

colleagues. As the Hon. Mr. Tarte said of a later Cabinet, "They fought like blazes." Sir John was cut to the quick by the desertion and censure of some of his intimates who were indignant at his friendliness to and faith in the Canadian Pacific.

At one of the earliest meetings, when a gloomy report was read, and the dividend passed, Sir Donald Smith said, in reply to a scathing attack:

"Let me say emphatically, so far from the statement that I have been enriched by my connection with the C.P.R. being true, the actual truth is, if I had never touched the C.P.R. I would have been better off. Nevertheless I am here to-day to tell the stockholders that the C.P.R., in my judgment, will speedily become one of the greatest profit-making enterprises in this country. I have not lost faith in it. I never did; I never will. I am in the same boat with all of you. I am willing to wait. I know that the tide will turn, that business will improve, and that the C.P.R. before very long will be paying eight and ten per cent. dividends. I ask you to feel that I would not say this if I did not from the bottom of my heart believe it."

These brave words cleared the air and inspired confidence which has never since been disturbed. On November 7, 1885, the last rail was laid on the main line which extended 4,315 miles.

The following shows the fluctuations of the stock since 1890, the figures under each year being the highest and lowest for that year:

STOCK FLUCTUATIONS.

| 1891 | 1892 | 1893 | 1894 |
|------------|------------|----------|------------|
| 92¼, 72¼ | 95, 72¼ | 95, 71 | 73, 63 |
| 1895 | 1896 | 1897 | 1898 |
| 63, 34 | 63¾, 34 | 82¼, 47½ | 90¾, 70½ |
| 1899 | 1900 | 1901 | 1902 |
| 98½, 83¾ | 100, 85¾ | 116½, 87 | 145¾, 109½ |
| 1903 | 1904 | 1905 | |
| 135½, 117½ | 135¾, 110, | 178, 131 | |

As soon as the line was in operation the public recognized that a new style of railway management had been introduced which made the C.P.R. very popular. Trains were run on time, the officials were very courteous, every possible comfort and convenience was provided in the cars, the line, in a word was run on business principles.

This was a novelty and it paid, it helped, by example, to make other lines also pay and taught all engaged in transportation business how wise it is to study and cater to the needs and the tastes of the public.

In the years when C.P.R. stock dropped so low numbers of American railways went into the hands of receivers. The prevailing trade conditions may be judged by the total assessment of Winnipeg steadily declining for some years until in 1890, it was 14 millions less than 8 years before, and stag-

nation existed until 1900 in which year par was first reached of C.P.R. stock.

This woke up both Wall St., and London, where heavy purchases were made. In January, 1883, the stock was listed on the Montreal Stock Exchange. When the "slump" came in 1895, Canadian holders sold out in a panic—much to their regret ever since for every subsequent year showed an advance.

In 1896 a 2½ p.c. was again paid, in 1898 the rate was 4½, then in 1900 it was raised to 5 p.c., when par was reached, and last year six p.c. was made the dividend basis.

The net earnings of the company yearly from 1885 to 1905 were as follows:

| | Net. | | Net. |
|---------------|-------------|---------------|--------------|
| 1885 | \$3,225,217 | 1897 | \$10,363,775 |
| 1890 | 6,239,700 | 1898 | 10,475,371 |
| 1891 | 8,069,659 | 1899 | 12,230,165 |
| 1892 | 8,420,247 | 1900 | 8,889,851 |
| 1893 | 7,741,416 | 1901 | 8,745,828 |
| 1894 | 6,243,309 | 1902 | 14,085,912 |
| 1895 | 7,380,950 | 1903 | 15,836,845 |
| 1896 | 8,107,581 | 1904 | 14,213,105 |
| | | 1905 | 15,475,088 |

The land subsidies, for the enormous extent of which the company has to thank its malignant enemies, are becoming more and more valuable every month and there is every probability of their being sold for as much as will amount to 50 p.c. of the entire stock. Every sale also adds to the supply of freight. This enterprise is wholly unique in its victory over what at one time threatened to be a ruinous attack in Parliament, it has no parallel in the range of its service which connects, Europe with this continent, Australasia and Asia, it has no rival in the variety of its subsidiary enterprises as steamers, telegraphs, hotels, etc., while in the vigour, enterprise, and popularity of its management the Canadian Pacific stands in the front rank.

REBATING AND TWISTING.

MR. TARBELL'S VIEWS.

In taking up any one of the monthly letters addressed by Mr. Tarbell, 2nd vice-president of the Equitable Life Assurance Society, we are certain to meet with the breezy utterances of one who endeavours to arouse zeal and enthusiasm. The disheartening experiences of recent months have had no dampening effect on Vice-President Tarbell.

His October letter opens with a graphic description of the Agents' Convention recently held at Manhattan Beach at which, he says, "A thousand loyal, enthusiastic Equitable men and women gathered together under one roof, and such loyalty and such enthusiasm it has never been my good fortune to see before, even in an Equitable meeting. It was high-water mark in good fellowship, con-