

Uncle Sam's Postal Service.

Postmaster General Payne Chats About His Department and New Schemes for the Improvement of the Mails.

The Post Office as a Business Barometer—How We Grow—All the Fraud Cleaned Out—Postal Clerks and Their Efficiency—The Rural Delivery Postage for Foreign Mail—Postal Savings Banks and Postal Checks—What General Payne Thinks of Government Telegraphs, Telephones and the Postal Express—A Word About Street Cars and Street Car Management.

(Special Correspondence of the Deseret News by Frank G. Carpenter.)

WASHINGTON, D. C.—I had a long chat last night with Postmaster-General Payne at his residence in the old Charles Sumner mansion, now a part of the Arlington hotel, within a stone's throw of the White House. My visit was by an appointment made at the postoffice department and the conversation covered a wide range of postal business and personal matters.

I first asked the general to tell me something about himself and his family, asking whether he came of the rich Cleveland Paynes of whom the late Senator Henry B. Payne and Oliver H. the Standard Oil millionaire, were prominent members, or from the poor Paynes to whom the author of "Home, Sweet Home" belonged.

He replied: "My family may have come from the same stem as those you designate as the poor Paynes and the rich Paynes, but if so the relationship dates far back. I am one of the Massachusetts Paynes. My ancestors first came to Massachusetts about 1625 on the third ship after the Mayflower. They were among the first settlers of Boston, but they afterward moved farther inland."

"I see you were born at Ashfield?"

"Yes, my people moved there after the war between the colonies and the Indians, known as King Philip's war. It took place about 100 years before our Declaration of Independence was signed. When it was over, a grant of land was made to the soldiers who took part in it and my family got a share."

FROM BOOKKEEPER TO POSTMASTER GENERAL.

"How did you happen to go west?"

I asked. "The Paynes seem to have been imbued with the emigrating spirit," said Mr. Payne. "Some of us early moved to the Holston purchase and others, later, to the Western Reserve. I lived in Massachusetts until I was twenty and then went to Wisconsin to take a position as a cashier and bookkeeper in a wholesale dry goods store."

"What kind of bookkeeper were you, general?"

"I think I must have been fairly good," was the reply. "I have a natural talent for mathematics and keeping accounts was easy for me. I know that when we took stock I could keep my footings so that I could give the totals within ten or fifteen minutes after the last items were called out. That was considered rather remarkable. I have met but few people who could do it."

AS A STREET RAILWAY MAGNATE.

"What did you do after your book-keeping?" I asked. "Almost everything," replied the postmaster general. "Much of my work has been along the line of railways and

railway management. In 1892 I was one of the receivers of the Northern Pacific railway and had much to do with the construction and development of the electric street railway of Milwaukee. I am proud of my success in that line. Ten or twelve years ago we had a dozen different street car companies in Milwaukee. Some were run by horses and others by electricity. The roads had been built largely to aid in suburban development and they were poorly managed. I was made president of one of them and improved it. Later on I became interested in the others and planned to consolidate the whole. I got other men to join me and we bought the roads and so reorganized them that we have now one of the best trolley systems of the United States. I was president of that system at the time I was made postmaster general."

"You were at one time president of the American Street Railway association, were you not?"

"Yes, I was, but I am not now. I have given up business of all kinds when I came here."

FIVE-CENT CAR FARES THE BEST.

"How about our street cars, general; will the time ever come when we will have cheaper fares?"

"I hope not," was the reply. "Cheap fares are not for the good of the street car service or of the people. If you have low fares you must graduate them by a distance or by zones, as in Glasgow and other European cities. You must charge one cent for a certain distance, 2 cents for a little more and so on. The result is that the working men, to save fares, crowd themselves nearest their work. The cities become congested, the suburbs are not built up and the working man lives in the heart of the city instead of in the country. It is better to pay a cent rate per ride and to allow the people to live out. This is an important consideration and one which conduces to the making of better American citizens."

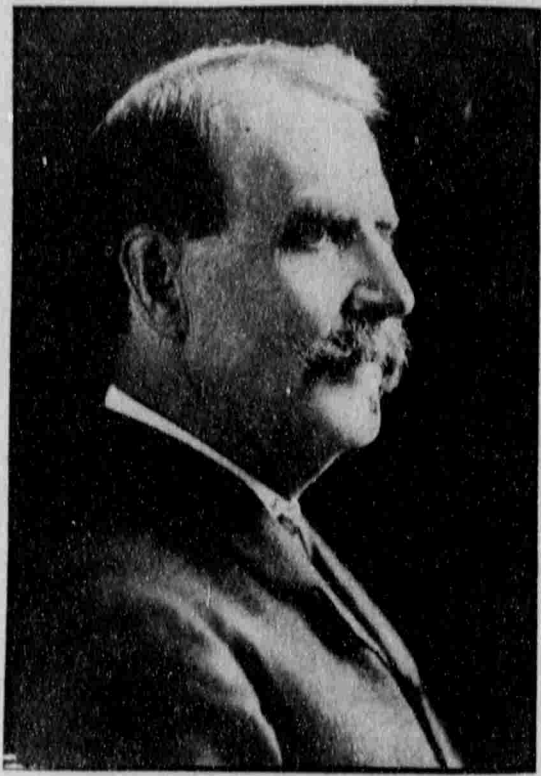
A BUSINESS VIEW OF POSTAL MATTERS.

"You have been a business man, handling large affairs, general. Is the postoffice hard to manage as a business institution?"

"Yes, it is. The chief trouble is you cannot manage it as you can a private enterprise. The employees are selected for you, and you cannot dismiss them, except by making charges and bringing them before what might be called the department courts. There are many laws which hamper your individual action. The moment you try to do something you find there is a law against it, and the result is there are all sorts of clogs in the way of progress."

"How about the postal service—is it a good one?"

"Yes, with the limitations I have mentioned, and I do not know that that they are good limitations on the whole. One feature which prevents the system be-



POSTMASTER GENERAL PAYNE. From His Latest Photograph Secured for the Deseret News.

ing efficient as a private institution is the number of superannuated clerks. We have no system of retirement, and the clerks, having given good service, they have grown old, and in an ordinary business they would have to go. Here the process of removal is such that they are allowed to stay."

AN HONEST POSTAL SERVICE.

"How about the postoffice department—do you think it worse or better than the others of the executive departments?"

"I think the postal service is as honest as any in the United States, public or private," replied Gen. Payne. "The fraud investigations have purged it. We had 50 or 60 postoffice inspectors at work for eight months examining in to every branch of the business. We have prosecuted every irregularity, and have already seven of them indicted and five sentenced to the penitentiary. Many others are under indictment awaiting trial. Indeed, I don't believe that any government department, in this or any other country, has ever been more thoroughly investigated than the postoffice department. The result is

that it is now in a thoroughly healthy condition."

OUR POSTAL BUSINESS.

"Give me some idea of the business of the department," I asked.

"It is one of the biggest, if not the biggest, business of the kind upon earth," replied Postmaster General Payne. "It has been estimated that the aggregate number of letters and newspapers which annually goes through the postoffices of the world is 32,500,000,000. About 3,500,000,000 pieces go through our mails, so that we do about one-fourth of the postoffice business of the world. We have now almost 75,000 postoffices, and our postal routes are 500,000 miles in length. If you went all over all the lines you would have to travel as far as 20 times around the world, and the annual travel over them is almost 500,000,000 miles. The service is now costing in round numbers more than \$150,000,000 a year, and we shall take in almost that much this year."

GOOD TIMES SHOWN BY POSTAL BUSINESS.

"How about the postal receipts, do

they show that the times are growing better or otherwise?"

"The postal business is one of the best of our financial barometers. It shows that the business of this country is growing enormously, and that it has doubled within the past 10 years. In 1890 the gross receipts of the whole service were only about \$3,000,000, and in 1903 the increase alone over the receipts of 1902 was more than \$12,000,000. In 1894 the receipts were \$75,000,000, and this year they will be more than \$150,000,000. That is a wonderful record."

"Do you think our postoffice business is better managed from year to year?"

"Yes. In 1897 the receipts were about \$82,000,000 and the deficit was over \$11,000,000. In 1902 the deficit had shrunk on to \$3,000,000, and in 1903 it was only \$4,500,000. A large part of the last deficit was caused by the great additional expense of the new rural delivery service, which will cost us this year about \$22,000,000. Were it not for that service the department would now be self-sustaining."

"Is the rural free delivery a success, general?" I asked.

"Yes, indeed," was the reply. "Few people know how great a success it is. We have now more than 23,000 rural delivery routes, giving a daily mail delivery to 2,300,000 families, or to more than 11,000,000 persons. Estimating our population at 77,000,000, we are now serving one-eighth of all the people in the United States through the rural delivery."

WILL PAY SOME DAY.

"Will that service ever pay its own expenses?"

"It may pay, but it will be far in the future. It does pay already in the increase of business throughout the country and in the growth of the postal business in those localities and to those localities. We find that in settled rural districts where there is no such delivery the postoffice receipts are growing at the rate of about 2 per cent per annum. Where the rural delivery has been introduced they are annually growing at the rate of 10 per cent. Besides the circular and other small mail sent along such routes is very great. Some of the chief business institutions of the country get lists of the people along the routes and circulate them."

"Will the day come when every man in the United States will get his letters at his own home?"

"I don't know. Some parts of our country are very sparsely inhabited. I should not like to predict. We now have the star routes. Men deliver mail to all the homes along their route and thereby give mail to more than 107,000 families. They also collect mail from those families and take it to the postoffice. That costs the government nothing, as the star-route men are paid no more for this additional service."

NEW THINGS IN UNCLE SAM'S MAIL.

"What new things are you doing for the people?"

"We are improving the service in every way possible, and our chief work

this year has been done for New York. The mail is greatly congested there and a great deal of time is consumed in getting it from the postoffice to the railway stations. We have arranged to build a postoffice over the tracks at the new Pennsylvania station and also at the New York Central station. These two places will be connected by pneumatic tubes with the other offices. They will be so that the mails will be sorted in them and dropped through chutes or by elevator right down to the doors of the cars. These two great depots will take out 90 per cent of the mail of New York, and the new arrangements, when completed, will save considerable time in the forwarding of the mails."

"Then we are improving the ocean service and our foreign postal arrangements?" the postmaster general continued.

"We now have mail clerks and postoffices in the large steamers just as in the railway cars. The clerks begin to sort the mail for different parts and towns of the United States as soon as they leave Europe, and when the ships arrive it is shipped off by rail without rehandling. This saves about a day on every foreign letter. We are also increasing the number of ships which carry the mails. We now have four regular mails across the Atlantic each way every week and we hope to soon send and receive mails daily. We want to cut down the foreign postage to the maritime nations to 2 cents a letter, and we believe that the revenues will be greater under this reduction than at the 3-cent rate, as now."

SAVINGS BANKS AND THE POSTOFFICE.

"How about postal savings banks?"

"We may have them some day for the smaller towns and villages, where there are no such banking facilities. I think they would be good for such places. I have tried to have them introduced into Porto Rico, but so far Congress has not adopted an act. We have no banks in Porto Rico except at San Juan and Ponce. The people understand nothing about savings institutions, and it seems to me that postal savings banks would do much to inculcate thrift and thereby better the condition of the island. Porto Rico has almost a million people, and although the majority are very poor, many are well to do."

POSTAL TELEGRAPHS AND TELEPHONES.

"Will the postoffice department ever control our telegraphs and telephones?"

"I am not a prophet nor the son of a prophet," said the postmaster general, and so I cannot answer that question. "I believe, however, that such things under a government like ours are far better off in the hands of private parties. The government machine is already enormous, and this would multiply it. As it is, the telegraphs and telephones are very well managed. There are competing companies, and the rates are comparatively cheap. I should hesitate to take over these great institutions if I had the power."

"How about a postal express, so that products as well as merchandise could be taken through the mails?"

"I don't think that would do in our country. We have such magnificent distances and we should have to have a uniform rate without regard to the nature of the goods. The result would be a private company would do all the profitable short haul business and the government would have the long haul at low rates. It would enormously increase the expenses without a proportionate increase of revenue. It would not pay."

POSTAL CHECKS AND POSTAL NOTES.

"How about sending small sums by mail?" I asked.

"We need some new arrangements for that," replied the postmaster general. "The postoffice money order is well enough for larger sums, but we ought to have something for the sending of small changes. I am in favor of postal notes of the denominations of \$1 and \$2, with a payable-to-order provision on the back. If no order is given, the blank check notes would be written in common currency, and if the order is given, the notes would be payable by the postoffice, which would cash them on presentation. Fractional parts of a dollar could be sent in notes or stamps made for the purpose. We should have some better way of sending small sums."

FRANK G. CARPENTER.

PATENT MEDICINES.

A man that compounds or invents something that is just a little better than the next best thing, is certainly entitled to the best share of the profits to be derived from the sale of the article. So he gets a patent. Patent medicines are good goods, but they are not good for the people. We have years of trial behind us to give the assurance that we have the best medicine for the cure of dyspepsia, indigestion, biliousness, headache, and all stomach disorders. We protect the formula by a secret, as long as we make it. We know it is made right and it cures the one medicine that the sale is ever so large. To get the best remedy for dyspepsia or indigestion ask the druggist for Dr. Gunn's Improved Liver Pills, price 25c. per box, only one for a dose.

Recuperative Effect.

Considerable with reference to its recuperative effect, there is not so much good in the ordinary vacation as there is in a single bottle of Hood's Sarsaparilla. The latter costs \$1; the former, well, that depends; how much did you cost last year?

Hood's Sarsaparilla refreshes the tired blood, sharpens the dulled appetite, restores the lost courage.

LIFE OF A PIONEER.

Autobiography of Capt. James S. Brown, 520 pages, bound in cloth, Price, \$2.00; for sale at Deseret News Book Store, Salt Lake City, Utah.

IF YOU ARE NOT AMONG MONDAY'S SHOPPERS AT THIS STORE, YOU WILL REGRET IT BY EVENING. We want you here, and you'll find it profitable to be present. The following Special Sales—every one of them standing for less than the goods cost—are what you can expect Monday. If you want to

SAVE MONEY, BY ALL MEANS, COME MONDAY!

MONDAY From 9 to 12 o'clock a.m. SPECIAL!

The Time to Buy ZEPHYR GINGHAMS.

Our Greatest SPECIAL SALE!

We've had a good many, as you know, we've gained a lasting reputation in this our mid-western city. We've never offered such great value for the money as go on sale Monday from 9 to 12 o'clock.

200 pieces of FINE WASHABLE ZEPHYR GINGHAMS. Dozens and dozens of different patterns—the prettiest of colorings—pinks and blues and every other shade—regular price 10c. For three hours, as fast as 10 salesmen can cut them, at per yard 5c

12 yards to a customer.

MONDAY From 9 to 12 o'clock a.m. SPECIAL!

A SOAP SPECIAL!

ROYAL TOILET SOAP.

Kirk's Royal Toilet Soap in GLYCERINE, HONEY and OAT-MEAL, put up three large bars in a box—sold regularly at 10c a bar, in this sale you can buy 3 bars for the price of one, or—

THREE BARS FOR 10c.

MONDAY From 9 to 12 o'clock a.m. SPECIAL!

In Our Dress Goods Dept.

40 Pieces BEST FRENCH CHALLIES, including plain and figured in blue, green, tan, gray, red, coral, black and cream grounds, with handsome new designs polka dots, etc. Regular 75c quality. FOR THE ABOVE THREE HOURS AT, per yard 42c

MONDAY From 9 to 12 o'clock a.m. SPECIAL!

GOOD NEWS INDEED FOR TOWEL BUYERS.

In Our Linen Department.

If you want to share in the greatest Towel Bargain ever exploited in Salt Lake just drop in to our LINEN DEPARTMENT Monday morning at 9 o'clock, and you'd better come on time, too, as we only have 50 dozen of these and they'll certainly not last long at the price. Unbleached Turkish Bath Towels, 46 inches long, Bleached Turkish Bath Towels, size 18x36; Fringed Damask Towels, size 18x37; and extra heavy Union Linen Hemmed Huck Towels, size 18x36, values up to 25c each. Monday from 9 to 12 o'clock, while they last, and not over one dozen to a customer, at (each)..... 12c

MONDAY From 9 to 12 o'clock a.m. SPECIAL!

You Can Buy \$2.00 OUTING SKIRTS for \$1.23

In Our Cloak Department.

A quick clearance sale of all Ladies' Washable Outing Skirts, made of Knicker Sailing trimmed with Braid (all sizes), Monday, 9 to 12 a. m. special at \$1.23

ESTABLISHED 1864

Tannerbach & Bro.

ONE PRICE TO ALL NEVER UNDERSOLD

MONDAY From 9 to 12 o'clock SPECIAL!

Shirt Waist Pin Sets,

A great line of the most beautiful styles, newest designs. Shirt Waist Pin Sets in 14 K. gold finish, and a variety of fancy enameled designs, sold regular up to 75c a set, go on sale for three hours only..... 19c

MONDAY From 9 to 12 o'clock SPECIAL!

Shoe Dept.

LADIES' DONGOLA KID SHOES, extension sole, military or low heel. EXTRA VALUE \$1.75. Monday Morning's Special \$1.35 price.....

MONDAY From 9 to 12 o'clock SPECIAL!

Boys' Clothing Dept.

BOYS' WASH SUITS.—100 Sailor Blouse Wash Suits, in colored crash, and fancy Madras, with large neatly trimmed sailor collars, ages 3 to 9 years. These suits have not been sold for less than \$1.25 and \$1.50. Sale price for Monday morning 85c only

Greatest Sacrifice

EVER KNOWN IN

LADIES' FINE WAISTS.

OF COURSE there is a heavy loss, but that loss lies back of us—it is borne by the manufacturer, who we helped out with our ready cash. He needed that so badly that his regular prices were just cut in two. That explains how we can offer FINE WHITE WAISTS—and remember that they are the celebrated "Derby Kind," too, at the ridiculously low prices as follows:



Look where you will, you cannot duplicate such values as we offer next week.

All \$1.25 Derby Waists marked down to 88c
All \$2.25 Derby Waists marked down to \$1.25
All \$3.00 Derby Waists marked down to \$1.65
All \$4.50 Derby Waists marked down to \$2.98
All \$5.50 and \$6.00 Derby Waists marked down to \$3.65
All \$7.50 Derby Waists marked down to \$4.50

MONDAY From 2 to 5 o'clock SPECIAL!

Gents' Furnishing Dept.

GENTS' HALF HOSE.—In plain black and tan, and fancy colors, all our regular 20c grade for 3 hours 12½c only, for..... 12½c

MONDAY From 2 to 5 o'clock SPECIAL!

Shoe Dept.

MISSIES' DONGOLA KID SHOES, extra value, at \$1.75, sizes 11½ to 2. Monday afternoon special price..... \$1.35

MONDAY From 2 to 5 o'clock SPECIAL!

Ladies' White Aprons.

25c Quality at 12 1-2c.
Monday 2 to 5 o'clock we will sell 25 dozen ladies' white Lawn Aprons, made with deep hem and wide lawn ties, regular 25c grade at, each..... 12½c

MONDAY From 2 to 5 o'clock p.m. SPECIAL!

In Our Cloak Department.

Interesting news, 30 Ladies' White and Colored Shirt Waist Suits. All this season's styles, sizes 32 to 40 values, up to \$14.50. Monday 2 to 5 p. m. Your choice of entire lot..... \$5.00

MONDAY From 2 to 5 o'clock p.m. SPECIAL!

SOME MORE EXCITING SELLING

In Our Wash Goods Dept.

30 pieces Plain Organdies Sheer, even in weave—pretty for summer gowns or party dresses. Three colors: Pink, canary, Nile green. Regular price 20c, at (per yard)..... 9c

MONDAY From 2 to 5 o'clock p.m. SPECIAL!

IN OUR SILK DEPARTMENT.

1,000 yards 27 inch (Lyon Dye) China silk, 50 shades to select from, including cream and black, 65 and 75c values, three hours only 46c

MONDAY From 2 to 5 o'clock p.m. SPECIAL!

Children's Fast Black Cotton Hose, Best 1-2 Cent Grade On Sale For Three Hours at 8 1-3 Cents a Pair.

In Our Hosiery Department.

150 dozen Children's fast black fine ribbed seamless cotton Hose, in all sizes with double knees, heels and toes, the very best 12½c Hose ever offered in the city on sale for three hours only at (per pair) 8½c

MONDAY From 2 to 5 o'clock p.m. SPECIAL!

Here is Where You Get the Most For Your Money.

More White Sale News

We will sell Monday afternoon from 2 to 5 o'clock, at only a small part of their worth, 15 pieces BRAID AND LACE STRIPE WHITE LINONS, dainty patterns for ladies' waists, children's dresses and aprons, regular price 25c at (per yard) 12c