximate earnings for Nov., \$3,898,000 against \$3,506,000 for Nov., 1901.

DULUTH, SOUTH SHORE AND ATLANTIC RY.—Gross earnings for Oct., \$259,205.85; net earnings, \$98,800.19, against \$231,159.56 gross and \$69,106.93 net for Oct., 1901. Net earnings for four months ended Oct. 31, \$426,615.95, against \$382,063.26 for same period, 1901. Approximate earnings for Nov. \$197,175, against \$204,895.

MINERAL RANGE RY.—Approximate earnings for Nov., \$48,916, against \$48,938 for Nov., 1901.

MINNEAPOLIS, ST. PAUL AND SAULT STE. MARIE RY.—Gross earnings for Oct., \$844,467.88; net earnings, \$519,151.85; against \$692,108.82 gross and \$423,224.22 net for Oct. 1901. Net earnings for four months ended Oct. 31, \$1,460,497.46, against \$1,200,535.75 for same period 1901. Approximate earnings for Nov. \$750,608, against \$671,731 for Nov., 1901.

Canadian Pacific Railway Land Sales.

	Acres.	Amount.		Amount.
	1902-03	1901-02		1902-03
July	155,344.93	49,089.96	\$562,876.50	\$154,646.84
Aug.	130,723.83	50,747.82	473,064.85	165,871.16
Sept.	145,535.83	60,060.46	542,811.11	197,057.61
Oct.	270,616.23	150,572.96	952,645.35	465,655.62
Nov.	146,687.83	151,922.89	598,788.99	512,862.94

848,908.65 462,394.09 \$3,130,185.80 \$1,496,094.17

Grand Trunk Ry. Earnings, Expenses, &c

The following statement of earnings, supplied from the Montreal office, includes the G. T. of Canada, the G. T. Western, & the Detroit, Grand Haven & Milwaukee Rys.

	1902.	1901.	Increase.	Decrease.
Jan.	\$2,278,978	\$2,242,117	\$36,861	....
Feb.	2,018,926	2,005,341	13,585	....
Mar.	2,537,873	2,386,090	151,783	....
April	2,436,756	2,365,491	71,265	....
May	2,574,198	2,343,535	230,663	....
June	2,503,824	2,333,204	170,620	....
July	2,580,422	2,365,970	214,452	....
Aug.	2,719,303	2,645,340	73,963	....
Sept.	2,885,405	2,628,773	256,632	....
Oct.	2,956,358	2,740,910	215,448	....
Nov.	2,726,450	2,464,299	262,150	....

\$28,227,502 \$26,521,070 \$1,706,432

The following figures are issued from the London, Eng., office:

GRAND TRUNK RY. CO.

Revenue for Oct.:

	1902.	1901.	Increase.	Decrease.
Gross receipts	£492,100	£462,800	£29,300	....
Working expenses	323,800	298,900	24,900	....
Net profit	£168,300	£163,900	£4,400	....

Aggregate July 1 to Oct. 31:

	1902.	1901.	Increase.	Decrease.
Gross receipts	£1,876,300	£1,754,900	£121,400	....
Working expenses	1,216,600	1,134,200	82,400	....
Net profit	£659,700	£620,700	£39,000	....

GRAND TRUNK WESTERN RY.

Revenue for Oct.:

	1902.	1901.	Increase.	Decrease.
Gross receipts	£91,800	£79,300	£12,500	....
Working expenses	78,500	66,100	12,400	....
Net profit	£13,300	£13,200	£100	....

Aggregate from July 1 to Oct. 31:

	1902.	1901.	Increase.	Decrease.
Gross receipts	£325,000	£297,100	£27,900	....
Working expenses	290,400	256,800	33,600	....
Net profit	£34,600	£40,300	....	£5,700

DETROIT, GRAND HAVEN AND MILWAUKEE RY.

Revenue for Oct.:

	1902.	1901.	Increase.	Decrease.
Gross receipts	£23,400	£20,900	£2,500	....
Working expenses	17,600	15,800	1,800	....
Net profit	£5,800	£5,100	£700	....

Aggregate from July 1 to Oct. 31:

	1902.	1901.	Increase.	Decrease.
Gross receipts	£88,600	£80,600	£8,000	....
Working expenses	61,400	58,000	3,400	....
Net profit	£27,200	£22,600	£4,600	....

TRAFFIC RECEIPTS OF THE SYSTEM.

Aggregate from July 1 to Oct. 31:

	1902.	1901.	Increase.	Decrease.
Grand Trunk	£1,876,770	£1,752,076	£124,694	....
G. T. Western	325,335	297,207	28,128	....
R. G. H. & M.	89,090	80,795	8,295	....
Total	£2,291,195	£2,130,078	£161,117	....

January Birthdays.

Many happy returns of the day to

R. H. Bell, Travelling Freight and Passenger Agent, Canadian Northern Ry. at Montreal, born at Toronto, Jan. 13, 1865.

G. M. Bosworth, 4th Vice-President C.P.R. at Montreal, born at Ogdensburg, N.Y., Jan. 27, 1858.

G. McL. Brown, Superintendent of C.P.R. Dining, Sleeping and Parlor Cars and Hotels at Montreal, born at Hamilton, Ont., Jan. 29, 1865.

P. W. Brown, Purchasing Agent, Duluth, South Shore and Atlantic Ry., and Mineral Range Ry. at Marquette, Mich., born at Uxbridge, Worcester Co., Mass., Jan. 18, 1845.

N. S. Dunlop, Tax Commissioner C.P.R. at Montreal, born near Almonte, Ont., Jan. 17, 1861.

Sir Sandford Fleming, K.C.M.G., director C.P.R., promoter Pacific cable, born at Kirkcaldy, Scotland, Jan. 7, 1827.

T. A. Foque, Mechanical Superintendent Minneapolis, St. Paul and Sault Ste. Marie Ry. at Minneapolis, Minn., born at Boston, Mass., Jan. 14, 1866.

H. O. Harris, General Manager Midland Ry. of Nova Scotia at Windsor, N.S., born at Devonport, Devonshire, Eng., Jan. 16, 1857.

W. Phillips, General Agent, Passenger and Freight Departments, Canadian Northern Ry. at Toronto, born at Toronto, Jan. 31, 1870.

J. Pullen, General Freight Agent G.T.R. at Montreal, born at Shepton Mallet, Somersetshire, Eng., Jan. 23, 1863.

C. Riatt, Master Mechanic Canadian Northern Ry. at Winnipeg, Man., born at Craigs, Montrose, Scotland, Jan., 1860.

C. Shields, Second Vice-President, and General Manager Dominion Coal Co. and Sydney and Louisburg Ry. at Glace Bay, N.S., born at Albany, N.Y., Jan. 1, 1856.