

ments which were clicking away were enough to do the business of a city of twenty thousand people. Mr. Armour has his own private operator apart from these men. This operator has an instrument just outside the little cage which is Mr. Armour's private office. It is his business to take the messages direct from the chief, and he is at his office as early in the morning as Mr. Armour, ready to give him the reports which have been received by telegraph and cable from all parts of the world. These are first disposed of, and by 8 or 9 o'clock Mr. Armour thoroughly knows just what he wants his men to do in all parts of the world. By 10 he has practically settled the business problems of the day, and by 11 he is at leisure to meet his friends, or to go about among his employees and chat with them about their work. He is thoroughly democratic in his ways, and he knows personally every man in his office. As we walked through the room he spoke to many of the men by name, and he told me that many of his men had been with him for years.

Mr. Armour believes in young men and young brains. He has said at times that he was a buyer of youth and brains. He is a good judge of men and he usually puts the right man in the right place. I am told that he never discharges a man if he can help it. If the man is not efficient he gives instructions to have him put in some other department, but to keep him if possible. There are certain things, however, which he will not tolerate, and among these are laziness, intemperance and getting into debt. As to the last, he says he believes in good wages and that he pays the best. He tells his men that if they are not able to live on the wages he pays them he does not want them to work for him. Not long ago he met a policeman in his office.

"What are you doing here, sir?" he asked.

"I am here to serve a paper," was the reply.

"What kind of a paper?" asked Mr. Armour.

"I want to garnishee one of your men's wages for debt," said the policeman.

"Indeed," replied Mr. Armour; "and who is the man?" He thereupon asked the policeman into his private office and ordered that the debtor come in. He then asked the clerk how long he had been in debt. The man replied that for twenty years he had been behind and that he could not catch up.

"But you get a good salary," said Mr. Armour. "don't you?"

"Yes," said the clerk, "but I can't get out of debt. My life is such that somehow or other I can't get out."

"But you must get out," said Mr. Armour, "or you must leave here. How much do you owe?"

The clerk then gave the amount. It was less than \$1,000. Mr. Armour took his check book and wrote out a check for the amount. "There," said he, as he handed the clerk the check, "There is enough to pay all your debts. Now I leave you to keep out of debt, and if I hear of your again getting into debt you will have to leave."

The man took the check. He did pay his debts and remodeled his life on a cash basis. About a year after the above incident happened he came to Mr. Armour and told him that he had had a

place offered him at a higher salary and that he was going to leave. He thanked Mr. Armour and told him that his last year had been the happiest of his life and that getting out of debt had made a new man of him.

I could give a number of similar stories concerning Mr. Armour which I have heard through his friends here at Chicago. The above incidents came from them, and not from Mr. Armour himself. During my visit to his office I had a chat with him covering a wide range of subjects. This I will publish in a future letter.

Frank G. Carpenter

IN THE OLD NORTH STATE.

FAVETTEVILLE, N. C.
April 23rd 1896

The glorious Gospel light is continually spreading abroad among the people of Cumberland and other counties of North Carolina. While missiles are continually being hurled at us from every pulpit and religious press, we move forward with a zeal in the cause, for we know by the experience of the past, as well as by the words of the Angel Moroni to Joseph Smith, that "It will increase the more opposed." "Truth is mighty and will prevail," though the whole world be arrayed against it.

Notwithstanding the slanderous articles of the press and the equally scandalous sermons of sectarian leaders, warning their followers to shun us as they would the sting of a wasp or the fangs of a moccasin, we are thankful to say there are some who are willing to "prove all things" and let them stand on their own merits. The prejudice against us is being rapidly allayed among the masses, and we have thus far received kind treatment from the good people of North Carolina. While the great harvest is no doubt passed, we have in our gleanings found a few (though far between) who are interested in the plan of salvation, investigating the principles of the Gospel and perhaps will connect themselves ever long with the Church of Christ.

Owing to slanderous reports about our people, many of the North Carolinians have a vague conception of us. A few weeks ago, we attended religious services in a country church. To the surprise of the congregation, we behaved ourselves. We learned afterward from a friend that there was a great talk about our demeanor. Why! they appeared like gentlemen, was the unparalleled assertion of many. Quite a compliment for ministers of the Gospel. One afternoon, not long since, we, wearing bold faces and shining shoes prepared for the occasion, entered a small factory town, made our way to the mayor and learned from him that there is no ordinance against distributing religious tracts in that place. We knew our business and went at it. It was amusing to see children, yea women, running through the back yards from one house to another, to apprise their neighbors of the approach of the Mormons, as they term it. As we passed the factory, the windows were thrown open, and such a display of female faces we never saw before. With curiosity they gazed upon our long coats, the tails of which they undoubtedly supposed

furnished hand-hold for our many wives, about whom some young men, standing in the door, were jeering us. That night we held services in town and gave the uncouth citizens the privilege of beholding two Mormons at short range. By permission of the manager we passed through the factory next morning and to our surprise were met at every loom with a pleasant "good morning gentlemen." Quite a change since the night before!

The woods are green and teem with reptiles and insects. Birds are singing sweetly from the tree tops. Summer is near. From the corn and cotton fields can be heard the shouts of the darkey who is apparently an actual necessity to the white man of the South. With the best of health we are enjoying our labors and the spirit of God. Thanking you for your valuable paper which comes regularly to us. We remain respectfully yours.

JOHN M. ANDERSEN.
JOSEPH P. GREENE.

FROM SNAKE RIVER.

RAYMOND, S. Victor P. O. Idaho.
April 28, 1896.

From April 4th to the 21st was a series of storms with rain and snow, making the roads almost impassable and disagreeable to both man and beast. It is an old saying that it is an ill wind that blows no one's good; and the April storms have deposited much snow in the mountains, while the cold weather has held the snow back and so it gradually leaves the foothills it goes into the earth instead of into the channels and streams to be carried away before it is needed for irrigating purposes. Wind is a disagreeable thing to contend with, but it has many missions to perform, drifting the snow into huge banks which large bodies of snow make the streams hold up until the water is most needed. Timber does not hold the snow like some think it does. Snow goes out of the timber in many instances before it goes off the sides of the mountains.

It looks as though we were going to have a little mining boom up in this part of the Snake River country. The miners are locating claims along the river in Jackson's valley. Considerable placer mining was done last season on the main river and the Buffalo Fork and the Gros Ventre river. Rockers were used to gather the fine gold, with copper plates charged with quicksilver cyanide. Some prospecting is being done here in the basin for silver, gold and stone coal. There has not been much prospecting done for quartz in this vicinity though some very good specimens of silver and gold quartz has been found in the range east of the basin.

The health of the people at the present time is good, and there are fair prospects for good crops. New comers are beginning to come into our valley. It is reported that Colonel Sawyer is coming with a large number of families from Colorado.

NE PLUS ULTRA.

The Winslow, Arizona, Mail says: According to those who are familiar with the sheep industry in this county, the wool shipment from Navajo county proper will fall short this year as compared with last from 100,000 to 125,000 pounds.