

BUREAU ANSWERS JOHN A. REEVES

After a Session Lasting Half Day
Statement is Made
Public.

TAKES ISSUE WITH RAILROAD

Claim Made That Discrimination Exists
Utah Points of Natural Territory
Shippers Not Consulted.

At a protracted session of the Commercial club traffic bureau held yesterday afternoon, the following statement in relation to railroad rates, in reply to the statement of J. A. Reeves, general freight agent of the Oregon Short Line railroad, was made public:

"For a number of years the business men of this city have been considering the wisdom of establishing a traffic bureau, the purpose of which would be to promote the best interests of Utah commercially. The idea crystallized in to an organization a few weeks ago, and the business men generally have taken kindly to the proposition, believing that they were serving their best interests in so doing."

"Naturally there has been some discussion as to the work sought to be accomplished by the bureau, and the problem as affecting Utah-shippers and shippers has been more or less ventilated through the daily press. The discriminations and inequalities that have been given to the public by the press have in most instances been the complaints of individual shippers and not of the organization when the intention of the organization was to appeal to the railroad officials for a readjustment of rates before going elsewhere. However, since J. A. Reeves, the official traffic agent of the railroad system, in a lengthy communication has taken it upon himself to make a statement of the rates making that has prevailed here for so many years and before this organization has had an opportunity of making a formal complaint or ask for a conference with the railroad men, we are compelled to present our side of the great question which is fraught with such grave consequences to the business interests of this state."

DEDUCTION MISLEADING.

"Before doing so, however, we desire to acknowledge the exceptional merits of Mr. Reeves' letter as a literary product. In our opinion it will go down in history as a railroad classic, but as an explanation of, or reason for, existing freight rates, it is very unsatisfactory. In fact, it does not go into the core of the matter at all. Many of his deductions are misleading to say the least. For instance, Mr. Reeves says: 'Present adjustment to, from and within Utah and in the intermountain country is the result of years of negotiation among groups of shippers and railroads beginning when the railroads were built here, continuing to the present time and certain to continue as long as railroads run and commerce and manufacturing are carried on.' That sounds good, doesn't it? 'One would think that after the Utah railroads were built, but before any tariffs were put into effect, shippers were consulted with respect to the proposed rates; fortunately a Utah has a number of merchants and producers, whose business life dates back some forty years, but upon inquiry among such, we fail to find any one who has been thus honored.'"

"It is true that in the establishing of some industries along the line which Mr. Reeves so ably represents, the railroad officials were consulted as to rates necessary to market their products. But generally speaking, our side of the controversy has had little or no part in the making of present schedules. In support of this assertion we submit that all rates to Utah are arranged at traffic bureau meetings held behind closed doors, which no shipper is allowed to attend, and in which he is interested are voted upon, nor can he obtain any information as to how the

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various lines voted should he desire to present argument to those opposed to the granting of his petition.

SHIPPERS NOT CONSULTED.

"Two years ago 'groups of railroads' got together and adopted a blanket rate on classes and commodities from Missouri river points to all stations on the Oregon Short Line that had previously been served by Salt Lake and Ogden joint rates. 'Groups of shippers' were not consulted when this deal was put into effect."

"As to rates within Utah, we submit that on Sept. 6, 1907, the San Pedro, Los Angeles & Salt Lake railroad, without notice other than that required by law, advanced almost all of its state rates, in many cases nearly 100 per cent. In this instance there was neither discussion or compromise and the shippers of Utah being without the protection of competition or a railroad commission were compelled to pay the advance while rates from Los Angeles north were undisturbed. Mr. Reeves will not contend that 'groups of shippers' had anything to do with pushing this good thing along. do with pushing this good thing along."

"Groups of railroads' are now at work on a tariff to points on the new Western Pacific, but Mr. Derrah and his able assistants have not yet consulted 'groups of shippers' as to their views in the matter."

"No. Mr. Reeves, had 'groups of shippers' been consulted and had our ideas prevailed, Chicago, St. Louis, Missouri river cities, Denver, San Francisco, Los Angeles, Portland and other jobbing towns would not enjoy the advantage in freights over our people of from 10 to 40 per cent in territory that is justly tributary to Utah. Mr. Reeves does not claim perfection for the basis here, but is willing to go on record as saying that 'all conditions considered,' rates are fair and defensible as will be found anywhere."

SOME FIGURES.

"Well, let's do a little figuring. We will, for example, take up a few staple commodities that every traffic man and shipper is familiar with. We won't use any 'chart' or 'terminal rate,' because Mr. Reeves says that 'such things are misleading.' We do not wish to mislead anyone, but we can and will show the general public that a determined effort has been made by the genius that directs Mr. Harriman's traffic affairs to supply all rates to points on the Oregon Short Line territory from Omaha, Kansas City and other jobbing points."

"On shipments of agricultural implements (hand) such as forks, hoes, rakes, shovels, spades, etc., the rate from Omaha to Salt Lake City is \$1.35, 50 cents, 30 pounds, local rate Salt Lake City to Montpelier, Ida., 75 cents, total \$2.10. Less than carload rate direct from St. Joe to Montpelier, \$1.33, or 17 cents per hundred in favor of St. Joe jobber."

JOBBERS HANDICAPPED.

"The rate on mixed canned goods from Missed shore to Salt Lake, \$1.08 per hundred in car lots of 30,000 pounds, the distributing rate from Salt Lake to Idaho Falls is 50 cents, or a total of \$1.58. The rate on the same goods in 150-pound lots from any Missouri river point to Idaho Falls is \$1.30 per hundred; in other words, a Salt Lake jobber must first buy a carload quantity to get the rate of \$1.08 and then pay a premium of 20 cents per hundred to get the rate of \$1.28 for an hundred pounds before he is on an equality with the Missouri river competitor in a town so near to us as Idaho Falls."

"Cotton piece goods of all kinds: Rate from Kansas City to Salt Lake, \$2 per hundred, Salt Lake to Blackfoot, \$2.70, total \$4.70. Kansas City to Blackfoot, \$2.15, or 55 cents against the Salt Lake man. Fifty-five cents a hundred isn't so much, it is \$165 per car, a very nice profit in and of itself."

"Carpets, rugs, dry goods, glassware, nails, stoves, woodenware and other items too numerous to mention are in the same category and we defy anyone to dispute the fact that the rate from Salt Lake to Blackfoot is \$2.70, Salt Lake to Pocatello, 55 cents; total, \$2.50. Omaha to Pocatello, \$2.15, difference in favor of Omaha, 45 cents per hundred. No wonder Omaha has a big place on the map as a jobber."

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THESE NOT SO BAD.

"Our local distributing rates out of this city to points on the Oregon Short Line are not so bad, yet are a good deal higher than some of our neighbors enjoy, mileage considered."

"There has been no adjustment of these rates for over 12 years, except some material advances that have been made by the 'group of railroads' to such thriving towns as Montpelier, Pocatello, Blackfoot, Shelley, Idaho Falls and other points, yet we venture the opinion that the revenue accruing to the Oregon Short Line from increased tonnage that has naturally come on account of the growth of the country during the period mentioned has increased almost ten fold."

"It is true that by comparison with other Oregon Short Line rates those given the industries mentioned in Mr. Reeves' letter seem quite fair, but an analysis will, we believe, prove to any fair-minded person that while the railroad company was assisting the manufacturer with one hand, with the other it was selecting some choice feathers from the supply of its competitors and connections with which to upholster its own nest, as figures below will show:

CEMENT—CARLOADS.

To Butte, Mont.—

From	Miles	Rate	Mills per ton
Missouri river	1,140	55	6
Salt Lake City	400	25	12½

To Boise, Ida.—
Missouri river 1,133 55 28
Salt Lake City 435 30 14

PICKLES—CARLOADS.

To Butte, Mont.—	Miles	Rate	Mills per ton
Missouri river	1,140	1.12	20
Salt Lake City	400	.55	27

To Boise, Ida.—
Omaha 1,133 1.16 16.6
Salt Lake City 435 .65 30

"The rates on canned goods are relatively the same."

"What shouldn't the transportation company do all it can to further the interests of the Utah manufacturer when from the fruits of his industry they receive in earnings nearly 100 per cent more than his competitors in distant states?"

"Now, with respect to Mr. Reeves' 'profit averaging' talk, it is true, that there is a well established and recognized commercial principle pertaining to profits, but Mr. Reeves is not apt or correct in his illustrations. All staple and quick moving commodities are sold at a less margin of profit than are higher priced or slow moving articles, but the aggregate profit to the merchant is determined by the volume of sales, which frequently attaches to staple goods, than on the higher priced goods. This principle holds good in railroading. No merchant would expect a railroad company to haul a car of boots and shoes for the same reason that a merchant would not expect a car of soap, but to the average man it does not appear unreasonable to expect a carrier to haul a car of fish poles from San Francisco to Salt Lake City at the same price it gets to Denver, 700 miles further."

AS TO WATER COMPETITION.

"Referring to water competition and Pacific coast rates, which, Mr. Reeves states, 'would prove disastrous and impossible if applied as a measure to the entire business done,' we offer in reply the testimony of J. C. Stubbs, (now traffic director of the Union Pacific line), before the interstate commerce commission in the case of the New York board of trade and transportation, versus the Pennsylvania Railroad company, at St. Louis testified as follows:

"I think I have already testified before the commission that the actual cost of movement of freight eastbound from San Francisco, taking all the elements of cost that can be properly charged against the movement of a particular lot of freight, will not exceed one-eighth of a cent a ton a mile. It will be less than that, but even we get above that it is something over and above what it costs to handle it. It is exceedingly difficult to figure that out to a mathematical certainty. We do not carry any of this test for less than a half a cent a ton a mile. Now we secure from that at least a profit of one-eighth of a cent a ton a mile, and we are not in the business for nothing, unless it is a temporary matter, like being forced by the Canadian Pacific to come down and see who is going to last the longest, we do not carry goods for less than it costs."

COMPARISON OF RATES.

"That being the case, iron articles moving from Pittsburgh to San Francisco at a rate of 12 mills per ton will net a larger profit than the rate referred to, but the law of averages is immutable, hence the Utah shipper must pay 140 per cent more than the San Francisco shipper. Cut off the exorbitant profit of 140 per cent and we will agree to pay the 40 per cent. Is our proposition unfair?"

"Bolts and horseshoes between the same points to San Francisco, 5½ mills per ton per mile—119 per cent more. Would it be unfair to ask the railroad to charge us 38 per cent more than their coast patrons, thus relieving us to 81 per cent tribute to that immutable law of averages?"

"Fruit jars from Missouri river to San Francisco, 8 mills per ton per mile; to Utah, 21 mills per ton per mile—262 per cent more than the coast dealer pays. As proof of our disposition to be fair, we will agree to be satisfied with a rate 57½ per cent higher than our coast neighbors pay. Will the railroads agree to this?"

"Is it fair to our wool growers to charge them 196 per cent more for the transportation of their product to the Boston market than is charged their coast competitors? We think not."

EXAMPLES OF DISCRIMINATION.

"These are but a few examples of discrimination out of the hundreds of cases which might be cited, were it necessary, to prove our case. What further argument is necessary—it being admitted that all business moved to the coast pays a profit to prove that the rates which show a profit varying from 119 to 262 per cent are unreasonable and unfair? How can Utah expect to do business with the coast when the rates are so high? The rates which require the payment, not only of her own, but of her Pacific coast neighbors' share of the annual thirty (30) per cent dividend (water con-

Shoppers Should All Remember Early Ones Get The Bargains

THE CLERK'S ROUNDELAY.

Forward Christmas Shopper,
Step into the fray,
Your task is sure a whopper,
You cannot lose a day.

An army of from 4,000 to 5,000 is ready for the Christmas shopper. The various retail stores of Salt Lake from now until Christmas will be the scene of many a one-sided battle, resulting in victory for the shopper every time. The slogan of the shopper will be "Give me what I want at a low price," and the cry of the clerks will be "Keep coming, and find what you want."

Never put anything off till tomorrow that you can do today, is a good motto for the shopper to remember. Throughout the United States there has been a movement started admonishing the public to get busy and do their buying early. In Salt Lake this not alone means early in the season, but early in the day. It is a fact that if the people of this city would begin their tour of the stores at half past eight in the morning instead of half past two in the afternoon, the stores would be able to get along with almost one-third the number of clerks.

A BAD HABIT.

It seems to be a habit of the shopper to wait until the afternoon is well under way to do her shopping. A manager of one of the largest local stores has made a personal investigation on this subject, and finds that most of the women of the town do their own house work in the morning and then go shopping in the afternoon. Almost all of the extra help that the stores are now employing for the Christmas season commence work in the afternoon because there is no need for them in the morning.

The public only knew," said this manager, "how much easier it would be for them to get what they want and how much easier it is for the help to wait on them in the morning they would get the habit."

In Salt Lake there are over 1,500 extra people behind the counters already in the different stores to help the clerking army combat with the shoppers' army. Of these extra ones many are cash girls who are working during the Christmas season for the first time in a career. To the new ones the task is one grand adventure, but the wise ones who have been in the business a length of time, dread the time from now till Christmas eve.

"Human nature is a funny thing," said an old-timer behind a bargain counter. "See that woman that just went out? Well, I'd like to slap her face. She has been in here three times this afternoon looking for a new pair of shoes. She is trying to make up her mind. She will come in here about 10:45 Christmas eve, and want us to turn the store upside down to find that silk waist she saw in here three weeks before."

AN EXAMPLE.

"This Christmas rush keeps us on our feet from 8 in the morning till 6 at night, mauling and pulling stuff to pieces and then putting it back again for somebody else to try again. Now, take an example. Slick around and watch the fun." As the girl said this, she spread her two arms apart and rested the tips of her fingers on the counter in front of her in time to greet a shopper. "Mr. Jones, I have just as tired as she could be. She had been around all over town and 'never saw anything like it in my life. They haven't got a thing that a person wants.' She started in a mad way, during which the girl behind the counter smiled and stuck in an occasional yes, and no, as if it was the first time instead of the one hundredth time that she had heard the same thing. At the afternoon. When Mrs. Jones had finished, she said: 'You haven't got any

more of that 98-cent goods that you were selling last week, have you?"

"No, ma'am," said the girl. "I thought so," said Mrs. Jones. "I was here three days ago, and you didn't have any thing but a few just as sorry as I can be that I didn't take advantage of that bargain. Good bye."

THE SHOPPER'S VIEW.

The shopper looks at things from a different standpoint. Her work is play, although she takes it seriously. To go from store to store with no idea of what she wants is to her a scientific experiment. Shopping, as she takes it, means looking at goods she does not want, or has not the money to buy and letting her buying go until the last moment. She also takes delight in "sizing up" the clerks, taking note of what they are buying. To her the shop girl is a walking directory who will answer all questions promptly, show everything she can lay her hands on and smile. If you ask the clerk, she will say "That's what I'm here for."

Every year the cry has been "Do your shopping early." This year the cry has been started again and throughout the country circulars have been sent to all the stores asking them to tell their customers to remember this. In most of the larger stores in the east the public has "caught on" and there are as many customers to be seen in the stores during the morning as there are in the afternoon. Shopping in the morning insures quick and satisfying returns. When the store is opened in the morning the goods are all in order, the clerks are not tired and are ready for their work. Goods bought in the morning can be delivered on the same day and there are many advantages of which the shopping public ought to avail themselves.

FAVOR EARLY SHOPPING.

Among the managers of the leading stores of Salt Lake who are interested in having the public shop early are W. A. Neudham, manager of the retail dry goods department of Z. C. M.; G. M. Anderson, of Walker's; J. M. Young, of the Paris; J. W. Townsend, of Keith-O'Brien, and M. J. Friedman, of Auerbach's. All of these men, as well as others, who are in a position to know the state of the market, are beginning to feel the effects of what has been said in many of the leading magazines about early shopping.

Each dry goods store in the city has an extra force of girls busy making novelties for Christmas. Paper flowers are being turned out by the dozen; shirt waists are being made from handkerchiefs, pincushions, and various other Christmas presents, are being manufactured by the busy workers to be put on the bargain counters. Many of the leading stores have carried over the both ideas of the year, when it was found to be a great success. A booth is now a recognized money and time saver. The stores look like charity bazaars with the little six by six tables laden with handkerchiefs, pincushions, shirt mugs, etc., usually all of one price and looked after by one girl. In Keith-O'Brien's booths are being put up in every available nook and corner. Walker's and many other stores have also accepted the idea as a good one.

Although it is still three weeks and a little bit more till Christmas, things are beginning to hum in the stores. The delivery boys, elevator boys, and cash girls are already beginning to feel that Christmas is but a little way off. From now on the Christmas tidal wave of shoppers will increase from day to day until it sweeps the clerks off their feet. However, "That's what they're there for," in the opinion of the shopper and their own admissions.

NEW INCORPORATIONS.

The Standard Development company has filed articles of incorporation in the office of County Clerk Eldridge. The corporation is formed for the purpose of the development and promotion of manufacturing enterprises, and is capitalized for \$25,000, the shares being placed at \$1 each, par value. O. C. Proffer is president; Joseph R. Murdock, vice president; Joseph W. Musser, secretary and treasurer.

The Martha Society of Ogden has filed articles of incorporation in the office of the secretary of state. It is an organization formed solely for charitable purposes, its aim being to look after the needy and to provide and supply such with amusement, sustenance and comfort. Mary E. Fitzgerald is president and trustee; Spencer, first vice president and trustee; Fannie Kuhn, second vice president and trustee; Leola Siglow, treasurer; Florence Littlefield, secretary.

MRS. McLANEY'S EXPERIENCE.

Mrs. M. McLANEY, Prentiss, Miss., writes: "I was confined to my bed for three months with kidney and bladder trouble, and was treated by two physicians but failed to get relief. No human tongue can tell how I suffered, and I had given up hope of ever getting well until I began taking Foley's Kidney Remedy. After taking two bottles I felt like a new person, and feel it my duty to tell suffering women what Foley's Kidney Remedy did for me. F. J. Hill, Drug Co., 'The Never Substitutors.'"

ONE HOUR EARLIER

Salt Lake-Butte train No. 9 via O. S. L. will leave Salt Lake one hour earlier effective Sunday, December 6th. New time will be 10:45 p. m. instead of 11:45.

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Twelve passenger trains daily between Salt Lake and Ogden. Heated by steam; electric lights and always on time.

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New Term Classes Sat. Dec. 5

Children, 10:30; Juniors, 1:30; Seniors, 3:15.

Adult class, Wed. Dec. 9, 8:30. The One School Where Proper Dancing is Taught.

VAIL MAY BE IN NEVADA.

It is rumored that Charles T. Vail, former chief of the fire department who is said to have got away with fireman's fund amounting to about \$7,000 has been seen in Reno, Nevada. On Dec. 2, a man answering his description and carrying no baggage entered the Golden hotel and registered as R. H. Vail of Tonopah.

After spending a night at the hotel he left early the next morning on the train for San Francisco. It is also rumored that Vail is at work as an electrician in Reno. A man who came into town the other day claims that he met Vail acting in that capacity in the Nevada city. He says he met Vail on the street and the latter told him that he had left Salt Lake for keeps. He then, according to the man, borrowed a few dollars.

Early Morning Comfort

Open your sleeping-room windows—let in the crisp, fresh air—but your room need not be cold while dressing—a touch of a match and the welcome heat is radiating from the

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(Equipped with Smokeless Device)

For heating the bath-room quickly it's a great convenience, and will make the morning dip as glorious as in the summer.

Now it's breakfast time—make the room cozy and cheerful—your breakfast more enjoyable and start the day without a shiver. The Automatic Smokeless Device prevents all smoke and smell and makes it impossible to turn the wick too high or too low. Cleaned in a minute—burns 9 hours with one filling. Finished in Nickel and Japan. Every heater guaranteed.

The Rayo Lamp

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"Merry Widow" hats for the dolls.

Ourlanian's Christmas showing of oriental rugs awaits your inspection.

Especially in the afternoons the store is a bee hive of business.

Tempting gift articles are everywhere on display.

It's the low prices on toys that's bringing them.

GARDNER DAILY STORE NEWS

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U. S. Weather Forecast: Snow tonight and Friday; Colder tonight

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For twenty years Gardner Clothes have been the leaders in Salt Lake.

Let your next Overcoat be a Gardner garment.

PRICES \$6 to \$50.

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