

## A Tremendous Crush Attended the Ball

—Drawn for the Daily News by "Hop"



### CAREER OF THE LATE PRESIDENT

The late President Charles M. Hays' career began in the beginning of big business in railway history. A big man named Talmage was made vice president and general manager of the Gould lines, with headquarters in the offices of the Wabash Railroad at St. Louis. Mr. Talmage wanted a young man for the post of confidential secretary. He had his own way of choosing assistants. Down in the passenger department all the clerks were young. He went there to look them over and found all but one either chatting or watching the clock. To this one he crossed and asked the time. There was no answer. Leaning his hand on the desk Mr. Talmage repeated the question. The clerk came out of his preoccupation and looked up with his pen in the air.

"I beg your pardon. Did you speak to me?"

"I merely asked the time. That was all," said Mr. Talmage.

The lad looked around three sides of the room and finally found the clock on the fourth.

"Eleven-fifty," said he and went on with his work.

"Thank you," said Mr. Talmage, and went away. Next morning the clerk who had to search for the clock was in the new place, at the big man's elbow. He grew up in association with this big railway man and others, and became a great railway man himself, one of the greatest railway men ever known on the American continent.

The Grand Trunk Pacific Transcontinental from St. John to Prince Rupert was his creation. The spirit that possessed him that faraway morning when Mr. Talmage asked the time moved him to the hour of his tragic death. He was a dreamer of high dreams, with power to make his dreams come true. He had the genius of hard work.

In his room in the Grand Trunk building at Montreal there was no clock. Being human, he never questioned the ultimate supremacy of time, but he got all there was to get out of every hour as it passed, and had no toleration for a clock watcher.

"These people," he used to say, "know only two stations on the line—Sundown and Payday." The only admonition he ever gave out was "do a thing and do it quick." To transport things is the whole purpose of a railway, and transportation cannot wait. Things have to be "done quick."

Mr. Hays did them that way all his life. Otherwise he never could have done so much. But nothing he ever did was unconsidered. He had the gift of prompt perception, and the instinct to act swiftly upon what he perceived. How much this co-ordination had to do with his long career as a creative and constructive force in railways is a minor question, since it would involve no more than the training of qualities that were themselves inborn and not acquired. His own statement of what he believed to be the most valuable asset a railway man can have is intensely characteristic: "The genius of railroading lies in patience; in the ability to see and hear all sides of a subject or a controversy, and then explain why you can't do what the other fellow wants."

His engagement with Mr. Talmage brought him into the difficult labor of reorganizing the decrepit Wabash system. He was not long confined to mere secretarial labors. Talmage was one of the keenest traffic men of that

day. Within a very little time he had discovered in his young assistant a genius of his own kind, and promptly set him about tasks respondent to his gifts. A year or so later one of the big men from New York was going over the line in a discouraged state of mind, and met Hays.

"You are a bright young man, Mr. Hays," said he, "but you never will live to see this tangle straightened out."

That bodeful prophecy was reversed in the event, for his thirty-seventh year found the "bright young man" vice president and general manager in a rehabilitated and profitable Wabash system.

Before his fortieth year he had taken up another hopeless looking job. He had resigned from the Wabash and accepted a five years' contract with the old Grand Trunk, as general manager. He found the property almost in the article of death, dilapidated and under equipped, managed from London by cumbersome, antiquated methods, and heavily in debt. Within the contract term he had completely reconstituted it, wiped out a costly and obstructive working organization, put an effective one in its place, and brought the line up to the American standard of equipment and service. At its close he assumed direction of the Southern Pacific, and the way that happened is a little story by itself.

Collis P. Huntington had only recently passed away. The Harriman interest had begun to rise in power and a new head was needed for the great rail empire Harriman was building. The Grand Trunk indicated him as the man for the place, but he knew nothing about that. He was going down Wall street one day early in 1901 when some one stopped him with a hand on his shoulder. He turned, and recognized a Southern Pacific director.

"We have been trying to locate you, Mr. Hays," said this gentleman. "You have just been elected president of the Southern Pacific to succeed Mr. Huntington."

Mr. Hays briefly expressed his willingness, and went on about his errand.

Sixty days later Mr. Harriman had secured control of that system. The twain could not agree. Mr. Harriman's operators were not in tune with the doctrine that a railway should be run by a railway man by the light of his own experience and knowledge, and to that doctrine Mr. Hays firmly adhered. There was disagreement and Hays resigned before the year was out.

Mr. Hays was then 45 years of age, and with a record of successful railroad management that simply marked him out for a controlling place with the Grand Trunk Railway, which had never really relinquished interest in him after his connection with it. Indeed, no sooner had he resigned from the Southern Pacific than Canadian and American newspapers all made certain that he had done so simply on the call of the Grand Trunk. This, however, was not the case, though Mr. Hays did go back to the Grand Trunk. He was appointed second vice president and general manager of the Grand Trunk again on January 1st, 1902. Mr. Reeves, the gentleman he succeeded, met him in Montreal with words showing the need for his genius in railroad organization when the task is hardest. "Charlie," said Mr. Reeves, "your coming back has added twenty-five years to my life."

That was in 1902 when C. M. Hays was forty-five. In the decade that lies between then and today, when all Canada is realizing with sudden shock that C. M.

## "The News" Classified Ads.

### —One Cent A Word For Each Insertion—

—THERE ARE NO "DEAD ONES" HERE—

Hays is gone from the great railroad world that acknowledged his supreme ability. C. M. Hays did all his really greatest work for the Canadian half of the North American continent. During that decade he became president of the Grand Trunk Pacific railroad which was his life work. He was also made president of the Central Vermont, president of the Grand Trunk Western and of numerous other subsidiary lines. He was appointed director of the Royal Trust Company and of the Merchants' Bank of Canada, besides many other great enterprises, both financial and concerned with the tremendous transportation problems of the continent.

#### Mr. Hays Life Work

The Grand Trunk Pacific Railway is a gigantic enterprise that appeals both to the mind and to the imagination. It is a great engineering undertaking. Its construction is an adventurous proceeding, for much of its track is being laid through country little known and practically unexplored. The credit for the successful culmination of this great enterprise is to a great extent due to the efforts of Chas. M. Hays, who has been the guiding star of the whole affair.

The birth of the G.T.P. was the result of the demand for greater railway facilities in the country west of Winnipeg. The man who more than anyone else was responsible for it was Charles Melville Hays, whom Sir Chas. River Wilson called in to retrieve the then downcast fortunes of the Grand Trunk Railway. Mr. Hays, when he first set foot in Canada in 1899, was a complete stranger to the Dominion. To-day his name is a household word from the Atlantic to the Pacific.

"Within a decade he accomplished as much, if not more, than the majority of men achieve in the whole of their lifetime. How he changed the map of Canada is one of the most fascinating romances of modern times. Through his efforts a new agricultural country, four times the area of the great wheat belt of the United States, has been rescued from oblivion. The veil of mystery has been torn from the northern stretches of Ontario and Quebec, and a new Land of Promise has been revealed in Northern British Columbia."

The completion of the formalities which rendered the fulfillment of this vast Canadian project possible is a striking tribute to the foresight and energy of Mr. Hays, "who earned rightly the distinction of being the 'Cecil Rhodes of Canada.'"

Had he been spared to see the realization of his dream in the completed transcontinental, he would have had the unique distinction of controlling the greatest network of railways in the world, for the system of the Grand Trunk Pacific and the Grand Trunk Company will aggregate not less than 16,550 miles.

Lots 19-20, Block 16, section 8, \$750; 1/2 cash, 6, 12 months. Th. Collart, 225 6th street. tf

Suits, dresses, coat collars, millinery, hats, trimmings and novelties, at Mrs. Frizzell's. tf

#### For Rent

FOR RENT—Modern apartments in Clapp Bldg., \$30 a month. Bainter & Sloan, Phone 387.

FOR RENT—4-room house, 640 8th ave. Apply Phone 312.

FOR LEASE—McIntyre Hall, well heated and lighted. J. H. ROGERS, Phone 116.

FOR RENT—5-room cottage, near McBride, 4th ave. Bainter & Sloan. Phone 387.

LARGE 4-room house for rent; 112 8th ave., corner McBride. P. O. box 161. 84-90

#### Insurance

OUR Companies are noted for prompt and just settlements. We write every known class of Insurance. The Mack Realty and Insurance Co.

#### Help Wanted

WANTED—Experienced ticket seller. Apply Stephens Bldg., 3rd ave., room 9, between 5 and 6 o'clock p. m. 41

WANT girl attending school to help mind baby from 4 to 8. State what expected. Address X 15, News.

#### Wanted Houses

WANTED—Large store with good show windows in best business locality. Will lease on good but not exorbitant terms. Box 217, News Office. tf

#### Business Chances

WANTED—Restaurant outfit, especially range, also bedding and cheap furniture for about ten rooms. P. O. box 105. 9-11

#### Miscellaneous

FOR SALE—Good cooking range. 210 7th ave. 91-11

ENGLISH girl, stenographer, desires a position. R. P. O. box 305. 93-95

PORT SIMPSON—A few cheap lots close to H. B. Co. property; very easy terms. Apply 412 4th ave. 92-98

FOR SALE—One dory, one round and one flat bottomed boat, also herring nets. The lot \$40. E. Keys, Gen. Del. 80-92

WANTED—Contract 10,000 yds. sand and gravel, 15¢ per square yard, within 17 miles of Prince Rupert. Box 21, News. 93-98

FOR SALE—Choice 222 acres, close to station. A. I. soil, partly improved, ploughing, hay. One of the best locations on Skeena River. \$6,000.00; half down, balance in suit. See or write Chas. E. Carpenter, Lorne Creek, B. C. 89-94

#### ST. ANDREW'S SOCIETY SOCIAL

Entertainment and Dance in the K. of P. Hall Last Night.

In the K. of P. Hall last night the members of the St. Andrew's Society of Prince Rupert and their friends enjoyed an attractive social, concert and dance. The vocal program included many good old Scottish favorite songs. Miss Killen's highland fling was danced with all the vigor and grace of finished training in the highland national dance, and the instrumental contributions to the program greatly pleased. Besides the concert program there was an acceptable program of dances which were enjoyed to excellent music. Contributing their welcome talents to the evening's enjoyment were Mr. Alex. Grey, Mr. A. Bain, Mrs. L. B. Warner, Mr. R. Killen, Miss Mabel Grey, Mr. and Mrs. Dowther, Mr. Stein, Mr. McLean, Mr. Bremner, James Kelly and several others whose services were acceptably received. The social and dance lasted until well into the night and was an enjoyable success.

### BIG REALTY TRANSACTION

Robert Ashland, Famous Local Hotel Man, Disposes of His Corner at Third and Seventh to McCaffery & Gibbons.

One of the most important realty transactions made here for some time was that consummated yesterday when Robert Ashland sold to McCaffery & Gibbons lots 23 and 24 in block 23, section 1, being the northeast corner of Seventh street and Third avenue. Messrs. McCaffery & Gibbons have purchased the property for investment. It is regarded as one of the very best corners in the city and was bought by Mr. Ashland about two years ago for \$14,500, since then he has spent some \$5,000 in clearing the rock. His profit is \$15,500, or more than double the original investment.

#### OFFICIAL INSPECTION

Deputy Minister of Agriculture Goes to Graham Island.

The Prince John last night had as passengers to Masset W. E. Scott, deputy minister of agriculture; J. F. Carpenter, of the Agricultural department; William Manson, M. P. P.; E. M. Sandilands, government agent to be located at Charlotte City, and C. Gillingham, road superintendent.

#### BALL PLAYERS WANTED

Now is the time for ambitious youths to step into the limelight of baseball fame. Everyone desirous of playing ball this season should call on Manager Corley at the Royal Hotel and register his name.

#### Open Verdict Returned.

An inquest was held yesterday afternoon on the remains of George Nearants, who met his death by falling from a derrick at Mile 59. E. M. Sandilands was the coroner and J. G. Scott, J. E. Merryfield, H. F. McRae, George Frizzell, A. McMeekin and Mr. Munro the jury. The evidence did not implicate anyone and the jury returned a verdict of accidental death.

BOARD—Strictly tariff companies now represented by The Mack Realty & Insurance Co., The Insurance People, 2nd ave and 5th st. tf

### KILLED BY BLOW AT GOVT. WHARF

Walter Durrer Clung with Broken Spine to Framework of Sheds, but His Battle for Life Was in Vain.

Caught by a swinging timber which struck him on the back with force enough to break the spine, Walter Durrer clung at another upright timber clung with such tenacity that he kept himself from falling to the ground, though fatally injured. The accident occurred late yesterday afternoon at the government wharf, where Emil Kauffman is erecting the wharf sheds. The victim died at seven o'clock last night at the General Hospital, whither he was hurried with all possible speed. His body lies at E. L. Fisher's funeral chapel and an inquest will be held this afternoon.

Deceased was of Swiss nationality, and leaves an uncle, Robt. Durrer, and a sister Emma Durrer, residing in Prince Rupert. Arrangements for his funeral are in the hands of relatives and Mr. E. L. Fisher.

### SUCCESSFUL REPETITION

Prince Rupert's First Cantata Pleased Many New Hearers and Many of Those Who Heard It First Returned with Pleasure.

Again a very large number of Prince Rupert citizens greatly enjoyed the repeat rendering of the sacred cantata "Christ and His Soldiers," which, after further finishing touch rehearsals, was given last night in the McIntyre Hall. It was noteworthy that amongst the audience were many of those who had heard the first rendering of the cantata and who came again to enjoy it. There were also many citizens who, having missed the first performance, were anxious to hear the second. These all expressed the highest possible appreciation of the song service. Congratulations of the most decided type are due Mr. J. E. Davey, whose work in training the voices for this local musical triumph was given unsparingly. Any other musical event associated with his name will be certain of especial attention.

Fine double corner, section 7, easy terms. O. M. Helgeson, Ltd. tf

Customer—What can I do for fleas on a dog?  
Druggist (absently)—Dog fleas get along all right without any assistance from anyone.

"Valhalla" of S.H. & E.F. (SCANDINAVIAN SOCIETY)  
Meets every 2nd and 4th Tuesday at 8 p.m. in the hall at 319 3rd Ave. tf



#### FOR SALE.

Lots 12 and 13, block 29, section 1, \$5,000. \$500 cash, bal. in 5 years, interest 7 per cent per annum.

Lot 13, block 14, section 2, \$900. \$100 cash, balance O. T. P. over 3 years.

Lot 20, block 37, section 5, \$1,000. \$100 cash, bal. 6 and 12 months.

Lot 24, block 7, section 6, \$1,575. \$100 cash, bal. 1 and 2 years.

Lots 18 and 19, block 37, section 7, \$1,500. 1/4 cash, bal. 6, 12 and 18 months.

Lots 1 and 2, block 13, section 8, \$350. 1-3 cash, bal. 6 and 12 months.

#### FOR SALE.

Rooming house, best location in the city. Restaurant on 2nd Ave., near 5th street.

#### FOR RENT.

Store, 2nd Ave., corner of 6th street. Store, 2nd Ave., corner of 7th street.

Jeremiah H. Kugler, Ltd.

PHONE 317

#### NOTICE.

Notice is hereby given that one month after date O. M. Helgeson, Limited, intends to apply to the Registrar of Joint Stock Companies to change the name of the company to "H. O. Helgeson, Limited." Dated at Prince Rupert, B. C., this 21st day of March, 1912.

CARR & BENNETT, Solicitors for O. M. Helgeson, Limited. 11

### ..To Rent.

Cottage on Hays Cove Avenue \$20.00

Cottage on Seventh Avenue, near McBride, \$15.00

### For Sale

2 Lots in Block 3, Section 1 \$15.000

G. R. Naden Co., Ltd.

SECOND AVENUE

#### LOCAL JOTTINGS

At Mrs. Frizzell's for everything in ladies apparel. Sixth Street, Empress Block. tf

The steamer Inlander has tied up at the dock, having been launched successfully at Port Essington on Thursday. She will await the opening of navigation on the Skeena, which can be expected in a week or two.

Everything for the launch or boat at Howe & McNulty's, 2nd Avenue. tf

J. F. Cowan, the famous mining operator of Salt Lake City, Utah, promoter of a rich mining property on Roche de Boule Mountain in the Hazelton district, came down from the mines yesterday and sailed for the south on the George.

Wanted—Position as experienced saleslady or chamber-work at once. Phone Black 148.

Angus Nicholson, railway contractor, was among the passengers for the south today.

ACCIDENTS—The only complete protection is a policy with the Ocean Accident & Guarantee Corporation, the largest casualty insurance company in the world. The Mack Realty & Insurance Co. Agents.

606 3rd Ave. Phone 379

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## Graniteware, Tinware, Crockery, Glassware, Chinaware

Headquarters for Camping and Batching Outfits

SATURDAY SPECIAL  
Full Dinner Sets \$10 Up

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