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SALT LAKE CITY, MARCH 20, 1908

CONFERENCE NOTICE.

The Seventy-ninth annual, general Conference of the Church of Jesus Christ of Latter-day Saints will assemble in the Tabernacle, Salt Lake City, on Saturday, April 4, 1908, at 10 o'clock a. m. A full attendance of the officers and members is hereby requested.

The general Priesthood meeting will be held in the Tabernacle on Saturday, April 4, at 7 o'clock p. m.

JOSEPH F. SMITH,

JOHN R. WINDER,

ANTHON H. LUND,

First Presidency.

The annual conference of the Sunday School Union will be held in the Tabernacle on Sunday, April 5, at 7 o'clock p. m.

JOSEPH F. SMITH,

General Superintendent.

CHANGE OF FASTDAY.

The first Sunday of April being Conference Sunday, it is suggested that Sunday, March 29, be observed as a fast day in Salt Lake, Ensign, Liberty, Pioneer, Jordan, Granite and Davis Stakes, and any other Stake in which the Stake authorities find that the regular fastday services are interfered with by the General Conference.

JOSEPH F. SMITH,

JOHN R. WINDER,

ANTHON H. LUND,

First Presidency.

RELIEF SOCIETY CONFERENCE.

The April conference of the General Relief Society will be held in the Salt Lake Assembly hall in this city, meetings commencing on Thursday, April 2, 1908, at 10 a. m., and at 2 p. m., and on Friday, April 3, at the same place and the same hours, two sessions each day. All officers and members of the society are earnestly requested to be present. The Young Ladies and Primary associations are also included in this invitation. Presiding authorities of the Church, bishops and brethren interested in Relief Society work will be most welcome.

BATHSHEBA W. SMITH,

President.

ANNIE TAYLOR HYDE,

IDA SMOOT DUSENBERRY,

Counselors.

CITY WATER RATES.

We think Councilman Hall's opposition to the proposed increase in the city water rates is sound and sensible. The councilman says he is opposed to raising the water rates because it would rob the people of the benefit of city ownership of the waterworks. He argues that when the people gave up their right to the water in the original, open irrigating ditches and consented to its being put in pipes it was promised that the rates should not exceed actual cost of maintenance, and that the property of the city would bear its proportion of the cost for the protection it would thus get against fire and the benefit immediately accruing to the property in reduction of insurance and a general increase in value. The cost of the first water mains was paid by a property tax, and all the great extensions and enlargements since have been paid for by bonds voted by the people. But the original plan has been largely forgotten, and different city councils, in greed for more money to spend, have raised the rates and made the waterworks a source of revenue for general city expense.

This position, we say, is undoubtedly false. The city does not really own the water. It only distributes or divides it. The people's property should not be levied upon to pay tribute to an extravagant administration.

Mr. Hall analyzes the water receipts and expenditures and concludes from them that in the past twenty-five years the waterworks have been made to contribute \$750,000 net revenue to the city over and above cost of ordinary yearly water main extensions.

Mr. Hall's conclusion, with which we agree, is that the ordinary water use, is entitled to like benefit and will certainly object to having rates raised for purposes of general city revenue.

And we think the people will be inclined to agree with the councilman that if the present rates are unequal, or if certain large users of water, like railroad companies, breweries and ice plants, that take water for commercial purposes, are not paying their just proportion, the rates should be equalized; but aside from that, in justice to the people the present rates generally should be lowered instead of raised.

INJURING UTAH.

A lady writing from Greeley, Colo., under date of March 17, says that on entering the Methodist church the previous Sunday, she was handed a little pamphlet containing a notice to the effect that the Pastor recommends a certain anti-Mormon article that had appeared in a Greeley paper. Our correspondent then goes on to say:

"I am not a 'Mormon,' but I am a citizen of Utah, and I believe in every denomination having a free and

equal show in religious matters. I do not think Colorado, with all her murders and suicides, should throw any mud at any other state. I don't know what we can do about it, or whether we can do anything; but there ought to be some way to compel people to tell the truth. The Salt Lake Tribune is read in all the eastern states. That paper has certainly been a curse to Utah. It has driven out capital and settlers by the scores. But Utah will come to the front in spite of all the Tribune can do."

That is the truth, pure and unadorned. The Tribune and its tools have done all in their power to injure Utah, because the principal owner of the sheet failed to receive the support of the people in his unlimited political ambition, and aspirations. But, as correspondent says, "Utah will come to the front, in spite of all the Tribune can do," and when Utah has risen on the strong wings of truth, above calumny, the insignificance of the calumniators will be fully realized.

STILL NO REPORT.

And still there is no report published of the financial status of the City for the last year. Some figures were prepared by one of the "experts," a few weeks ago, but they were considered so unreliable and incomplete that they were not accepted as the official report, and were not ordered published as such, though they were given to the press, as a blind. Ever since promises have been given by the "expert," or "experts," that the report would be forthcoming, but so far there has been no bona fide effort to redeem the promises.

The law requires the City Auditor to prepare and publish, on or before the first Monday in February each year, a detailed statement of the financial condition of the City, and of all receipts and expenditures for the previous year. This law has not been complied with, though to furnish a report is one of the duties of the Auditor, which he has solemnly agreed to perform.

We understand the Auditor, or some one else for him, has blamed the special "experts" for the non-compliance with the law. But that excuse is too puerile. If any citizen should take the matter up and demand not only an authentic financial statement but also the reason why the law has been set aside, we fancy the Auditor would find himself in an awkward position.

As matters now stand the inference is natural that the financial status is such that political expediency demands that it be concealed. Were it otherwise it would have been proclaimed from the house-tops as an evidence of "American" party integrity, and ability. It is certainly not modesty that prevents the "American hierarchs" from ordering the Auditor to display his figures. Can it be that the intention is to cover up last year's transactions with the half million it is proposed to borrow this year?

THE GIFT OF LIBRARIES.

The Carnegie gifts to libraries for the year 1907 amounted to \$1,631,630, as compared with \$3,063,925 for the preceding year.

Mr. Carnegie's bounty has extended to New Zealand, South Africa and Fiji. His contributions in America and Great Britain are reported by the Library Journal. It seems that he made original gifts to seventy-six library buildings, including two branches in the United States. In 1907, the total being \$333,100. To twenty-nine libraries which previously had received funds from him he gave an additional \$293,700.

In Canada nine libraries received original gifts of \$75,000 and one got an increase of \$4,000. In the United States and Canada together Mr. Carnegie gave \$908,600 for eighty-five new municipal library buildings and gave a supplementary \$297,700 to thirty municipal libraries.

In the United Kingdom he gave \$201,900 for thirteen new libraries and \$25,800 for twelve libraries previously contributed to. His original gifts in England and Wales amounted to \$235,255, which provided for eight buildings. Increases were provided for nine libraries, the total being \$4,354.

His total gifts to libraries in Scotland were \$23,127. In Ireland the ironmaster provided two buildings at a cost of \$2,890.

"Of making many books there is no end, and much study is a weariness of the flesh," said one of the wisest of men. Some have questioned the wisdom of Mr. Carnegie's procedure. But judging from the use made of the Packard and free library in this city, we have no doubt of the benefits that flow from the Carnegie library foundations.

If you give people money, the majority will squander it to little purpose. If you give money to young people, you are likely to enervate or even to corrupt them. Good advice is, in general, the best thing to give to those whom you do not personally know, and books are the best of advisers.

PREDICTS EVIL.

Chancellor Day, of Syracuse university, is afraid that before another half decade has passed "blood will flow in our streets, and the night rider's torch will light the heavens with appalling glare." He makes this prediction, and asserts that it will come true, unless the ravings of the demagogue are stopped.

In some respects his forecasts are those of a pessimist, but he speaks like a prophet of old, when he warns against the defamation of the country. "If," he says, "the whole people will rise out of suspicion, distrust and ignorance concerning economic conditions and insist that no man shall have their votes or their following who defames his country, sixty days will put an end to these hard times, and they will not return while we maintain our self-respect and insist that the rich and the poor shall work together in harmony under the guiding providence of that God who made them all. But if you acquiesce and by silence consent to the infamous work of the scandal-mongers and permit the widening of the chasm between our thrifty classes and the restless anarchistic socialists; if you indifferently look on and utter no word of protest against an agitation that invites the anarchist to sharpen his dagger and that appeals to the poor to take the property of the rich with violence because it has been stolen from

them; if you admit the justice and the righteousness of these assaults upon the mighty forms of our finance, manufacture and trade and the estates of the successful in the development of our industries, I prophesy, as I did the panic more than a year ago from the same causes, that before another half decade blood will flow in our streets and the night rider's torch will light the heavens with its appalling glare."

The agitation of demagogues cannot but work injury to the country. That is true in the national as well as in the local domain. Abuses must be corrected by the means provided by law, not by the rules of any "unwritten law." But, for all that, we have confidence, that the sound sense of the American people will assert itself and avert the predicted calamity.

The Rio Grande is going to run a "potato train," through Colorado. It will "peel" to the farmers.

The French naval experts say the American ships are ahead of the world. The French military men of note say the army is up to the highest standard. M. Tardieu says Roosevelt is all that a man might hope to be. What more do we want?

Most of us thought the Hottentots were docile and almost as scarce as mastodons, but we find them cropping out down in Kalahari fighting the Kaiser's army with the same ferocity that marked their actions in the books we used to read in school days.

The subject of bonnets touching psychology was considered yesterday at a conference of boss milliners. There is something other than psychology that bonnets touch—and touch hard in panic times and times when legal tender is somewhat sparsely distributed to paper-fanilars.

Now the Japs want to be admitted to labor unions. An envoy has come to this country from Japan with this end in view. Perhaps he will go back to Nippon to unlearn his countrymen there. It is the custom of the little brown man to investigate and then adopt plans in operation in foreign lands.

The suggestion was made some time ago in a caucus of "American hierarchs" that the fire department be re-organized on a business basis, for the purpose of obtaining lower insurance rates. The Tribune characterizes that story as a "lie." The "organ" is mistaken. The story did not come from the Tribune office.

The single point of merit appearing in the present strike on the Gould lines is the word sent out from the strikers' Denver headquarters advising the men to keep away from company property and to refrain from violence. By putting up a sane fight for their "rights," as they are singularly denoted, the men show that they do not belong to the red banner class that made possible the bull pen in Colorado and put a red blotch on the records of that fair western state and on the state's laboring classes.

ONLY FRIENDS.

Lewisville Herald.
The voyage of the fleet has been a demonstration to the republics of our neighbor continent that will result in no little prestige to this country, both politically and commercially. Already it is said that commerce with South America has felt its stimulus, and added significance is given to the old saying that "trade follows the flag." The program for the return journey by eastern waters has been greeted with popular approval. Other nations are biding for the opportunity of welcoming our blackjackets. Canada wants a visit from the fleet at Vancouver. Australia invites a call at one of her magnificent seaport cities. Japan promises to outdo even America in graciousness. These are glowing evidences of friendship to consider.

DISCIPLINE IN IOWA PRISON.

Des Moines Register and Leader.
The Iowa penitentiary at Fort Madison is more like an immense factory than a prison, remarked W. A. Graham. "A few weeks ago while in Fort Madison I visited the prison and was surprised by what I witnessed. There are no armed guards controlling the rooms; in fact, they look like the work rooms of the most modern factories. Only four men in the four hundred or so others were stripes, the clothing of the others resembling the usual factory garb. The guards appeared like foremen. The men looked healthier, showing no signs of ill effects from confinement. The lock step has been abandoned."

FUNDAMENTAL PRINCIPLES OF CHESS.

Emmanuel Lasker in Evening Post.
The three fundamental principles of chess, as of all other combats, that is to say, the principles of defense, of attack and of economy of time, are just as well known by the amateur chess player as they are by the masters of the game; for experience soon teaches him that a judicious application of these principles gives an enormous advantage to the chess player. But while he appreciates their value he often fails to reap the benefit thereof because he does not recognize the fact that the application of any one of those principles, if it is to be effective, even in the slightest degree, thereby violates the other two, and so he misses that happy balance which only they will harmoniously work together for his advantage. Temperament and limited chess experience often tend to predispose a player to employ one of these principles at the expense of the other. For instance: A player who has been often defeated by the ingenious, though unbound, attacks of his opponent is very apt to come to look upon defense as of paramount importance, and as nothing succeeds worse against a strong attack than a mere defense, he thereby becomes a still easier mark for his brilliant adversary, who, by his successes, in turn begins to attach too great an importance to defensive attacks. This method of play, having the character of a house divided against itself, naturally falls entirely when opposed by the superior skill of the master player who judges the value of each move by determining the proportionate value of each one of its functions with respect to the other two.

THE "SPELLING BEE."

Cleveland Plain Dealer.
Modern scientific educational methods may have improved means of teaching spelling, but it is to be doubted if anything surpasses the old-fashioned "bee" in fixing in the mind of youth the intricacies of the English language. If the solid business men of any large city were questioned as to the method by which they learned to spell it might surprise the investigator to hear how many would answer: "The 'spelling bee' of the country school."

A SERMONET FOR WORKERS

(By H. J. Hapgood.)

Salesmanship is a science and is not merely the process of asking a man what he wants and selling it to him at the market price. A man who does no more than that is merely an order clerk. He has to have only a smattering of his goods. If he can tell what there is in stock, when it can be delivered, and how much it costs, he will do as a first class order clerk.

But he is by no means a salesman. The man who owns a corner vegetable stand and fills your market basket with greens cannot for an instant be considered a salesman. You go to him because he is nearer than anybody else or because he is cheaper. He merely gives you what you want.

True salesmanship is selling a man what he doesn't want.

When you come to think of salesmanship, in the light in which it is practiced today, you will find that in most cases the salesman has to get a man's order for what he doesn't want, or at least what he thinks he doesn't want. Most people don't know exactly what they do want, and accordingly it is up to the salesman to convince them that they want what he has to sell.

If you are a salesman, make a science of your business and study your man with as much sagacity as you would study your goods. Try to determine what he wants, and if possible, give it to him. If you cannot do that, prove to him what he wants most is exactly what you have to sell.

JUST FOR FUN.

The Mendacious Clock.

Mrs. Ford had been paying a charitable visit to poor old Victorine Dupreux, whom she found crippled with rheumatism. But if Victorine's limbs were disabled, her always entertaining tongue was not, and the time passed swiftly.

"Mercy!" at last cried the lady, glancing at the clock that ticked wheezily above the Frenchwoman's stove. "Here it is 5 o'clock, and I should have gone home half an hour ago!"

"Geeve yourself no distress, madame," reassured Victorine. "Monsieur does clock the year, and I see now to a preciseness one hour fast or fifteen minutes slow."—Youth's Companion.

Two Greeks.

A Scotchman arrived at Euston station one day by a noon train and gravely asked a caddy if he could drive him to catch a train at Waterloo station at 4 o'clock. Caddy, after much cogitation, thought he could do it in the time. The traveler got inside and for three hours and fifty minutes that cabman drove the man from the north by devious ways across London. When he reached Waterloo the traveler asked the Scotsman sought a policeman.

"What's the fare from Euston?" he asked.

"One-and-six, was the response. "Here," said the caddy, "will you kindly settle with the cabman while I get my ticket?"—Tit-Bits.

An Awkward Mistake.
"You made a mistake in your paper," said an indignant man, entering the editorial sanctum of a daily journal. "I was one of the competitors at an athletic entertainment last night, and you referred to me as 'the well-known lightweight champion.'"

"Well, are you not?" inquired the sporting editor.

"No, I'm nothing of the kind!" was the angry response; "and it's comically awkward, because I'm a coal dealer."—Philadelphia Ledger.

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