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**FAITH AND GREATNESS.**

The last century saw many great men upon the stage of history, but Abraham Lincoln was perhaps the greatest of all those who appeared in the political arena.

To the younger generation that knows of Lincoln only through history, the important point to note is the source from which he derived his greatness.

Lincoln was strong because he had implicit trust in God. This truth stands forth more clearly than any other, in the marvelous history of his life. Because of that faith he loved truth and hated falsehood. Because of that faith nothing could sway him from the path of duty. That made him sincere. In that faith he found strength to face all the hate and fury of his personal enemies; he could go forward, undiscouraged and undismayed, in the presence of defeat and impending ruin because he believed that God was in heaven, and that the right would ultimately prevail. Without faith in God, Lincoln would have been a failure.

To this unwavering faith in God Lincoln's love for his fellow-men may be traced. He loved the common people, because he saw in them the children of the same eternal Father. Like all great men he was humble, because he loved his fellow-men. The following anecdote told by Ida Tarbell in the American Magazine, illustrates this admirable trait of character. Miss Tarbell quotes a Springfield man who went to Washington to pay Lincoln a visit:

"Well, I had a brother in Washington, clerk in a department—awful set up, 'cause he had an office—and when I got down there I told him I'd come to visit Mr. Lincoln. He says, 'William, be you a fool? What do you think of that? President of the United States without an invitation, and he's too busy to see anybody but the very biggest people in this administration. Why, he can't even see me,' he says. 'I made me huffy to hear him talk. 'Isaac,' I says, 'I don't wonder Mr. Lincoln don't see you. But it's different with me. Him and me is friends.'"

"Well, he says, 'you've got to have cards anyway.' I says, 'What for?' 'What kind?' 'Why,' he says, 'visitin' cards—with your name on.' 'Well,' I says, 'it's come to a pretty pass if an old friend like me can't see Mr. Lincoln without sendin' him a piece of paste-board. I'd be ashamed to do such a thing, Isaac Brown. Do you suppose he's forgotten me? Needs to see my name printed out to know who I am.' You can't make me believe any such thing, and I walked right out of the room, and that night I footed it up to the Soldiers' Home where Mr. Lincoln was livin', right among the sick soldiers in their tents."

"There was lots of people settin' around in a little room, waitin' for him, but there wasn't anybody there I knowed, and I was feelin' a little bit nervous. A door opened and out came little John Nicolay. He came from down this way, so I just went up and says, 'How'd you do, John; where's Mr. Lincoln?' Well, John didn't seem over glad to see me."

"Have you an appointment with Mr. Lincoln?" he says.  
"No, sir," I says. "I ain't, and it ain't necessary. Mebbe it's all right, and it'll be for them as wants porters, offices to have appointments. But I reckon Mr. Lincoln's old friends don't need 'em, so you jist trot along, Johnnie, and tell him Billy Brown's here and see what he says." Well, he kind of stubbed up and set his lips together, but he knowed me, and so he went off. In about two minutes the door popped open and out came Mr. Lincoln, his face all lit up. He saw me first thing, and he laid his hand on me and just shook my hands till he said, 'Billy,' he says, 'now I am glad to see you. Come right in. You're goin' to stay to supper with Mary and me.'"

"Didn't I know it? Think bein' president would change him—not a mite."

Lincoln lived during the most stormy period of the Nation's history, but his every energy was bent toward the establishment of peace everlasting. And, although he has long ago joined the "cloud of witnesses," his voice may still be heard from the past, for peace, "Let us have peace." Will the present generation listen, and take heed?

"Any questions are now before the American people. Are they to be answered in the legislative halls and the courts, or are the forces on either side of those questions to be arrayed against one another in deadly strife? Is class to be arrayed against class? Are we to have war between labor and capital in which the sufferings of the poor are to atone for the absence of patriotic statesmanship? We ought to have learnt by this time that a house divided against itself, be it on geographical lines, as in the days of Lincoln, or on industrial lines, as in our day, cannot prosper. Advancement depends upon the harmonious co-operation between all classes and interests. But where is the great spirit today whose influence is for peace and conciliation, instead of combat to a finish?"

**GROWTH OF THE COUNTRY.**

In 1884, the value of the cotton crop in the United States was over \$17,000,000; in 1893, it was over \$18,000,000; in 1907, it is estimated at \$22,000,000, or nearly double what it was in 1884. The corn crop at these three dates had the following respective values: over \$219,000,000; over \$291,000,000; and over \$1,270,000,000.

Wheat shows this record: In 1884, over \$330,000,000; in 1893, nearly \$320,000,000; in 1907, \$632,000,000.

The population in 1884 was 54,911,000; in 1893, it was 67,306,000; and in 1907 it is estimated at 86,429,000.

Foreign export trade in 1884 amounted to \$724,944,852; in 1893, it was \$831,030,785; and in 1907 it was \$1,881,000,000.

Pig iron production in 1884 was,

4,097,000 tons; in 1893 it was 7,124,502 tons; and in 1907 was 25,307,191. Railroad lines in 1884 reached a total of 126,379 miles; in 1893, 178,441 miles; and in 1907, 218,433 miles.

Can anyone, therefore, account for the tremendous panic of 1907? Over-capitalization no doubt had much to do with it. Banks that had lent millions on securities that became insecure and began to be regarded as worthless, were compelled to close their doors.

Over-capitalization in many industrial enterprises and the attempts to pay interest on an inflated issue of stocks, led to high prices, small returns to the public, and the rapid decline of the over-capitalized properties. Stock watering is the better known term for the procedure of selling to the public certain bonds and stocks worth a very small fraction of their value.

As usual, labor as well as capital must suffer.

An exchange notes that thus far farmers have been very little affected, except by delays in realizing on their products. The prices of most farm products, and particularly those which are exported most largely, hold up very well. Those which for any reason have small foreign demand are much harder to move and dealers and packers face a probability of carrying over large stocks. That does not greatly affect the present purchasing power of farmers, but may seriously affect it next year. As these stocks are being carried by bankers, the volume of loanable credits is by so much reduced. The future purchasing power of labor is also uncertain. The labor unions are everywhere resisting the fall of wages which should naturally take place at such a time. Their attitude is generally believed to be the worst policy for labor, as it is thought that it will greatly decrease the aggregate amount paid out in wages and increase the number of those out of work. Since nobody can foresee to what extent the products of investment will be marketable in the near future, all prudent concerns are cautious in making engagements and are disposed to pay debt at the expense of curtailing operations.

In view of all the existing conditions, a prudent economy without parsimony is the wisest course for the average man to follow.

**SIMPLIFIED SPELLING.**

The advocates of simplified spelling have sent out another list of words which they think ought to be simplified. The "board" was organized in 1906. Its first bid for attention was the publication of a list of 200 words "now spelled in two or more ways," with a recommendation that, as simpler spelling be made unanimous. Now comes another list containing seventy-five words which, it is thought, ought to be simplified.

Here is the list in full: Ake, alle, agast, alfabet, autograf, autum, bedsted, bibliograf, biograf, boro, bild, bliding, campain, camfor, quire, offer, coco, colleg, colum, condit, countert, curteous, cutesy, crum, det, dettor, diartum, dout, dum, eg, excede, foren, forrit, furio, gastly, gost, gardian, harang, high, indetted, land, fle, lam, leag, lim, num, pamphet, paragraf, fonetic, fonograf, fotograf, tiste, tiste, procede, redout, redoutable, redouted, sent, sion, sissors, stithe, siv, slight, solem, soverren, succede, surfit, telegraf, telephone, thum, tung, wier, wierd, yoman. It will be seen from this list that among other simplifications for which we are "indented" to the board are these: Eg for egg, bild for build, leag for league, gost for ghost, lim for limb, num for numb, tiste for phthisis, sent for scent, siv for sieve, tung for tongue, and ake for ache. This last list seems to have taken the breath away of many lovers of the English language. It is radical to a degree. Even editors and authors who are friendly to the purpose of the simplifiers stick at this latest assault upon words.

**WAR TALK.**

There is some talk about a possible war between Russia and Turkey on account of a dispute over the Persian boundary line. By an agreement between Russia and England some time ago, northern Persia was left to the protection of the Czar, and on that account Russia feels that it has a right to interfere.

Persia now claims that Turkey has invaded her territory by permitting Turkish troops to cross the boundary line. Turkey denies this, and asserts that the true boundary line has not been crossed. One would think that Russia, whipped like a cur by Japan, and suffering from internal troubles, would be glad to attend to her own wounds and leave her neighbors in peace. But, perhaps the Russian government has decided once more to distract attention from her internal troubles by plunging into foreign adventures.

We can hardly believe that Russia will permit the quarrel with Turkey to end in an armed conflict, but if it comes to that it would by no means be certain that Turkey would get the worst of it. Turkey is not the military backnumber it was when last attacked by Russia. It has made some progress since then. It has a better trained army than it had then. It has modern arms and plenty of them. The Russians would find an antagonist different from that which it encountered at Plevna.

**THE PARCELS POST BILL.**

A bill was introduced Monday in Congress by Senator Burnham to provide a rural delivery parcels post for merchandise and other articles actually mailed on rural delivery routes.

We think this bill should be passed. Having listened to or read with care the various objections to it, we have come to the conclusion that its benefits will vastly outweigh any contemporary local harm it could possibly do to the small merchant.

We are not sure that the small merchant will ever be affected by it; but we think it may act at times as a safety valve in preventing extortion by combinations and corners on certain articles among local retailers. This city

**A SERMONET FOR WORKERS**

(For the "News" by H. J. Hagwood.)  
"Once a salesman always a salesman!" There is no truth in it whatever; the objection is often made to salesmanship as a business on the ground that when a man reaches the top, he will have to go on selling goods all his life. Such an objection is absolutely without foundation.

The modern need is for salesmen who can not only sell goods, but who, on reaching their limit of usefulness, are able to pass the "dead" line and develop some other quality of extra merit in themselves. There are any number of men who can sell goods and keep a set of books, but there are comparatively few who know how to direct other men to do these very same things. This goes a long way towards explaining the scarcity of executive men and the enormous salaries which they command.

Knowledge alone will not do. It is the practical ability to put knowledge into execution that wins. Executive ability may be inherent or inherited, but it can also be cultivated and even copied. The salesman should, long before he culminates, study some branch of executive work, thus cultivating whatever aptitude he may possess in this line, and might with profit study the particular methods of the man who manages that branch, thus copying what he cannot cultivate. By studious application a good, bright salesman who has reached his effulgence as a "seller," will soon know enough about executive work to turn around and teach other men how to sell and pull together.

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**JUST FOR FUN.**

**Had Been There.**  
"Yes, Doctor, one of Harry's eyes seems ever so much stronger than the other. How do you account for that?"  
"Knothole in the baseball fence last summer, most likely, madam."—Harper's Weekly.

**Paradise Lost.**  
"Mama, when we get to Heaven, will papa stop to business every day?"  
"No, darling, it will be all just like Sunday. Why?"  
"I was wondering whether I could really be happy with him hangin' around the house all the time."—Leslie's Weekly.

**Good Medicine.**  
"You are lots thinner than you used to be."  
"Yes, indeed, I am."  
"Taking an obesity cure?"  
"Yes; we've stopped housekeeping and gone to boarding."—Houston Post.

**In Training.**  
Clergyman.—So this is your boy, is it, Mrs. Jones?  
Mrs. Jones.—Yes, sir. Step up and give the gentleman your right hand, Tommy.

**Up to Him.**  
Hungry Visitor (to servant).—When do the folks dine?  
Servant.—Soon's you go away.—Ex.

**Overheard.**  
An amusing story is told at one of the Philadelphia clubs. It seems that an older member thereof, a clever chap, was being frantically bored by his vis-a-vis at table in the cafe one night, the latter individual being dull as the former was bright.

The talk was fast becoming unendurable when the first-named member chanced to observe a man at the other end of the dining room yawning in a manner that threatened to dislocate his jaws.

"Look!" exclaimed the first member in desperation. "We are overheard!"—Harper's Weekly.

**An Emotional Role.**  
Howell.—What kind of a part has Howell in the new play?  
Powell.—It is an emotional role for him; in one act he has to refuse to drink."—Harper's Weekly.

**SALT LAKE THEATRE**

Seat sale for Henry W. Savage's American production of "MADAM BUTTERFLY!" masterpiece.

**MADAM BUTTERFLY!**  
Will Open.  
WEDNESDAY, FEB. 12.  
at 10 p. m.  
PRICES  
For both matinee and night:  
Everything downstairs ..... \$3.00  
First two rows first circle ..... \$2.50  
Last two rows first circle ..... \$2.00  
First row family circle ..... \$2.00  
Balance family circle ..... \$1.50  
Gallery (unreserved) ..... \$1.00  
No phone orders. No mail orders except from bona fide out-of-town patrons. No reservations. Wednesday sale for cash only. Only down to each purchaser. Don't ask the theater staff to break these rules.  
NEXT ATTRACTION—Monday and Tuesday, "Way Down East."  
Prices, 25c, 50c, 75c, \$1.00; boxes, \$1.50. Sale Friday.

**SALT LAKE THEATRE**

ST. VALENTINE'S NIGHT.  
**SPANISH FESTIVAL CONCERT.**  
**SALT LAKE MANDOLIN AND GUITAR CLUB.**  
Sale of seats Tuesday morning.

**WHEN EVERY LITTLE COUNTED**

London Truth.  
Sir Henry Drummond Wolff relates in his reminiscences a tale of a member of the House of Commons who was confined in a lunatic asylum was brought down to vote in a critical division, and he was received by the party whip, "who induced him to walk through the lobby by preceding him with a stick of barley sugar in his hand." Sir Henry believes this story to be true. I suspect, however, that the anecdote has been worked up out of an episode in the famous division of June, 1841, which sounded the knell of Lord Melbourne's administration. Mr. Charles Greville wrote as follows: "The Duke (i. e., the minister) left no stone unturned to procure a majority and brought down a lord who is in a state of driving idiosyncy and quite incapable of comprehending what he was about. This poor wretch was brought in a chair; they got him into the House and then wheeled him past the teller, Charles Howard, Melbourne's private secretary, told me he thought it a monstrous and indecent proceeding."

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**LADIES' FRONT PAD HOSE SUPPORTERS**, with rubber buttons—all colors.  
25c VALUES FOR..... 20c  
35c VALUES FOR..... 25c  
50c VALUES FOR..... 35c

**FANCY HOSE SUPPORTERS**, round and sew on styles:  
75c VALUES FOR..... 45c  
\$1.75 VALUES FOR..... 95c  
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**SECURITY HOSE SUPPORTERS**, pin top, rubber buttons, in plain and frill, all colors.  
15c Values for 10c 25c Values for 20c  
20c Values for 15c 35c Values for 25c  
50c Values for 35c

**HOOK ON HOSE SUPPORTERS**, all colors:  
15c VALUES FOR..... 10c  
25c VALUES FOR..... 15c  
35c VALUES FOR..... 20c

**Specials in Hosiery.**

**LADIES' PLAIN AND FANCY EMBROIDERED COLORED HOSIERY.**  
35c values for .25c 75c values for .50c  
50c values for .35c \$1.00 values for 65c

**BOYS' SCHOOL HOSE**, extra heavy, fine ribbed, in black, with reinforced knee, heel and toe, 35c value for . . . 25c

**LADIES' SCHOOL HOSE**, in fine cashmere and fine cotton. They are exceptional values at 35c; sale price..... 25c

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ADVANCED VAUDEVILLE. ALL WEEK.

Lillian Burkhardt & Co. Farnum, Sydney Grant, Mr. and Mrs. Clarke, Wilbur Mack & Co., Kinodrome, Orpheum Orchestra.

Every Evening (except Sunday), 8:15, 7:30, 5:30. Box seats, \$1.00. Matinee daily (except Sunday and Monday), 2:15, 5:00, 2:30, 1:00. Box seats, 75c.

**GRAND THEATRE**

Direction: Pelton & Smutzer, C. W. Anderson, Res. Mgr.

MATINEE TODAY, 2:30 P. M.

Performance tonight, 8:15. The Scenic Sensation of the Season.

**WHAT WOMEN WILL DO!**

(See the Famous McCawher Twins) Next week, "BIG HEARTED JIM."

**LYRIC THEATRE**

Direction: Sullivan & Considine

**"MONTE CRISTO"**

TONIGHT  
Prices 10, 20 and 30 cents.

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Provo Dress Goods, plaids and checks..... 30c grade 15c  
Provo Dress Goods and Flannels..... 40c grade 20c  
Provo Mixed Linsey..... 35c grade 17 1-2c  
Provo Black Twills, seven ounce..... 45c grade 25c  
Provo Ladies' Broadcloth, as colors..... \$1.50 grade 75c  
Provo Shirtings, nothing nicer..... 35c grade 22 1-2c  
Provo Repellants..... 65c grade 30c  
Dozens more at similar reductions.

This unusual opportunity lasts all this week.

Our Big Sale on Clothing and Muslin Underwear Continues. Reductions in all Departments.

**Houses, Lots, Farms.**

We have all kinds, in all places, and at all prices. If you haven't time to come and see us, phone us. If we haven't what you want we will find it for you.

Does anything below suit you? If so, phone us. If not, phone us. \$4,000. We have listed with us for a few days, an exceptionally fine modern pressed brick dwelling with 9 rooms. It is arranged so as to accommodate two tenants if desired. Renting now for \$38.00 per month. Close in and on Center Street.

\$3,250 Modern brick cottage of 5 rooms. A large unfinished attic, suitable for 3 extra bed rooms. On Third Avenue. Will make terms.

\$2,150 Modern brick cottage, 5 rooms, on N. street. Liberal terms.

\$1,000 Good frame house with 4 rooms. First Avenue. Terms.

\$2,650 New brick house 5 rooms, on Second West. Large flowing well, good land for cultivation. \$500 cash, balance \$25.00 per month.

\$2,600 Two story brick store building. In good location on Second West. A good dwelling on Pear street to exchange in part payment for a small farm.

\$6,250 Will buy a good dwelling of 13 rooms and 6x8 rods of fine land, orchard, lawns, hedges, cement walks and out buildings all in fine condition. Good terms on this fine place. Is situated in Waterloo.

We have 20 lots yet unsold on Tower Heights. Some extensive and beautiful homes are to be erected on Tower Heights lots this year.

Farms in any part of the state bought and sold.

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