

Commercial Club--What It Has Accomplished

By JOSEPH E. CAINE,
Secretary.

If the value of the Commercial club to this city and state could be measured in terms of money, the figures would run so far into the millions that even the most enthusiastic members of the organization would be dumfounded in their contemplation. Starting out a few years ago, facing predicted failure from the start, a few strong-hearted men came together, and turning their backs upon the services of all former efforts of a similar nature, they determined to found an institution in this city, whose object should be the upbuilding of our commonwealth. From this start it was agreed that politics should be tabooed, that what a man believed or refused to believe, or what he thought or failed to think, should count no figure, that there should be no up-town and no down-town, no east side and no west side, but that there should be just one big round town radiating from its natural center--the Commercial club of Salt Lake City.

How well the plans of these men have succeeded is a matter of common knowledge. But, of course, the position the club holds today was not reached in a single stride. There have been many dark days for those who had given their time and money to advance the interests of the club, many times when they were almost willing to admit that this institution must go the way of all its predecessors. But the Commercial club has never talked about its troubles when it had them, and we want to do it now that they are over.

Within the past three years the club has made great strides in a financial way. Up to 1905, the business had been run at a loss, and the club was carrying a heavy load of debt, but at this writing the average monthly net earning is about \$1,500, and, after wiping all obligations of the state, the club has \$20,000 loaned out at interest, and there is still plenty of money on hand to discount bills, and leave a nice balance for emergencies. These figures refer only to the club's earnings over and above running expenses, and have nothing to do with the building fund, the money for which was raised by the sale of bonds.

THE CLUB'S WORK.

The work done by the Commercial club is varied and interesting. In the past it has filled every possible public function, from entertaining the president of the United States to the settling of a strike. If an attempt were made to summarize the work of this institution in a single phrase, it might be done by saying that it attends to everything that is too important to be done by individuals, and much that is too insignificant for anyone else to bother with.

In the same mail come letters from men who want to build a factory or invest in real estate, and from others who are looking for a place to light, and would like to know the price of butter and eggs.

A man in Tennessee who owns a cork

leg factory, and is not fully appreciated in his home state, recently wrote that he was thinking of locating in Utah, and wanted to know if the Commercial club would not plead with the doctors to work in harmony with the railroads in the laudable pastime of creating a demand for his goods.

One day recently a representative of the president of Brazil called at the office, with letters from the department of state at Washington, to get information for his government about dry farming, irrigation, fruit raising, cattle and sheep; and, while the secretary was talking with him, a telegram came announcing the visit of the Japanese commercial commission, who had come from the other side of the world to absorb knowledge of an entirely different kind.

The work of securing conventions is taken up in a systematic manner, and often these matters are worked upon for months and even years before the public hears of them. In the case of the Grand Army encampment, the Commercial club had assisted those who were trying to land it for some three years; and, when it was finally within reach, the club had to advance several thousand dollars to secure to the city and state this coveted prize.

THE POWER OF THE CLUB.

The power of the Commercial club as an organization has been particularly well illustrated during the past year. The handling of the Grand Army encampment was, of itself, a tremendous task; but even that was eclipsed in the raising of \$150,000 by popular subscription in the short space of 10 days to pay off the entire bonded and floating indebtedness of the Y. M. C. A. Upon the completion of that task, the writer concluded that the Commercial club can do anything that it sets its hand to do. That the club is able to accomplish so much is not surprising, when it is considered that many of the strongest men in the state give hours and hours of their valuable time to the detail work of the organization.

No better idea of the quality of work done can be given than by the following list of the names of those who do it:

THE ORGANIZATION.

A list of the officers, board of governors, board committees and the chairman of the standing committees follows:

Officers--W. J. Halloran, president; C. S. Burton, vice president; Joy H. Johnson, treasurer; J. E. Caine, secretary; F. E. Terriberry, assistant secretary.

Board of Governors--W. J. Halloran, C. S. Burton, Joy H. Johnson, R. E. Miller, J. S. Bransford, Ira H. Lewis, H. P. Clark, A. W. Carlson, William Spry, J. E. Caine, Samuel Newhouse, John Dorn, George T. Odell, Samuel Weitz, H. L. A. Culmer.

BOARD COMMITTEES.

Admission and Grievances--Samuel Newhouse, George T. Odell, Joy, H. Johnson.

Finance and Auditing--A. W. Carl-



son, Ira H. Lewis, John Dorn.

House and Property--H. L. A. Culmer, chairman, supervising house; H. P. Clark, supervising buffet; J. E. Caine, supervising cafe.

Reception--William Spry, J. S. Bransford, William J. Halloran.

Rules--Charles S. Burton, R. E. Miller, Samuel Weitz.

STANDING COMMITTEES.

Advertising and Promotion--W. P. Cooper, chairman.

Arbitration--Heber M. Wells, chairman.

Art and Literature--H. L. A. Culmer, chairman.

Commerce--E. Rosenbaum, chairman.

Convention--George W. Peck, chairman.

Club Building--John S. Bransford, chairman.

Dry Farming--George Austin, chairman.

Education--W. Mont Perry, chairman.

Eight Annual Banquet--F. S. Murphy, chairman.

Excursions--W. E. Bailey, chairman.

Fire Protection and Insurance Rates--E. O. Howard, chairman.

Furnishings--Joseph E. Caine, chairman.

Good Roads--T. H. Smith, chairman.

Immigration--C. F. Warren, chair-

man.

Irrigation--F. S. Richards, chairman.

Lands--H. C. Edwards, chairman.

Laws and Legislation--O. W. Powers, chairman.

Lecture--J. A. Foley, chairman.

Manufactures and New Industries--F. J. Fabian, chairman.

Membership--Joy H. Johnson, chairman.

Mines and Mining--D. C. Jackling, chairman.

Music--J. J. McClellan, chairman.

Oil, Coal and Gas--A. J. Davis, chairman.

Public Entertainment--H. G. Whitney, chairman.

Public Improvements and Parks--W. J. Dooly, chairman.

Railways and Transportation--Samuel Weitz, chairman.

Sanitation and Public Welfare--George D. Alder, chairman.

Smoker--J. A. Greenwald, chairman.

Statistics--F. C. Barnes, chairman.

Water and Electricity--B. F. Bauer, chairman.

Ways and Means--W. Mont Perry, chairman.

Fish and Game--S. H. Love, chairman.

THE NEW CLUB HOUSE.

The new club house, which is a beau-

tiful structure on the lines of the Spanish renaissance, is fast nearing completion. The entire six stories and basement are to be occupied by the club.

The building is situated on the corner of Exchange Place and Cactus street, and the ground upon which it stands was donated by Mr. Samuel Newhouse.

The total cost of the building will run close to \$250,000, while the furnishings will cost between \$50,000 and \$60,000.

The interior will be very spacious and handsome, and includes on the ground floor a beautiful rotunda and hall-way, a large lounge room, the buffet, business office, secretary's office and strangers' room. On the second floor is the banquet hall, an imposing room, two stories in height and containing many striking features. There are six other dining rooms in the building, and one floor is devoted entirely to the ladies.

On the two upper floors are 41 bed rooms with baths and other conveniences. All of these will be beautifully

decorated and furnished in the best taste.

It is thought that the new club building will be ready for occupancy about the first of April, and the opening will be a great surprise to all who have an opportunity of attending.

FISHER HARRIS.

The work of the late Fisher Harris in the up-building of the club has been so prominently before the public of late that further mention seems superfluous. But no review of the work of this organization can ever be made without reference to his name. So long as it stands for unity, good fellowship and progress, it will ever be indissolubly connected with the name of this remarkable man. For wherever and whenever we come in contact with the mighty force that has built this great organization, we will find there the spirit of Fisher Harris.

PRESIDENT HALLORAN.

To select names for credit in an organization where are so many unselfish workers, would seem invidious, but there is still one figure that stands out in the task of putting the club upon a firm financial foundation. President William J. Halloran who has the distinction of being the only "third term" man in the history of the club, has devoted much time and careful thought to the business end of the organization, and to him the club owes a large debt of gratitude for its success. He has been very active in the work of financing the new club building, and by his genial, hearty devotion to his work, he has won the undivided support of the club members.

THE FUTURE.

The future is big with promise for the Commercial club. While some months must be spent in detail work necessary to the beginning of a new era in a new home, there will be no neglect of the problems that come up for consideration daily.

During the coming year, the work of developing the State League of Commercial Clubs will be taken up with vigor and followed persistently to a complete success. Many more of the old schemes will be revived and many new ones evolved.

The biggest work that will be undertaken will probably be the establishment of a promotion fund for the benefit of the city and the state at large. Under this plan the bankers and merchants and other business men will be asked to make a small monthly payment into a fund that will be kept by itself for promotion purposes. This fund will be managed by a special promotion committee, whose duty it shall be to investigate all propositions that shall come before it and decide upon their respective merits. The business man who subscribes to this fund can be sure that this money will be carefully and wisely spent for the assistance of movements that will result in

It will save him much time and money, direct benefit to the city and state, because whenever he is asked for a contribution to any cause, he can refer the solicitor to the promotion committee, with a full assurance that the scheme will be fully investigated and receive whatever support it may deserve.

JOSEPH E. CAINE

THE MIND THAT EXCELS.

Col. George Harvey, the young publisher and writer, praised in a recent address in New York the country mind. "Even in wrong and ignoble things," said Col. Harvey, smiling, "even in driving hard bargains, the country mind excels that of the city. I recall a dialogue that I once heard in the general store of my native Poughkeepsie. What Wall-street sharp could have given such a bargain as the old Vermont ruralist achieved in this dialogue?"

And Col. Harvey, with really excellent military, repeated: "Ye say ye want a dollar for the boots. 'Take 70 cents?'"

"Yes."

"Ye mout throw in one o' them woolen throat warmers, too, hey?"

"All right."

"Hold on thar. The boots ain't got no strings."

"I'll give ye a pair of strings."

"Better make it two pair. One won't last no time."

"Very well; two pair it is."

"Can't ye chuck in one o' them paper collars fur good measure?"

"Oh, I guess so, rather than miss a trade."

"Look-a-here, when a feller buys a bill o' goods off'n ye, don't ye set 'em up?"

"Yes. What'll ye take?"

"Gimme two plugs o' chewin' tobacco an' a pound o' scrapple!"

WITHOUT PREJUDICE.

Mayor Coughlin of Fall River, speaking at a recent banquet, told story about an old Fall River abolitionist.

"The old boy," said Mayor Coughlin, "went to the theater in Boston one night and saw 'Othello.' His knowledge of the Bard of Avon was limited; he had no idea that the hero of the piece was a white man blackened up."

"Well, after the play was over a friend asked him what he thought of the actors. He cleared his throat and answered deliberately:

"'Wall, la! all sectional prejudices aside, and puttin' out of the question any partiality I may have for the race as such--durned if I don't think the nigger held his own with any on 'em.'"

A CONSIDERATE ELEPHANT.

An incident which demonstrated the sagacity with which elephants are endowed occurred at Old Meldrum, Aberdeenshire, the other day, on the occasion of a visit of a circus to the town.

At the conclusion of a children's performance an elephant proceeded along a narrow road with a pall in its trunk for the purpose of procuring water from a pump. A little girl chanced to get in the animal's way, and the road being only wide enough to accommodate his substantial body, the elephant laid down the pall, picked up the child with his trunk and gently lifted her to a place of safety, afterward resuming his journey to the pump for the water.

FOREIGN LANGUAGES

IN SCHOOLS

Their Study for Commercial Purposes in Germany.

CONSUL THOMAS H. NORTON of Chemnitz reports as follows concerning the study of foreign languages in German schools:

Throughout Germany the systematic training of the youth in foreign languages has made rapid progress during recent years. The effort has been especially marked in the great industrial and commercial centers. In Chemnitz, for example, it is regarded as absolutely necessary that a young man entering the countingroom of a factory, of a bank, or of a large commercial house should be familiar with one or, better, two foreign tongues. Ample provision is made for such instruction in the higher schools, which correspond to American grammar schools, academies, and high schools. Excellent facilities are afforded in the business colleges. Courses are organized under the auspices of mercantile associations, which enable clerks to master another language at a modicum of expense, while there are in every city several schools and institutes devoted exclusively to linguistic training, and of course numerous private instructors.

In Chemnitz and the adjoining territory the relations of the manufacturing interests with foreign lands are so extensive and so predominant that, despite the diversified facilities for language instruction, as enumerated above, it was decided in 1907 to introduce also into the public schools optional classes in French and English. The purpose was to give those who so desired an opportunity to gain familiarity with these languages at an early age and to lay good foundations for more advanced work upon entering the higher schools. The results of the past two years show that this new feature in the public instruction of Chemnitz met a genuine demand. In the year of introduction 715 children entered the classes, in the second year the number grew to 1,684, and this year it is 1,829. Of this latter number 913 are studying English and 926 French. Noticeable is the fact also that of the pupils thus engaged in optional language study 58 per cent are boys and 42 per cent girls. These proportions hold good in both languages, Russian, Italian, and Spanish are required to some extent in Chemnitz counting rooms. Thus far, however, the educational authorities make no provision for instruction in any modern languages except French and English. Instruction in the other European languages is secured in private language schools or obtained from independent teachers.

To a considerable extent this linguistic instruction is imparted by native-born French and English teachers, although much of the class work is conducted by German masters, who have excellent grammatical and literary command of the various tongues.

The policy pursued in Chemnitz finds its counterpart throughout the empire, and it constitutes a powerful factor in the rapid forward movement of Germany as a power in international commerce.

AN IMPROMPTU PUN.

An impromptu pun--afterward to become permanent in the play--is attributed to Charles Matthews. In the way of foreword it must be said that it is closely connected with Mr. Howe, a much valued comedian of the old Haymarket days.

Matthews was alone on the stage puzzling over the best way of dealing with a difficulty. He decides that he

ought to take an important step immediately. His soliloquy finishes by saying to himself and the audience, with a puzzled expression of countenance: "Yes, that's what I ought to do, and it is 'what I will do. But how?' At that very moment Howe appeared at the back. In a second Matthews, pointing with his thumb to the character who had just entered, said to the audience in a tremendous confidential whisper audible all over the house, "That's Howe!"

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