

DUTY KEEPS E. H. HARRIMAN AT IT

He Wont Quit Yet—Too Many Moves Left, He Says, to Fulfil Last Year's Declaration, That He would Drop Railroading on His Next Birthday—Blames Roads for Losing Rate-Making Power.

EDWARD H. HARRIMAN at 60 is much too busy, to think about retiring from the railroad business. On his last birthday, another twelvemonth would find him ready to quit the game, but yesterday he told a Times reporter that there are still too many moves to be made. He doesn't propose to stop even to consider retiring until the complications on the industrial chessboard have been resolved sufficiently to enable him to see clearly a little distance ahead. Until then, Mr. Harriman thinks he owes it to 40,000 stockholders and 150,000 employees in his system to stay "on the job."

This definition of his position Mr. Harriman made in the course of his afternoon constitutional along Fifth avenue yesterday. The reporter met him coming out of his house, and asked how things looked from Mr. Harriman's viewpoint of 60 years, lacking only a couple of days. "It was the railroad man who spoke of the chess board," "I wouldn't undertake to say," said Mr. Harriman. "No sensible man would undertake now to predict what is going to happen or to make a comprehensive statement of present conditions. There are too many moves yet to be made before any degree of stability is reached to make such a survey possible."

"Who is going to make them?" "You know as well as I do," returned Mr. Harriman sharply. "The people of this country have got to be brought to a proper appreciation of the interrelation between the various factors in industry. Then they must see to it that the administration of law is con-

ducted in their interest and not as a matter of personal caprice."

"And you are going to stay in the game until this comes about, Mr. Harriman?" the reporter asked.

"TOO BUSY TO RETIRE."

"I don't want to say how long I shall stay in harness. A year ago, when the interstate commerce commission was at work, I said something about retiring in another year. Well, it isn't a case of changing my mind, but of not having had time to think about retirement. I looked then for some falling off in business, but for nothing like what has occurred. I didn't expect to see 50 per cent of the decrease that has been realized. Under such conditions there is nothing to do but to stick until matters get into competent hands, at least until confidence has been restored."

"Just now we are hearing about the wages problem. But do people appreciate that, with a given opportunity for the development of business, the more we have to pay for capital, the less there is to pay for wages? I am not referring to the scale of wages, but to the amount that we can spend for wages. And in order to get capital on reasonable terms we have got to have good credit, and credit must be maintained by surplus earnings. There is the whole thing in a nutshell."

"A wrong idea prevails in a good many quarters about this relationship of capital and labor. We men who manage the roads are not the capitalists. The security holders from whom we borrow the money are the capitalists, and they are in partnership with the wage earners in trying to make a fair profit out of serving the public. It is our duty as managers of the roads to preserve the proper relations between the different factors so far as we can. But what becomes of our efforts when unwieldy governmental interference, re-

sulting in such a condition of distrust as prevails at present, hampers up all the factors in one conglomeration?"

"Be careful, now, not to confuse the terms. By surplus earnings I do not mean the payment of dividends, but the ability to earn something beyond what is required to meet bare charges and expenses. So in speaking of the partnership between the wage earners and the stockholders, I do not limit myself to the relations that exist or that may exist between the corporate organizations on the one side and the labor organizations on the other. I refer to the fundamental relations between those who furnish the funds for investment and those who give their services to make the investment profitable."

INDUSTRY UPSET BY RESTRICTION.

"It is quite obvious that restriction of business beings about uneconomical conditions throughout the industrial structure. When men are working on part time, or under limitations as to hours and conditions, there is a tremendous waste in earning capacity and productive energy. The whole fabric of industry crumbles. There is less money to be spent by the workers and consequently less business to be done to supply the wants they can afford. A family makes one bag of flour go where two were used before; the old clothes are made over instead of having new ones bought."

"Multiply this by 80,000,000 and you can see what it means to the nation economy. Add the distrust naturally produced among those who have the money to invest, and there is a combination of forces at work with cumulative effect, the result of which is hard to forecast. Earnings decrease because of the slackening volume of business; capital becomes timid and rates for money high, and there is cor-

respondingly less to be paid for the labor necessary to carry out the work that we have before us. The question of whether wages will decrease does not depend upon any attitude or the attitude of any other manager of industry toward labor. It depends upon whether we are going to have the money to pay labor to do the work that we ought to do."

"I believe that things will right themselves when people have had a chance to understand the situation, provided that we eliminate the self-seeker. What we have got to have in political and in business life is the man who is willing to work for others and doesn't undertake to move the pieces on the chess board solely with a view to what he thinks to be his own interest. If you ask me when I believe an equilibrium will be reached and confidence restored, I say frankly that I don't know. The patient is now undoubtedly under treatment that will prove efficacious in the end, but the question still remains whether the disease may not prove very serious before the corrective treatment gets the upper hand."

WHERE RAILROAD MEN HAVE FAILED.

"Mind, I do not lay all the blame on the public, or even on the politicians. The railroad men themselves are to blame for a great deal of what has happened, and they ought to recognize this time, when they have their own worries with them. If the railroad men of the United States had learned to trust each other years ago a great deal of what has been suffered would have been avoided. There was a time when they had the right to make agreements covering traffic and rates, but what was the result? An agreement was hardly made before somebody whom it bound issued an order violating its provisions. That sort of thing was the root of destructive competition, and subjected the railroads to much of the trouble that they have suffered since in being made the victims of any one who wanted to build an unnecessary competitive line for the purpose of selling it out."

"I am not opposed to railroad regulation, provided it is coupled with railroad protection. Long ago I expressed the view that regulation even to the point of allowing the interstate com-

merce commission to fix the rates, was not so to be combated, provided the government would allow the roads to make agreements with each other through the repeal of the Sherman law. The prospect of the public in the making of such agreements is the degree of publicity now insisted upon in respect of other railroad affairs, and of that I am heartily in favor. Sensible regulation, protection of the railroads against unnecessary competition, and publicity are in my mind the three things that will set the railroads right with the people in the end. But, meanwhile, the men who have the responsibilities of the railroads on their shoulders must keep to their tasks and not give them over into incompetent hands. There'll be no trouble about training up the men to run the railroads in the next generation if the proper conditions and discipline are established."

"And will there be the work to do, if confidence is restored and the proper relationships established? Of course there will. There is as great a possibility of growth ahead of the railroads in the next ten years if only we go at it rightly. Within the lifetime of some of our children the population of this country no doubt will have reached 200,000,000, and the system of American railroading that has developed to meet the needs of 80,000,000 of people is in its infancy. But, as I have said, the self-seeker has got to be eliminated and the people at large have got to come to an appreciation of the underlying relationships of the factors in the problem. When those two things are in process of accomplishment it will be time enough to talk about retiring."—New York Times.

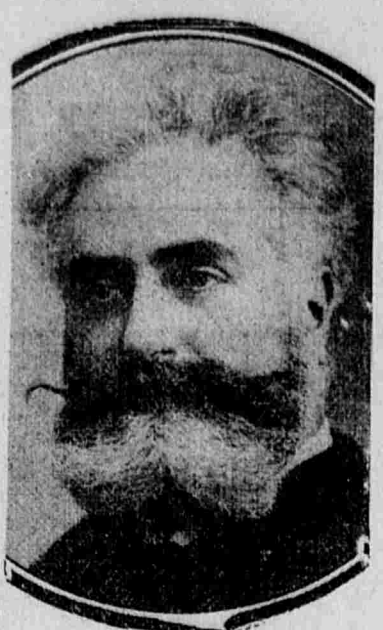
PEOPLE GETTING PARTICULAR about shoe polish. Quality in shoe polish realized to be an important matter. Acid polishes not wanted. Any old thing won't do with people who know. Quick Shine Shoe Polish is guaranteed to preserve the leather. It does not contain a drop of turpentine or acid. Gives a lasting polish and won't rub off on the clothing. Price 10 cents.

Garden and Flower Seeds. Bailey & Sons Co., 63 East 2nd South.

Chicago Symphony Orchestra, Music festival, April 1 and 2.

NORDAU SCORES AMERICAN TITLE HUNTERS.

Max Nordau delivers some pungent utterances on international marriages in a recent magazine article, in which he refers to the coronet-hunting American.



erican woman as a "hothouse flower of Manhattan Island," and then pays the other kind of American woman this compliment:

"The American man knows another kind of American woman—earnest, industrious, complaint without abjection, independent without arrogance, warm hearted without being weak, worthy daughter of the New England wives, those patient heroines who stood by helped the valiant pioneers of the country."

Of the American woman who seeks a husband among the aristocrats of

Europe the author of "Degeneracy" says: "She is no American woman, but a hothouse flower of Manhattan Island; an artificial product of Fifth Avenue. She stands quite apart from the movement of progress in her nation, but with them she does not bear the spirit of Americanism."

THE occasion of Nordau's essay on the American woman was the recent marriage of Gladys Vanderbilt to a nobleman of Hungary.

GIVEN UP TO DIE.

B. Spiegel, 1204 N. Virginia St., Evansville, Ind., writes: "For over five years I was troubled with kidney and bladder affections which caused me much pain and worry. I lost flesh and was all run down, and a year ago had to abandon my work entirely. I had three of the best physicians who did no good and I was practically given up to die. Foley's Kidney Cure was recommended and after taking the second bottle I was entirely cured. Why not let it help you? F. J. Hill Drug Co., 'The Never Fails'."

NERVOUSNESS AND NERVE.

The more nervous a man is, the less nerve he has. That sounds paradoxical—but it isn't; for nerve is stamina. Hood's Sarsaparilla gives nerve. It tones the whole system, perfects digestion and assimilation, and is therefore the best medicine a nervous person can take.

If you get tired easily; mentally and physically take Hood's—it will do you good.

DIABOLO

The Greatest Game in the World.

This game will be "the fad" during the spring and summer season. Superior exercise and fine sport. We have them at all prices from 50 cents to \$5 each. DESERET NEWS BOOK STORE, 6 Main Street.

DURING LENT

Every Wednesday and Friday we will have a supply of choice brook trout. MARRIOTT'S MARKET.

ENTIRE STOCK OF NEW SPRING DRESS GOODS SACRIFICED

10% TO 50% REDUCTIONS

NOT A SINGLE YARD of Dress Goods Escapes Price-Cutting



\$25,000 worth of the Handsomest Spring Wool Dress Goods, a perfectly inimitable exhibit of the NEW SPRING AND EASTER Dress Fabrics now to be sacrificed at the outset of the season. Just as in previous years, we show the most varied collection of Dress Fabrics, including all the novel, genteel and appropriate spring dress materials and the most beautiful weaves, shades and color effects. It is in fact, the most complete assortment of Spring and Summer woollens that is shown in the city.

Whether your needs call for a tailor suit or a dressy gown, a plain or a fancy material, you'll find among these complete assortments all that good taste and extreme fashion can suggest. Don't fail to take prompt advantage of this most remarkable price cutting event, so early in the season, and remember that no matter what piece of goods it is or what the former selling price was the price is now reduced in this sale.

Newest Wash Goods for Summer

THOUGHTFUL WOMEN ARE CHOOSING THEIR SUMMER FROCK AND WAIST MATERIALS. NOW WHILE ASSORTMENTS ARE COMPLETE AND STYLES NEW, FRESH AND PRETTY. THERE'S METHOD IN IT, JOIN IN THESE EARLY SAVINGS TOO.

GINGHAMS in styles and colorings by the hundreds. Plaids, checks, stripes and plain colors without end. Monday we will sell a hundred pieces of the value, at a yard, 12 1/2c

NEW GALATEAS for Jacket Suits, Skirts and Children's Frocks, pretty stripes and of every color as well as plaids, checks and plain effects, 29 inches wide, 16 1/2c

WHITE GOODS for Easter, confirmation and graduation dresses in Batistes, Linons, Lawns and Lingerie fabrics, in all the newest all white effects such as stripes, cross bar, checks and plaids, also dainty little checks and self-figured fabrics, all beautiful sheer and dainty white goods, new this season, materials worth from 25c to \$1.50 15c to \$1.00



Easter Neckwear Novelties

In the line of fancy neckwear this department is equipped to supply every fashionable need. Every late creation, every Fifth Avenue fad is here for your approval. Gibson Stocks, Merry Widow Bows, Butterfly Bows and Batwings, of silk lawn or nets; white or colors to satisfy any fancy.

Fancy Jabots of nets and lawn. White lawn ties with hand embroidered ends, white net ties with real lace ends, new line of handkerchiefs, prettily embroidered linen embroidered stocks in great variety. Handsomest assortments we ever showed priced from—

15c to \$1.50

Tremendous Sale Values in Muslin Underwear--About Half Regular Prices

Monday we place on sale 3600 pieces of exquisite UNDERMUSLINS comprising a remarkable accumulation of manufacturers' odd lots left over after filling their orders for the season and including all the very best numbers and styles produced by several of the most up-to-date manufacturers of New York City. The Cambrics Nainsooks and fine Long Cloths used in the manufacture of these garments are the highest grades made. The wash laces, embroideries, and wash ribbons are all strictly high class and superior in quality, with many exclusive patterns confined strictly to the manufacturers.

The showing includes corset covers, short and long skirts, chemise, drawers, gowns, etc., etc., all well made, full and generously cut, of superior finish and workmanship and best of all the prices are about half.



Up to \$1.50 Values

Beautiful styles and big assortments of corset covers, gowns, chemises, skirts, drawers, etc., in qualities that sell regularly up to \$1.50, now priced in this sale at per garment

79c

Up to \$2.00 Values

Exceptionally handsome styles and designs in dainty undermuslins, best French and German Val lace trimmings exquisite embroideries, etc., in drawers, corset covers, gowns, chemise, skirts etc., values up to \$2.00, now priced in this sale at per garment—

98c

Up to \$4.00 Values

The choicest of all, the pick and cream of the entire lot will equal the finest undergarments sold at retail and include skirts with magnificent 16 inch lace and embroidery flounces, gowns with deep yokes and all lace sleeves, drawers and corset covers, extra full and generously cut with elaborate embroidery and lace trimmings and medallions. The chemises are full skirt length with deep yokes of fine German Val lace and insertions, also tucked and lace trimmed ruffles. Nothing handsomer shown anywhere at prices up to \$4.00, our price per garment.

\$1.98