

deal of waste is made in acquiring useless knowledge. I don't think a business man needs Greek or Latin. If he has a good English education and if in addition a little French and German, he is far better off. If a boy is to be a professional man it is different. He should then have the best of college educations. The thing is to study your boy, and to train him for what he is to do."

"But does not business change in methods from year to year?" I asked.

"Yes," replied the Postmaster General. "The business of today is not what it was twenty years ago. I don't think the chances of the average man are as good as they have been. I doubt whether we will again have the wages and the opportunities of fortune making which we have had during the past thirty years. The world is continually growing smaller. The telegraph has annihilated time and the railroad and the steamboat have almost conquered space. Look at the changes! When I was young the London merchant sent his ship to India for its cargo. When he did so he knew that it would be six months in going and six months in returning by the way of the Cape of Good Hope and he waited a year for the result. The merchant of today takes a notion at 4 o'clock p. m. that he wants a hundred thousand bushels of Indian wheat. He writes a cablegram and sends it to the office and goes home to his wife and family. When he returns to his business the next day he finds a reply stating that the wheat has been purchased and is now being loaded.

Twenty-eight days later it is at the London dock, having steamed there via Suez canal. Such things as this have changed the relations of the people of the world. They have sharpened competition, and sooner or later they must to some extent result in the leveling of conditions. Today the labor of the whole world is practically on call, or, if it is not so now, it soon will be. There are millions in China and India who will work for five cents a day, and the result is that they can farm and manufacture more cheaply than we can. They will more and more every year work for the world, and I do not see how, with such competition, wages here can materially rise. They will rise in the poorer countries of the world as the foreign demand increases. They are doubling in Japan and India now, while here wages are falling."

"The situation is rather a serious one, is it not? Our people cannot live on Asiatic wages, what is going to become of us?"

"I believe we will be able to hold our own by our mechanical skill," said the Postmaster General. "I think we have a little bit better brains than the Asiatic peoples, and that by our use of machinery and our Yankee ingenuity we will always beat pure muscle. The fact that the competition exists, however, is apparent. We will have to fight for all we get in the future."

"How about the times, General Gary? Do you see any signs of improvement?"

"Yes, I do," replied the Postmaster General. "We have in the mails the best of business thermometers. Last month the post office receipts were four per cent below the average. This month we are two per cent above it. The mail of all the large cities has materially increased, and there is evidence of a

business revival. This revival has come to stay. It will steadily increase, I think, and, after the tariff bill has passed, there will be an improvement in every quarter. By October an area of good times will begin, and it will be an era which will last for some years to come."

"Then you are in favor of protective tariff, General Gary?"

"I am, indeed," was the reply. "What we need is to make our own goods at home. We ought to do our own work and not pay other nations to do it. As it is now we import more than \$800,000,000 worth of goods a year. To make those goods here would require from 6,000,000 to 7,000,000 men. This increase of the laboring class would have to come from the farms. It would take a great amount to feed the new workmen. Farm products would rise and business would be good the whole country over."

"How about reciprocity with South America, General?"

"The reciprocity treaties were good ones. I hope the policy will be re-enacted."

"How do you like your work in the Post Office Department, General, and do you see any room for improvement there?"

"I am just beginning to get my hands on the work of the department," replied the Postmaster General. "It is a big establishment, and I find that a great amount of time has to be taken up in receiving callers. Why, I talk personally with from two to three hundred men every day, and, in addition to this, have our whole mail system to master. As to improvements, a business man can always see things which might be bettered. It seems to me that Uncle Sam does much of his business in an extravagant way, though the size of the machine makes this to some extent a necessity."

"Will the Post Office Department ever pay its own expenses, general? It now runs several millions behind every year."

"Yes, I know it runs behind," was the reply, "and I doubt whether it will ever pay what it costs. As the receipts increase the people demand lower rates of postage and better mail facilities, which will keep the average where it is now. We are, however, putting in some improvements which will materially add to our income. These are the pneumatic tubes, which we are introducing into the larger cities. We will have one from 42d street in New York to the post office building, with branches reaching to all parts of the city. As it is now, it takes about an hour and a half to get letters from 42d street to the general post office. By the pneumatic tubes we will put them there in seven minutes. An enormous increase of mail will be the result, and also an increase of income."

"Have you anything that you are especially anxious to add to the postal service, General Gary?"

"Yes," replied the Postmaster General. "I would like to see postal savings banks established all over the country, and I hope to be able to get legislation through Congress to that effect. Such banks might be founded in connection with a 2 per cent bond issued by the government, and might result in these bonds being held by the people in every part of the country. They would give a foundation for the

establishing of national banks everywhere, and they would bind our people together. Every man that held a bond would be a patriot. There would be no more borrowing money from England, and there would be millions who would save who are not saving now. I don't believe in the fear many people have of a national debt, and I think, in many respects, Ben Butler was right when he said that a public debt was a national blessing."

"But would not the banks object to postal savings banks?"

"I think not," replied General Gary. "I am connected with the Baltimore Savings Bank, one of the largest of the kind in the country. We do not allow more than \$25 a week to be deposited by one person. We, like many other savings banks, have more deposits than we know what to do with, and we have had sometimes to ask people to take back their money. The money which the post office savings banks would get would, for the most part, come from people who do not deposit now, and I do not think there would be a great objection on the part of the banks."

Frank G. Carpenter

FLORIDA CONFERENCE.

SANDERSON, Baker County, Fla.,
April 11th, 1897.

I received my call January, 1895, to the Southern States mission. I got permission to precede the company a week, in order to visit relatives and places of interest en route.

I left my home, Rexburg, Idaho, February 12th; visited my old home, South Weber, Davis county, Utah; spent two days with friends; proceeded to Salt Lake; was set apart February 17th, and took the eastbound Rio Grande Western train at 7:40 p. m.; passed through the mountains, viewing the beautiful scenery for which this route is celebrated; called at Denver and Kansas city, arriving at Cairo, Mo., on the 20th, where I spent four days with relatives and friends; returned to Kansas city on the 24th; took dummy and street car lines twelve miles to Independence; strolled over temple site, attended two meetings of the Reorganized church, and returned to Kansas city, expecting to meet a company of Elders. They did not arrive, and I continued my journey via Memphis, to Chattanooga, arriving on the 26th. I met the company of Elders next day, where 13,000 soldiers are buried. We visited National cemetery and Lookout mountain, ascending and descending on cable cars.

We received instructions concerning our duties, and I was assigned to labor in the South Alabama conference, of which Joseph S. Geddes was president. I took train to the old Spanish city of Pensacola, Fla., arriving March 2nd; visited the harbor, where many ships were anchored. They represented many nations, having their national colors hoisted, making a picturesque scene, long to be remembered.

On March 4th I was met by Elder Joseph Larson, of Pleasant Grove, Utah, who proved to be a most efficient missionary. Our lot was cast to travel in Escambia county, Fla., and we proceeded with our canvass, repairing to the country, Pensacola having been finished