

A YANKEE ALADDIN IN ENGLAND.

Special Correspondence of the Deseret News by Frank G. Carpenter.

MANCHESTER, England, Aug. 8.—The modern Aladdin is an American, and his name is George Westinghouse. His lamp is an electric one and when he rubs it his industrial palaces spring up in all parts of the world. Every one knows of the great works at Pittsburgh. They have a capital of \$20,000,000, they employ 3,000 men and their field is the United States. There are Westinghouse works in France, Germany and in Russia, but most wonderful of all, especially in their construction, are the British Westinghouse works at Trafford Park. Only a few months ago the grass grew where their foundations now stand, but they are already turning out every sort of electrical appliances for every part of the British empire.

THE BIGGEST OF THE WORLD. In detail of giving you an adequate conception of these shops. They are the biggest works of the world that have ever been erected at one time. The buildings cover 25 acres and the floors are 27 miles of railroad track laid on the ground about them and 3,000 men have been kept busy for 15 months during the bricks and joining together the iron and glass.

There is a big wall about the grounds, and in entering the factories my letter of introduction was carried to the office by an English policeman, and it was in company with Mr. Loud and Mr. Mitchell, the manager and chief superintendent that I took a walk around the great structures. The trip was a Sabbath day's journey. It seemed to me that we went miles in passing up one hill and down another, going from floor to floor, now standing in the mighty bays away up under the glass roof and now walking on the ground and the immense machines used for various kinds of electrical manufacture. I got some idea of the size of the buildings by these machines. Looking at them from the roof, those at the end of the shops seemed no bigger than wheelbarrows, and an immense boring machine, the biggest ever erected in England, having a weight of 250 tons, looked quite small from the gallery.

We went through the blacksmith's shop, which is bigger than a half dozen ordinary factories, and the great iron foundry. We next entered the machine shop, which has an area of about 20 acres, being larger than any other machine shop of the united kingdom. Every crane, which can lift many tons of steel, can be run out in a mighty stream to make the enormous sizes required.

LIKE AN EXPOSITION. The buildings, in short, look more like great exposition structures than common workshops, and their contents are more interesting than any exposition I have yet visited. The roofs are of iron and glass, so that the shops are flooded with light, and this brightness is added by the white paint with which everything connected with the interior is covered. Great attention has been paid to the comfort of the employees, and the workmen will

probably be the envy of their kind in the British Isles. The buildings have cost, so I am told, about \$5,000,000 and the machinery within them about \$5,000,000 more.

AN AMERICAN TOWN IN THE HEART OF ENGLAND.

When these works are in full operation they will employ about 5,000 hands, and a town built on the American plan is growing up there to house them. A building company entirely independent of the electric company has been formed and this company now owns 120 acres of land adjoining the works. It has laid out a town just as we lay out our towns in this west. The streets are in regular blocks, and they are marked by numbers. The ordinary British street has no name that indicates its location, and the people here are surprised at this settlement of the town extending to the Westinghouse men, and they are already turning out every sort of electrical appliances for every part of the British empire.

The town company expects to put up a large hotel for commercial travelers, and will also have schools and club buildings and recreation grounds, and understand that a number of Americans have stock in the company, and that some have bought land adjoining the works expecting to grow rich off the increased values created by the Westinghouse works.

A YANKEE CONTRACTOR AND HIS ENGLISH EMPLOYEES.

The rapid construction of this factory has been a miracle to the English. The job was offered to the local contractors on the condition that it should be finished within 20 months. The Englishmen replied that no man living could get up buildings like these in less than five years. The Westinghouse company thereupon went to America for its builder. They chose a smooth-faced stocky contractor named Stewart, who had made a reputation for quick work in Pittsburgh, Chicago and New Orleans. They showed him the plans and told him that they wanted the buildings completed within 15 months. Mr. Stewart replied that he could do it, and he put the plans in his left breast pocket and started for England. He had never crossed the ocean before, but this did not phase him. He took a corps of Yankee assistants with him to use as superintendents and settled down in a little hotel outside the works. He had only 236 men when he began, but four weeks later his force numbered 2,500, and by advertising extra wages he got the best of the English bricklayers and carpenters for miles around to work on his job. His men kept a record of what each hand did, and the prospect of completing the building was daily estimated by the amount being done.

AMERICAN VS BRITISH WORKMEN.

He soon saw that he must get more work out of his men or the buildings would not be completed in time. He was surprised at the poor results obtained in comparison with what he had been accustomed to in the United States, and it seemed to him that the men were not doing half work. The reasons were laying only 450 bricks a day, and upon his objecting he was told that 50 bricks were the tale required of each man by the London

All About the Westinghouse Industrial Palaces at Trafford Park, Which Sprang Up in a Night—How an American Contractor Built Them—British vs American Workingmen—An American Town in the Heart of England—Shaking the Ghosts of Feudalism—The Story of Trafford Park, Out of Which Hooley Made Three Million Dollars—The Growth of the English Electrical Industries—Great Works Which Have Been Originated by Yankees.



Photo secured for the "news" by Frank G. Carpenter.

HAULING AMERICAN ELECTRIC GENERATORS (1800 K. W.) FOR MANCHESTER'S LIGHT PLANT.

county council. Mr. Stewart told the men that they ought to lay as many as 2,000 bricks a day, and they laughed at the idea. By pushing and by rewards he at last got them up to an average of 500 bricks a day, but there stopped. He then imported some American masons and set them working beside the English laborers. The Americans easily laid from 1,500 to 2,200 bricks daily, and the Englishmen, who were too proud to be beaten by the "barbaric Yankees," put on a spurt and did equally well. Stewart increased the pay according to the work, and there was no objection from the trades unions. The bricklayers kept their busting from that time on to the end, and the result was that he got an average of 2,000 bricks daily out of each of them.

He pushed the carpenters in much the same way and by the use of automatic machinery quadrupled the output of his steel and iron works. To make a long story short he put up all the buildings in the time he had contracted for and made a reputation for himself as a wonder among the contractors of England. He is still in the

country and has been asked to take charge of the building of the Midland hotel in Manchester. This hotel was begun before the laying of the foundations of the Westinghouse works, but little or no progress has been made upon it. The Midland railway wants the work rushed, and they have given the charge of it over to Stewart. Mr. Stewart says that there is no trouble in handling English labor if you do it after the American methods of paying big wages and of insisting that it be done your own way.

THE GHOSTS OF FEUDALISM SHAKEN.

These Westinghouse works are shaking the ghosts of feudalism. They stand upon the old Trafford estate, which has been set up to make a building site for them. The Trafford estate has been in one family for a thousand years. It consisted of 2,000 acres and is known as Trafford park. Ralph Trafford held it at the time of the Norman conquest, and as you stand in the Westinghouse buildings you can plainly see the old ancestral hall, which was erected when Queen Elizabeth reigned, looking out of the trees. Sir Edmund Trafford was knighted by Henry VI. It may have been because the king thought he had discovered, as he claimed, the secret of the philosopher's stone, which would turn everything it touched into gold. However this may be, the Trafford family has been a rich one throughout the generations, and it has, I understand, other valuable estates outside this today.

HOW HOOLEY MADE \$3,000,000.

In the past few years, however, the means of Sir Humphrey de Trafford became crippled by extravagances of various kinds and he sold his ancestral home, so it is said, to pay debts of honor. At any rate, it came into the hands of Hooley, the mushroom millionaire, who made a fortune in floating companies in association with lords and dukes, whom he bought by the score at 20 many guineas per head for the use of their names. Hooley paid about two million dollars for the property five years ago and later on sold it to the Trafford Park company for five million dollars, making a cool three million dollars out of the operation.

The Trafford Park company still owns the most of the estate and it was from them that the Westinghouse company

FORTUNES IN ELECTRICITY.

There is no doubt in my mind but that a great deal of money will be made within the next few years in Great Britain in all sorts of electrical undertakings. The country is just on the edge of its electrical development, but it is growing so rapidly in this respect that the factories cannot keep pace with it. In 1897 the aggregate capital employed in electrical industries was about \$300,000,000, and this has now increased to almost \$800,000,000.

There are, I am told, about 1,500 different electrical enterprises in the united kingdom and these during the year 1900 paid an average dividend of 7 1/2 per cent. Great Britain and America together have 31,000 miles of electric car tracks, and of these only 300 belong to Great Britain. Still this country has almost as many large towns as we have. Its people live in towns and the most of them in towns large enough to have electric cars. The towns are situated close together and in the future the whole country will be covered with a network of electric lines as though by a spider's web.

ENGLISH ELECTRICITY MANIPULATED BY YANKEES.

So far the chief establishments for making electrical supplies here have originated in or have been backed by

the United States. All the companies are under British names, and they use to a large extent British employes, although more or less Americans are connected with all of them. The British Thomson-Houston company is closely associated with the General Electric company of New York. It has just finished building large electric works at Rugby at a cost of more than \$1,000,000. The Dick, Kerr & company makes electrical supplies at Preston, near Liverpool. It has bought the Walker patents and has Prof. Sidney Short, who was manager of the Walker combination in the United States, as its head. In addition to these, there are many smaller electrical companies which are entirely British, but the bulk of the electrical machinery used here in the future will be made in the works originated by the Americans. The people here want American machinery, and even the engineers of the municipalities frequently stipulate in their contracts that their engines, cars and dynamos shall be of American make.

THEY DEAL IN MILLIONS.

Of all the electrical works, however, the British Westinghouse company has by far the greatest. It has put more money into its business and is doing everything on the largest scale. Its capital is ten million dollars and it is already paying 6 per cent dividends on its preferred stock. I get this from a statement made by Mr. George Westinghouse at a meeting of the share-

holders in London not long ago. In his speech he referred to the Pittsburgh works, which had paid 7 per cent dividends right along on a capital of \$20,000,000 and at the same time accumulated a surplus. He said that the British company during the past year had made enough to give the preferred stockholders 6 per cent and in addition a surplus of \$90,000. This had been done although all the orders had to be executed in America, and now that the works in Great Britain were in operation the profits should be much larger.

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I am told that the works here are already loaded with contracts, among which are some of the largest contracts ever issued. One is the transformation of the Mersey tunnel railway at Liverpool from steam to electricity, and others are the power houses and equipment of the enormous railroad system of underground London. The Metropolitan roads, which are headed by Mr. Yerkes, will have 64 miles of double lines and the District railway, which runs outside these, will have 13 miles of double line, the cars of both companies running to a certain extent over the tracks of the other.

A FRIENDLY TIP.

Several retired naval officers were talking together the other evening and let the conversation drift back to the days just after the end of the rebellion, when the navy yard was at the foot of Washington avenue. Various anecdotes were retold concerning the absurd situations that frequently developed through the fact that politics rather than efficiency was the secret of success among the employees of the yard. One anecdote had to do with Commodore Marchand, the commandant of the station. He was making a private tour of inspection when he came across an employe, a painter, seated on a spar smoking a pipe at an

hour when he should have been at work.

"What are you?" asked Marchand.

"Painter," was the laconic reply.

"Why are you not at work?"

"Oh! there's lots of time to work," said the man, proceeding to refill his pipe.

"Do you know who I am," asked the commodore, angry clear through by this time.

"No," said the man, without the slightest appearance of curiosity, striking a match.

"I am Commodore Marchand, and the commanding officer of the navy yard!"

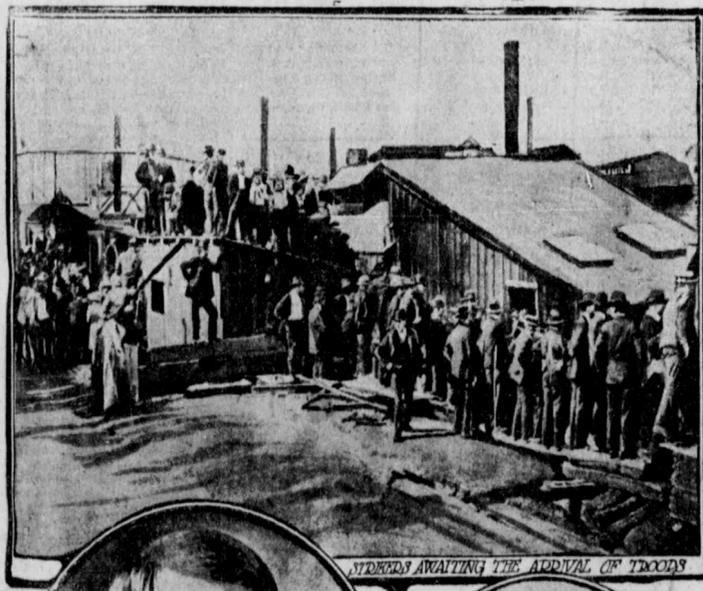
"Is that so?" asked the painter, quietly, between puffs. "Well, you have a first-class job, and I'd advise you to hold on to it."—Philadelphia Times.

COAL STRIKERS' FAIR CASHIER.



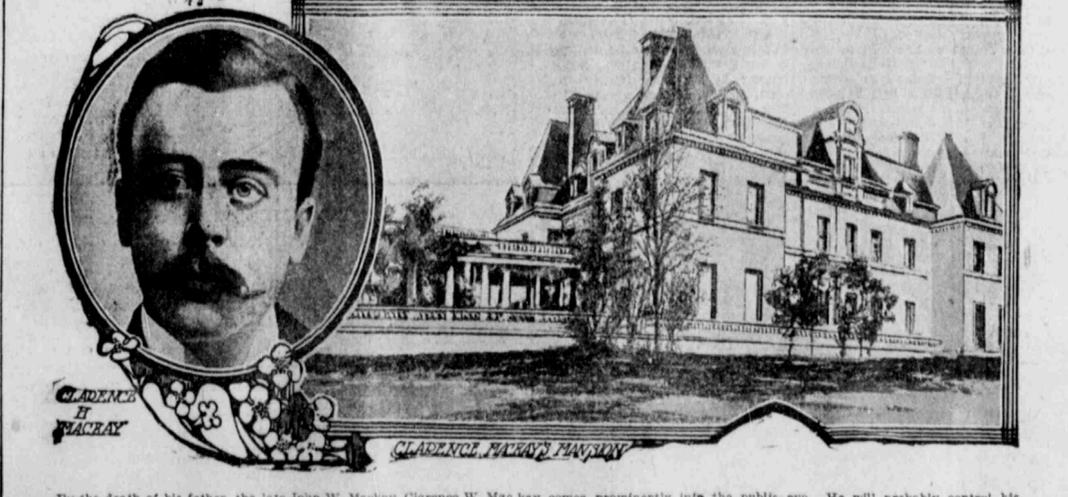
Those who doubt that the striking coal miners are being supplied with adequate funds can very soon be relieved of their doubts by watching this young lady, the expert cashier at the headquarters of the United Mine Workers. It is her duty to count the currency and checks daily received and as the above snapshot shows, the job appears to be anything but a sinecure.

PROMINENT STRIKE NEWS CHARACTERS.



Men are now turned toward the coal fields of Pennsylvania, where events of a startling character are ensue. Above are photographs of William A. Stone, Pennsylvania's governor, and Adjt.-Gen. Thomas G. Stewart, both prominent in the effort to suppress riot and disorder.

CLARENCE MCKAY'S PALATIAL HOME.



By the death of his father, the late John W. Mackay, Clarence W. Mac kay comes prominently into the public eye. He will probably control his father's vast business enterprises, and those who know him say he possesses all his father's commercial genius. Above is his latest photograph, and a snapshot of his palatial mansion in New York, where he and his beautiful wife reside when in America.