PART 2 DESERET EVENING NEWS. 9 TO 12

TRUTH AND LIBERTY.

SATURDAY, APRIL 10, 1897, SALT LAKE CITY, UTAH.

How To Get Rich.

What Two Noted Millionaires Say as to the Best Fields For Money Making.

G. P. Huntington's Advice is to Go to Africa and Buy Ivory—He Says a Few Years on the Congo Will Net Millions—Ex-Senator Philetus Sawyer, the Lumber King, Says There are Millions to Be Made in Pine Lands West and South—He Describes Some of His Big Lumber Deals, and Chats of Fortune Making and Business Matters—A Story of Lincoln, etc.

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(Special Correspondence of the News.)

WASHINGTON, D. C., April 8th, 1897.

I HAD a long chat the other night with a man who has made millions in buying pine lands and cutting the timber off of them. He tells me that there are millions to be made in the same way today. The man I refer to is Ex-Senator Philetus Sawyer, who has now retired from business and politics and is leading a quiet life at his home in Oshkosh. Senator Sawyer is now over eighty years of age. He was born in New York, and his father was in such circumstances that he thought his boy ought to work for him until he was twenty-one. Young Sawyer bought his time of his father at the age of seventeen, and until he was thirty-one he worked by the day and month. He told me this last night, and also described how, when he went from New York to Wisconsin, his sole capital was just about $2,000.

MILLIONS IN LUMBER.

I asked Senator Sawyer how he came to make so much money from such a start. He replied:

"The most of my money was made in buying and selling lumber. While I lived in New York state I could see that lumber was worth a great deal. The forests there had been rapidly cut, and the prices of timber had risen. When I came to Wisconsin it was a new state. It had vast tracts of pine lands, and I believed the day would come when these lands would be very valuable. I invested what I had in pine, and bought more as I could. Later on I borrowed a great deal of money and bought pine, I made a number of good deals, turned my money over rapidly and bought more and more. One time I got hold of a tract for $18,000. I had a partner with me in that purchase, and we each made more than $100,000 out of the deal. At another time I bought for $4,500 some pine lands which I afterward sold for $64,000. I made other investments which paid me $200,000 and upward apiece, and in this way a fortune was gradually accumulated. After a time I became interested in railroads, and made some money in them, especially in the pine lands along the roads. You see, all my life has been spent in dealing in lumber."

IF YOU WANT TO GET RICH BUY PINE.

"Suppose, senator," said I, "you had to go back to business again. What would you do, or what would you advise a young man who has a little money to do, in order to make a fortune?"

"If I had a small capital and wanted to get rich," replied Senator Sawyer, "I should go to the great lumber regions of Oregon, Washington and California and buy all the land I could carry. There are trees there which produce as much as 75,000 feet of lumber, and on some of the western tracts, I am told, there are from 1,000,000 to 2,000,000 feet of lumber to the acre. In the hardwoods of Oregon and Washington I have seen it estimated that the amount of timber on a single acre would turn out 400 cords of wood, and the forests there are of vast extent and very valuable. They will be much more valuable in the future, and the man who can get hold of them will be rich."

"How about the south?" said I.

"I think the chances for making money in lumber in the south are equally good. In Georgia and the gulf states there are large tracts of pine and cypress. You can get them for almost nothing now in comparison with what they will be worth in the future. We consume an enormous amount of lumber, and we are using more every year. There is nothing that runs into money so fast as lumber, and it will surprise you when I tell you how fast trees grow in value. Why, the natural growth of the pine tree is a fair interest on the investment."

PLENTY OF CHANCES FOR POOR MEN.

"But senator, are not the most of these forests already owned by large capitalists? Don't it take lots of money to operate in them? You could do things when you were young which cannot be done now."

"That is true to some extent," replied the senator. "But there are plenty of places where small amounts can be invested and a good, sharp fellow can make his pile almost as well now as in the past. The chances of fortune making are always good for the man who has the right eye to see them. I am sure rights, but I feel that if I were a go back into business I could make money as easily and as rapidly as ever."

"Do you think your success has been due to any fixed principles or did God make you a money maker?"

"I don't know about that," said the ex-senator with a laugh. "I think God was a good deal to the win success in this for putting the right kind of a mind in the man who succeeds. As to principles, I have always been temperate and have always looked ahead and counted myself.

NOT AFRAID OF ANARCHISTS.

"But don't you think, senator, we have too many rich men in the United States? Is not all the capital going into the hands of a few? If this continues it may imperil the republic."

"I think not," said the old senator. "You see, there is no law of entail in this country. You can leave your property to your grandchildren and see that they have but the income derived from it, but you cannot keep it in the family and make it go down to unborn children. It is bound to be scattered very soon after you die. This seems to be the natural law of the rise and decline of fortunes. The children begin where the fathers leave off. We would not have our children undergo the hardships which we experienced, and they naturally do not want them. Now, I have given my two daughters the best half of a million dollars, about $200,000 apiece, and I wish them to have all that I can give them.

"If their children run through the money I leave I won't help it. If they do so they must go back to work as I did. Why?—there the old senator gave very emphatic—"If they do it will be no different than what has been going on since the beginning of the world. There have always been great fortunes and the men who have inherited them have lost them. Every one knows of Job, but who knows how Job's fortune was dissipated? Where will you find the great fortunes of the past? All are divided. There is no great fortune that I know of today that is not being dissipated by the grandchildren except that of the Astors. The Astors are very thrifty and they seem to stick to their money."

THE BEST PERIOD FOR FORTUNE MAKING.

"How about your health, senator? You are a very lively man for eighty."

"Yes, I feel very well," replied the old senator. "I suppose I am so because I was made that way. I had a good capital in the shape of health when I started life, and I have seen that that part of my capital has been well cared for. I don't worry, and after I have once decided upon a thing, I let it take its course."

"What were your best working years?"

"I believe I was strongest between forty-five and sixty-five. My brain was quicker then and I had plenty of nerve. I did not get to making big deals until I was forty-five. Yes, I consider my years between forty-five and sixty-five as having been my prime."

"How are times in the West, Mr. Sawyer, are they as good as they are all over the country. Money is tight and business is slow. It will continue so until we have a new tariff law enacted. As it is now, we are giving work to the people of Europe and allowing our own people to go idle. We are buying European goods and sending our gold out to pay for them. They compete with us in every way possible. They take all they can get and give us as little as they can."

"Would you advise a high tariff?"

"No," replied Senator Sawyer. "I don't think we need a high tariff, but we need a tariff that will protect. At present the duties are made ad valorem instead of specific. Ad valorem means according to the value or selling price of the goods to the importer. Now, any one can lie as to the price of goods, and the merchants of Europe make out two sets of bills. One is for the customs collector at a low price, and the other for the importer at the price which he really pays. Millions of dollars are stolen from the government by these fraudulent undervaluations. You can't cheat as to the weight. A pound is a pound the world around, and if the duty is charged according to the pounds of goods of the gallons of liquor, there would be an enormous increase in revenue. It will take time to do this, but it must be done before we can have honest importations."

"Do you think we will have permanent hard times?"

"No, indeed; this country is bound to come out right in the end. It did look a little bad when Bryan was making such an active fight. Had he been elected, we should have had more hard times for a year or so. The next election, however, would have brought everything all right, and the country would have gone on with its old-time prosperity."

ABOUT SENATOR SPOONER.

"By the way, senator, I see that Spooner has come back to the Senate."

"Yes," was the reply. "He wanted the place, and I am glad to see him in it."

"There was some talk of yourself being the senator."

"Yes," replied Senator Sawyer, "I could have come back to the Senate had I wanted the position. Wisconsin was was ready to send either Spooner or myself. Our relations have always been friendly, and as you say, Senator Spooner has been something like a son to me. Well, he came to me some time ago and told me that I could have the senatorship if I wanted it, and that he would not contest the seat with me. I replied that I would think about it. You see I did not want to say that I would do a thing and then regret it. I did think the matter over, and I concluded that I had had enough of public life, and that I did not want to come here again."

"How did you happen to come to the Senate in the first place, Mr. Sawyer?"

"I was rather forced into it," replied the senator. "I had been in Congress for some years, but I did not care much to go to the Senate. I had, in fact, made all my arrangements to keep out of politics and was about going away to Europe, when one of my opponents boasted that I did not dare to run against him for the Senate. He said I was afraid to. I sent my son-in-law off to Paris in my place, and stayed at home and won the election to show him that I could do so."

"At what time did you first come to Congress?"

"It was in 1865."

A STORY OF LINCOLN.

"Then you must have known President Lincoln?"

"Yes, I did, and I admired him very much. I had a little experience with him before I was elected as a member of the House of Representatives, which showed me the simplicity of the man. A Wisconsin boy and his father were in the army. The father was killed and the son was ordered at home to keep the family from going to the poor house. I went to Washington in order to secure a discharge. I called upon Secretary Stanton and laid the matter before him. He answered me very gruffly that the thing was impossible, and that the boy could not be released. I then got the members of the House and the senators from my state to sign a paper asking for the release. With this I went to the White House and laid the paper before President Lincoln. He listened to my story and finally said: 'This paper states that your state even consider that the boy is entitled to a discharge if any one could be entitled to it. I don't like the wording. If you will bring me a fixed recommendation from the delegation asking the boy's discharge I will grant it.' You see, Lincoln wanted to make the Wisconsin delegation responsible to his acts. I got the paper, and about a week later came back to the White House again. President Lincoln recognized me at once as I came in, saying: 'I told you that you could prove that the boys mother wants your son discharged. Bring in the paper.' In reply I set the paper before him. He looked at it, and then without a word, took up his pen and wrote as follows:

"Hon. E. M. Stanton:

"'You will please discharge this man from the service. A. LINCOLN.'"

"As I took the paper I asked Mr. Lincoln to send a messenger with me, said I: 'I can't get at Mr. Stanton without help. There is always a crowd about his door, and he is very hard to reach.' Yes,' replied President Lincoln, 'I will fix that.' He thereupon yelled out so that you could hear him all over the White House, 'Tom, Tom.' A moment later a colored man came in. President Lincoln directed this man, who was his own messenger to go with me to Stanton. He did so, and at once got at the Secretary of War. I handed him the paper with Mr. Lincoln's indorsement on it, and he wrote these words below it:

"'Discharge the man by the orders of President Lincoln,' and then put his signature under that. This gave my boy his discharge and he was soon back in Wisconsin."

C. P. HUNTINGTON'S ADVICE TO A YOUNG MAN.

Senator Sawyer's suggestion that there are are fortunes to be made by young men in lumbering, recalls a curious story that I heard about C. P. Huntington. It was told me by a man who is now in the government service, but who at the time the incident occurred was clerking in San Francisco. This young man had saved a small amount of money altogether not more than a few hundred dollars. He was anxious to invest it and to find a field where he could make a fortune. He had schemed and schemed, but no good chance seemed to offer. One day he happened to be sitting in the Palace Hotel restaurant at lunch, when C. P. Huntington came in. The young man knew Mr. Huntington by sight, but had never been introduced to him. He was one for some time in silence, and at last the young man mustered up courage enough to address the famous millionaire. Said he: "Mr. Huntington, I hope you will not think that I am intruding, but I would like to ask you a question."

"Ask it," said Huntington, in a gruff voice.

"Well," resumed the young man, who was a very modest young man indeed, "I want to know what you would do if a young man should do who wants to make a fortune and is willing to work for it."

"Go to Africa," came the reply, even more quick and more gruff than the first one.

The young man blushed. He became angry. He thought Mr. Huntington had insulted him, and he took the words "Go to Africa," as almost synonymous with the sentiments usually expressed in "Go to h—."

He said nothing. A moment later Mr. Huntington saw that he was hurt by his answer and he went on:

"I mean what I say. If I were a young man and wanted to make a fortune I should go to Africa. I should go first to the lower Congo and buy a boat there. I should then go up the river into the country trading and selling ivory. I believe there is a greater field for money making in Africa than there is in any other part of the world, and I have no doubt that a man of ordinary ability and a little money can soon make himself a millionaire by devoting himself to the African trade."

Mr. Huntington then went on to explain just how he would do the work. His conversation showed that he had thoroughly studied the subject, and he laid the scheme before the young man in such a way that he over he left his seat. Mr. Huntington then he would follow his advice and go. He made all his arrangements to this effect, taking his passage on a tramp steamer for Havre. From France he expected to go to the Congo. It was a week or so, however, before the steamer sailed, and in the meantime his family in the East had received letters announcing his intention. They telegraphed him not to go, and finally persuaded him out of it. The result was that he came back to Washington and is now in the employ of one of the great departments here. In the meantime Africa remains where it is, and the chance is open to any other young man who wants to take it.

Frank G. Carpenter

Long Term Pastorates.

One of the advantages of a long pastorate is that it compels the preacher to dig into the depths of gospel truth, to avoid sameness and repetition. This is exactly contrary to the popular impression. We have often heard men say that by a change of pastors they would gain time for study and a more thorough investigation of the great Christian themes. As a matter of fact, the men who change pastorates every few years do not usually study as broadly and deeply as those who remain in one place for years. The former find that they can use their old preparations and that there are a good many claims upon them besides those of patient thought and investigation. The latter are forced to study. There is a limit beyond which old sermons cannot be preached to the same congregation.—Watchman.

FROM VARIOUS MISSIONARY FIELDS.

BAPTIZING AND BLESSING.

Good Success Attending the Labors of Missionaries in Pennsylvania.

NEW ENGLAND, Allegheny Co., Pa., March 20th, 1897.

To the Editor:

We have been having some success here in helping to roll on the work of the Lord and in adding members to the fold.

Last fall, at our conference, we were given Butler county, Pa., to labor in. We met with success there at first. After we were there awhile, it seemed the people became indifferent to the truth; but we kept up our work unceasing and prayer, till we had gone over the county, leaving some 2000 tracts with the people, also some Voice of Warning. While there, we read an account of Elder B. H. Roberts being in Pittsburg, and it was the time and pleasure of going and hearing him, and stayed till I saw him and his companions start for Philadelphia. While with him I got the names of some points where we were doing a good work, one up the Monongahela river from Pittsburg, in a place called New England, and after we got our county done, we went over there by the president of our conference.

We came over in New England about the middle of February, and as B. H. Roberts had spoken up here, the people were waiting to hear more of the Gospel. We got the schoolhouse, and gave out notice of a meeting. The house was filled as full as it could be, some of the people standing up because all of the seats were taken. We held some six meetings, and on February 21st, we had eight more, and went down into the waters of baptism. We also have a great many more investigating. We were invited to visit the people and hold meetings in their houses, which we did, and we find that it was a better effect than holding even large public meetings.

Last month we held twenty-two meetings. We also had the pleasure of blessing ten children; only two of their parents belonged to the Church. We still continue to hold meetings. It seems at times we could not talk enough on the Gospel for them. On the second of March we led three more as fine young men as can be found, down into the waters of baptism. On the third of March we blessed five more children. The parents do not belong to the Church. On the sixth we blessed two more children; making seventeen children we have blessed since we came here.

On the seventh we got a letter asking us to come up to a place called Smithdale, some six or eight miles distant. We went the next day. Will there we held a number of meetings, and had a large crowd every night. On the seventh we led one more into the fold. While there, the water was so bad I was taken sick, and returned to New England. When we got back, we found Brother Samuel S. Florence, of Portersville, Morgan county, Utah, and also a letter from our president, Elder Louis Kilch, telling us we were to be parted. I was to go to East Liverpool, Ohio, while Brother Dresser was to stay here.

We have held twenty meetings already this month, and have one given out for tonight. We also have some more asking to be baptized, which we will attend to tomorrow. We have now some twenty-one or twenty-two here, and we expect to see a nice branch started up. The people here have a fine school, in charge of Brother George Barnes. He has belonged to the Church for a number of years, and many of the Elders who traveled in this part, know of his kindness.

Well, I can say for the young men who are called to Pennsylvania for missionary labors, they can consider themselves blessed men, if they take care that our success is due to strictly following out the advice of those who preside, and fasting and prayer.

I would admonish all the young men of Zion to prepare and to be workers, for "the harvest is great and the laborers are few." Let us buckle on the armor of truth and equip ourselves like men, in helping to roll on the great work.

I. V. BARLOW.
M. M. DECKER.

FROM GREAT BRITAIN.

A Missionary Expresses His Feelings in Missionary Work.

BRIGHTON, Sussex, South Coast, England, March 14th, 1897.

To the Editor:

A little over a year ago I left my mountain home for the missionary field in Great Britain; and up to the present moment, it has been a labor of love, in traveling from town to town and village to village in the midst of strangers. There may be dark moments, yet the bright star of hope is our constant companion—even the Holy Ghost, which makes our yoke easy and our burden light.

I can testify that I have seen the hand of God in many things which I should never have seen if I had not been blessed with the holy spirit of God, leading my home to come to this land, to bear testimony of the Gospel of Jesus Christ, as revealed to the Prophet Joseph Smith. Every missionary, who lives strictly in the line of his duty, receives his pay as he goes along, heaped up and running over. What once was a trial to me is now a blessing, when I think my heavenly Father found me worthy to labor in the vineyard, and try, in my weak way, to raise His sons and daughters to a higher scale of being in this life, and, if faithful to the end, to inherit the presence of our Father and His son, Jesus Christ.

I have noticed many a faithful servant of God has sown the seed of truth in the hearts of men and daughters of God, but perhaps they have not seen the harvest. After awhile another servant of God comes along and he gathers the wheat into the garner. We all see such traits of our labors as peace to the soul is far above the riches of this life.

In the early part of my missionary labor, it appeared to me that the laborers were many and the harvest light. As I go along, I learn that I don't know much about the ways of God, only as He reveals a little to me in process of time.

Elder Solomon Smith, of Draper, and I, baptized some into the Church of Jesus Christ, at Portsmouth, a short time ago. Elder Westman and I baptized eight good faithful souls in one day in Southampton. Who can say the work of God is not growing? It appears to me now that the harvest is great and the laborers are few.

I have attended many places of worship since my arrival in Great Britain, and to my astonishment, over nearly all tell me they are saved by the grace of God, without any of their part. Some will go as far as to say that the more works we do the less chance we have of obtaining eternal life, as Jesus came and did all, and if we do our hearts so living, all is done, but the fruits demand no such rule.

Much might be said to show that the ways of God are true and faithful; and that just even have fallen by the wayside is a proof that men are not already saved; but there is a judgment day, or the word of God must be wrong.

I want to encourage the youth of Zion. They are blessed, indeed, to be born in that goodly land. Many yet have to learn how to appreciate their parentage and their blessed homes in the peaceful valleys of Utah. Young people, love and honor your fathers and mothers, that your days may be long in the land. I have spent most of my life in Utah; and I want to testify, that as far as I have traveled in this world, the Latter-day Saints are the best living people that I know anything about. As far as I have been, Salt Lake City is the most orderly city, and the best built, of any I have seen yet, and I have visited England, Ireland, Scotland and Wales.

LETTER FROM NEW YORK.

BOX 55, HORNELLSVILLE
Steuben County,
March 13th, 1897.

To the Editor:

I left my home at Syracuse, Utah, October 19th, 1896, and traveled in company with Elder Newell K. Brown, of Lehi. Our journey was to Brooklyn, N. Y., the headquarters of the Eastern States mission, was pleasant. I asked myself the question whether I was prepared to preach the Gospel of Christ and set forth the principles of truth as I ought to do. I could but answer me, for I remembered how I had let the golden opportunities pass by, not heeding the advice of the servants of God, I had stored my mind with useful knowledge. But, like a great many others, while at home, I contented myself by thinking I would not be called on a mission. Since that time I have been placed in positions where I wished I had followed the counsel given, and my advice to the youth of Zion would be to listen to what the servants of God say.

I spent three weeks after arriving in Brooklyn, in some of the slums of the sights of New York and Brooklyn. I was then appointed to labor in western New York, in company with Elder Martin R. McFarlane, who was then labored at or near Canoncon, Steuben county, N. Y., till April, 1896. We held meetings during the winter, and, through the blessings of God, were permitted to baptize seventeen into the fold of Christ. In April, Elder James B. Wooney and William D. Shaw arrived from Utah, to labor with us. Brother Shaw and I have labored together since making our headquarters here, although doing most of our labors of tracting and holding some few meetings in the surrounding country, south and west of here, extending our travels into Tioga, Potter and McKean counties, Pa.

As a rule, the people are very much prejudiced against us as a people, but it is because they have heard our enemies' side of the story only; and were we can get them to listen to our side, they invariably feel better towards us. By this means we have made a number of friends, although, as a rule, they do not want much to do with our doctrine, they feeling perfectly satisfied with the faith of their fathers. But I trust that we may, through the blessings of God, bring some to a knowledge of the truth.

We have been treated well, only being ordered out of one house. There are still a few of the early day Saints scattered through this part of the country. For some cause or other they failed to gather, but those we have found are firm in the faith. I am satisfied we will be able to hold a great many more meetings the coming summer than we have in the past.

About three months ago there arrived at Leon lake, near the town of Cohocton, a missionary of the Reorganized church, named F. M. Sheehy, from Boston, Mass. While there he attended one of the meetings of the Saints. From what the Elders and Saints told me, after meeting he commenced to abuse the people by throwing out all manner of sins and faults, bringing up the old stories of the Mountain Meadow Massacre, and Blood Atonement, claiming that Brigham Young and other leading men in the Church publicly preached the latter; that it was a doctrine of our Church. Of course we know his statements to be untrue.

Before closing, I wish to say to the Saints in Utah, that if they have any friends or relatives living in this vicinity, and desire us to call upon them, we will be only too pleased to do so, if they send forward their names and addresses.

I can say that I am enjoying my labors in connection with Brother Shaw, and we are striving, in our weak way, to bring the Gospel before the people; and, as soon as I receive from the chosenites which I have been indebted with for the past four or five weeks, we intend to try and do more in the future than we have done in the past.

DANIEL H. WALKER.

EASTERN STATES MISSION

An Interesting Account of Progress in Western Pennsylvania.

91 WILLIAMS AVENUE, Carbondale Penna., March 27th, 1897.

To the Editor:

Knowing that it is a desire of the people living in Zion to hear from the missionaries who preach the Lord has sent out to prune His vineyard for the last time, I add a synopsis of my labors to the many that are being sent into the News. No one realizes that there are many different minded people in the world more than an Elder preaching the Gospel. Some cannot hear enough but a word upon you; while others seem as though they cannot say enough evil against you. Among the latter class, or at least I find it so in this community, are generally found those who profess to be leaders of the people religiously inclined.

When myself and companion, Elder

(Continued on page ten.)

R. K. THOMAS

DRY GOODS CO.

48 and 50 Main Street, Salt Lake City.

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R. K. THOMAS