

# The Men Who Conduct Presidential Campaigns; Some of Those Who Have Made Political History

**T**HE regular business of the presidential campaign will begin this month. For the last twenty years the business managers of both parties have devoted all their energies to the conventions during June and the early part of July. After convention week it is the custom of all parties to take a rest. It is not thought worth while to open headquarters at once. Even in August the work done amounts only to a beginning. The office force is organized, the plan of the campaign is outlined and discussed, and some literature is prepared, but it is a fact that the managers do not roll up their sleeves and go to work until September. What would be the use? Even that huge body of voters known to writers on sociology as "the proletariat" cannot be roused to enthusiasm during the heated term. It is immune from the arts of the spinster while the mercury is soaring in the nineties.

It was in 1884, the year of the Cleveland-Blaire contest, that national headquarters began to be managed on a strictly business basis, something, in fact, like an overgrown department store. In this clever arrangement all the features of the business are divided and subdivided into numerous branches, each of which is under the immediate supervision of a competent head, who, in turn, is responsible to the national chairman. One man looks after the literature bureau, which has expanded into a feature of vast proportions; another makes the assignments of the campaign orators, a work demanding much judgment and accurate knowledge, and others are entrusted with the management of the campaign funds, the distribution of which is a very important and delicate matter. All this business requires a small army of employees, and it has become necessary to provide a large space for the housing of this extensive although temporary business.

Until the first Bryan campaign, in 1896, national headquarters of both great parties had been established in New York city. In his speech of acceptance delivered at Madison Square Garden Mr. Bryan declared that New York was "the enemy's country," and the chairman of the Democratic national committee, Senator James K. Jones of Arkansas, opened his headquarters in Chicago. A diminutive branch, conducted by the late Eliot Danforth, was maintained in the Empire City, although little business was done on the premises. Danforth was a born humorist, and one day when the reporters called on him he told them he had no news, but that if they would give him ten minutes he would try to think up a story for them. After the time had elapsed he signed deeply and shook his head. "You can look through my mail, boys, and use anything you find to make up an article," he said. There were about a dozen letters on his table, and after going through them the reporters found that they contained nothing whatever of interest except a few one dollar bills, which had been sent as campaign contributions.

## A Joke on Mark Hanna.

In that campaign the Republicans opened headquarters in New York and Chicago, and Mark Hanna looked after both of them, spending most of his time in Chicago. The shrewd Buckeye senator was so certain of the result that a fortnight before the election he made arrangements for a dinner at the Waldorf for the New York and Chicago political reporters, at which they were to receive gold medals, emblematic of the gold standard theory. The dinner went off happily, and the medals were handed round by Perry Heath. A short time afterward one of the newspaper men who knew something of metallurgy discovered that the medals were made of silver with a gold washing. When the truth became public it caused a laugh throughout the country, and no one seemed more amused over it than Mark Hanna.

In 1888, when Cleveland and Harrison were the leading candidates for the presidency, both national headquarters were opened in New York. Calvin S. Brice, afterward senator from Ohio, was at the head of the Democratic office, and Senator Quay directed the Republican campaign. Senator Quay's chief assistant was the Colonel Dudley of Indiana who made himself famous by the "blocks of five" letter sent to a county chairman in the Hoosier State. It was intended to instruct the chairman to divide "rosters" into groups of five and to see that they went to the polls and voted. Although there was no mention of money in the letter, it was not specified that the "blocks of five" were to be influenced solely by good citizenship, and it was not the popular belief that such was the case. A copy of the letter fell into



GEORGE R. SHELDON.

ARTHUR I. VORYS.

FRANK H. HITCHCOCK.

the hands of the Democratic committee, and much publicity was made of the matter. Colonel Dudley brought suit for libel against several newspapers for publishing the letter, but nothing came of them, and they were dismissed eventually at the instance of the plaintiff.

## Capable Senator Quay.

Senator Quay did not need help especially. He was quite competent to manage the business successfully, and he did. By his message to congress the year previous Mr. Cleveland had made tariff reform the sole issue of the campaign. It was a message which solidified the great manufacturing interests of the country against its author, and there was no lack of capital to combat it. Senator Quay conducted the campaign quietly, seldom talking and never writing for publication. Few American politicians have ever been so successful in evading the professional interviewer. One of the few instances in which he was known to have answered a question put to him by a reporter has been recorded as follows:

At that time it was current report that Quay, then state treasurer of Pennsylvania and political boss of the state, had been seen lobbying at Harrisburg for some railroad measure and had been buttonholing legislators at the capitol. The reporter asked him if this were true. The shrewd politician smiled rather sardonically and answered: "Young fellow, you must be a new hand at the business or you would know that if I wanted the legislature to do anything I should get to the capitol. I should just send for the legislature, and one by one it would come to see me."

That is precisely the manner in which the Republican campaign of 1888 is reputed to have been conducted. Mr. Quay did not go to the manufacturers. He simply sent for them, and they went to see him willingly enough under the circumstances.

## The "Scout of the Administration."

There can be no uncertainty in regard to the business capacity of Mr. Taft's manager, Chairman Frank Harris Hitchcock. He had already demonstrated his ability to do things before he was selected by Mr. Taft to conduct his re-convention campaign. As first assistant postmaster general he made it evident that he would be a

coming man anywhere. His taste for the peculiar duties of a political manager is so decided that it sets him apart from those who engage in such a business pertentorily and with little enthusiasm.

Mr. Hitchcock has always interested Washington, and now he is in a fair way to interest the country. His rise began when he became associated with George B. Cortelyou in the department of commerce and labor and made it evident that he was one of the most promising young men in the employ of the government. He made such a hit with the secretary that when Cortelyou was chosen to manage the Roosevelt campaign he selected Hitchcock as his chief assistant. After the election Cortelyou was given the office of postmaster general, and Hitchcock became first assistant. In due time he made himself so all pervasive in Republican politics that he was known as the "scout of the administration." It seems that at first he was vigorously opposed to the candidacy of Taft; that he was for a third term first, last and all the time. When the president refused positively, Hitchcock found himself with a crowd of delegates on his hands. It was at Mr. Roosevelt's suggestion that Mr. Taft sent for Hitchcock and asked him to manage his campaign. Mr. Roosevelt seconded the request. For reasons which are obvious Mr. Cortelyou declined to give either one way or the other. After due deliberation Hitchcock accepted, rolled up his sleeves and went to work.

Mr. Hitchcock has just turned forty, but he doesn't look thirty-five. He is as big framed and broad shouldered as the young man pictured in the clothing advertisements and quite as good looking. He is an Ohio man, an alumnus of Harvard, and best of all, it may be said of him that no one has ever accused him of an unclean, low or an improper action.

Arthur I. Vorys is another Ohio man who has come to the front as a campaign manager. His services as a delegate getter in the recent Republican contest for the nomination were so successful that he has been retained to supervise the campaign in Ohio. George R. Sheldon is the New York banker and man of affairs who has been appointed treasurer of the committee, a position which requires superior business ability.

A. C. HEDGES.

## SOME NUPTIAL STATISTICS.

Federal Bulletin Says Americans Spend \$8,765,892 for Presents.

A bulletin issued by the federal government says that the people of the United States spent \$8,765,892 for wedding presents during the month of June. The cost of trousseaus reached \$22,765,921, and more than \$12,000,000 was spent upon bridal bouquets, wedding breakfasts and huck bires. To the 448,855 clergymen who officiated at the 643,850 weddings of the month, the bridegrooms paid \$187,365.80, or an average of \$1.43 a head. Upon wedding journeys, music, rice, liquors, souvenir postcards, tips and the hire of portable porte cocheres a further sum of \$4,657,330 was expended, making approximately \$30,000,000 in all.

The fact that the cost of wedding presents worked out no more than \$13.06 a wedding may surprise the reader, but several interesting footnotes explain it in a satisfactory manner. It is pointed out, for instance,

that only 22 per cent of the wedding presents displayed by the average bride were actually bought for the occasion by their real or ostensible donors. Fully 60 per cent of all presents says the report, are made to do service a great many times. At the start, let us say, an opulent young bachelor is asked to be best man at a wedding, and, with hysterical generosity, rushes out and buys the bride a \$70 clock. Well, six months later, when this bride's indolent cousin is married, the same clock serves as a wedding present again, and later on, when the third cousin herself is hidden to some other girl's nuptials, it changes hands a third time. Thus the same clock may continue on its rounds for years, until its gilding wears off and its spring breaks. Often, indeed, it is resolved by the same bride twice—that is to say, at her first marriage and at her second. But such accidents are apt to sunder friendships and cause ill feelings.

The report proceeds to point out that, while most brides display enormous and costly collections of clocks, water pitchers, hand-painted pictures,

soup ladles, oyster forks and other objects of vertu to their friends, it is often true that many of these things are not actual presents. There has arisen, indeed, a tendency to artificially inflate such exhibitions by borrowing articles from relatives and intimates, and even by hiring them from dealers. Thus the bride who displays 60 clocks may have received, in point of fact, but 30. The rest may go back, the day after the wedding, to the dealer. Often his representative may be observed standing in a corner of the exhibition chamber, disguised as a waiter or a detective.

The report contains many other things of interest, but the pressure of political articles makes it impossible for us to devote more space to it today.—Baltimore Sun.

## WARNING.

If you have kidney and bladder trouble and do not use Foley's Kidney Cure, you will have only yourself to blame for results, as it positively cures all forms of kidney and bladder diseases. For sale by F. J. Hill Drug Co., "The Never Substitutors."

## COCKNEY MODIFICATIONS OF ENGLISH

DR. SKEAT, professor of Anglo-Saxon at Cambridge university, made an interesting statement yesterday concerning the campaign for the reform of the Cockney dialect. Prof. Skeat's life work has been the study of words—their sound, spelling, meaning and history—and he is one of the foremost philologists of the world.

"Cockneyisms change rapidly," said Prof. Skeat, in an interview with a representative of the Daily Mail. "The Cockneyisms of today are quite different from those recorded by Dickens. I was born in London, and I lived there for 19 years. Not until 30 or 40 years ago did I ever hear the substitution of 'f' for 'a.' I can well remember the shock of surprise with which I first heard a porter shout 'Myden Lyne' when we got to the station of Maiden Lane.

"You may stem the tide by teaching elocution in schools, but I am not very sanguine about that. London has an enormous influence on the accepted pronunciation of English, and that influence will prevail more and more. It is quite possible that in course of time the standard of educated English speech will be affected by it.

"That is a matter of importance, for, as I have pointed out before, the spoken word, and that alone, is the word itself. The written form is only its picture or representation to the eye, and frequently represents it imperfectly. Unfortunately, we are only able, by means of reading and writing, to discuss, in general, the imperfect picture.

"There is no exact standard of English pronunciation. That which is generally accepted as the standard is the pronunciation of London—at the court, on the stages of the best theaters, and, with exceptions due to provincial influences, in the pulpits and at the law courts. You can already trace a tendency toward the Cockney 'line' for 'lane' in the speech of many educated persons.

"Language is in a state of constant flux. The changes would be even more general were it not for the control exercised by spelling. Not that the written word can ever adequately suggest the uttered sound. We have five vowels in the English alphabet. To represent correctly the vowel sounds used in England we should require a hundred.

Orine Laxative Fruit Syrup is sold under a positive guarantee to cure constipation, sick headache, stomach trouble, or any form of indigestion. If it fails, the manufacturers refund your money. What more can any one do, for sale by F. J. Hill Drug Co., "The Never Substitutors."

## EXCURSION TO CANADA.

August 4th.  
Via Oregon Short Line. Greatly reduced rates to Stirling, Raymond, Magrath, Cardston and Lethbridge, 30 day limit. See display advertisement in this paper for rates, or City Ticket Agent, 201 Main St.

## DISAGREEABLE AT HOME.

Lots of men and women are agreeable with others, get "cranky" at home. It is not disposition, it is the way you find yourself, that you may worry you, just buy a bottle of Bala's Herbs, and put your liver in shape. You and everybody around you will be better for it. Price 50 cents per bottle. For sale by F. J. Hill Drug Co., 112 and 114 South Main Street.

## OSTEOPATH MOVED.

Dr. G. A. Gamble has opened office and treating rooms at 510 Atlas block, and has secured the assistance of Dr. G. W. Elder, a former class-mate, to assist him.

Rice-Casner Concert Co., Salt Lake. Concert daily 7 to 9.  
For recreation and pleasure take at Salt Lake.  
First Class Horseshoeing, \$1.50. Ed. Stromness & Son, 741 State St.

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