

carefully and prudently as they were accustomed to manage the hardware or dry goods business. *They were honest men.* When Huntington began to buy iron and machinery in New York, people flocked to him to sell, and there is a story of some one who came with an offer of a handsome commission to Huntington if he would deal with him. "I want all the commissions I can get," was the reply; "*but I want them put in the bill.*" This road has got to be built without any stealings.*

Don't keep a man at work whom you can't pay regularly at the end of the month: we won't stop work if we can pay only one man, we will employ only one man," was their rule. Therefore every contract was made terminable at the will of the Company. In New York, where the money was to be raised on the bonds, and the material had to be bought and shipped, the bonds were sold only for money, and the iron bought for cash, and all this time the interest was kept down by every possible provision. "If there is any money to be made in building this road," said Huntington, "I mean that the Company shall make it." When some person tells you that the Central Pacific people were close you *will understand that they were honest.*

Nor were they satisfied to merely complete their road. They have busied themselves establishing feeders for it in California, and already own and manage almost the whole railroad system of that State. North towards Oregon, and southward, through the great San Joaquin Valley, towards Los Angeles, San Bernardino, and the Colorado River, engineers are busy laying tracks or completing surveys. The Californian and Oregon Railroad, which will be completed this year, opens the whole of the Great Sacramento Valley and the northern part of the State, and connects with the Oregon Railroad system. The Southern Pacific Railroad, with the Visalia branch, in like manner opens up the still richer San Joaquin Valley, as well as the series of smaller valleys lying west of the Coast Range, which already produce enormous crops of grain. The Western Pacific and Californian Pacific Railroads complete connections between Sacramento and San Francisco; and the Napa Valley, the Copperopolis, the Watsonville, and other branch roads gather in the products of other fertile regions, and carry them to the main line.

* Compare this with our Canadians and their mode of doing business. This honesty (fool now) of purpose and faith in each other.