

## DEVELOPMENT OF EXPRESS BUSINESS

Results of Second Census Made  
Public by Government  
Bureau.

### COMPANIES HAVE INCREASED.

Interesting Data as to Mileage, Salaries of Employees, Relationship to Railway Companies, Etc.

(Special to the "News.")

Washington, D. C., Dec. 2.—The bureau of the census has just issued a report giving the results of the second census of the express business. The statistics presented cover the fiscal ending June 3, 1907 (except in the case of a few reports which cover the calendar year) and relate to those express companies which forward freight and valuables over some steam, electric, water, or stage line, and which do business in more than one town. A brief review of the history of the express business in this country is followed by a statement of the principal functions of the companies and the usual form of their contracts with carriers.

#### DEVELOPMENT SINCE 1890.

In 1907 there were 34 express companies as compared with 18 in 1890. Only 10 of the companies reporting in 1890 were in existence under the same name in 1907; the remaining 8 companies have gone out of business, have been absorbed by other companies, or are operating under other names.

The total express mileage has increased from 174,050 miles to 235,905 miles, a gain of 35.5 per cent. Both in mileage operated over railroads and that operated over water lines show gains, the former having increased from 160,122 to 216,973, or 35.5 per cent, and the latter from 10,882 to 17,796, or 63.5 per cent. A large part of the gain in steamboat mileage is attributable to the extension of the express business into Alaska. The company operating in Alaska and between Alaska and Seattle was unable to segregate its coastwise business from the ocean mileage operated. Ocean mileage was not included in the reports of the other companies. There has been a decrease from 2,655 to 1,134 in the mileage operated over stage lines, due to the abandonment of such lines upon the construction of railroads in territory hitherto accessible only by stage.

Ninety-one per cent of the total mileage in 1907 is operated over steam railroads, 7.5 over steamboat lines, nine-tenths of 1 per cent over electric roads, and five-tenths of 1 per cent over stage lines. Fourteen companies report the use of electric roads for express transportation, and of these, 5, operating 265.50 miles, use such roads exclusively.

#### THE LEADING COMPANIES.

In 1907 as in 1890 the express business was dominated by the following six companies: Adams, American, Pacific, Southern, United States, and Wells, Fargo & Co. The last-mentioned leads in the amount of mileage operated, with the American Express company a close second. These six leading companies operated 92.7 per cent of the total mileage in 1890, and 87.5 per cent in 1907. The decrease in the percentage is accounted for by the increase in the number, and consequently in the mileage, of smaller companies and departments of railroads, and by the inclusion at the present census of mileage operated in Alaska and Porto Rico, territories which have been opened to the express business since 1890.

#### DISTRIBUTION OF THE MILEAGE.

In the number of miles covered by express companies Texas ranks first among the states and territories, followed, in the order named, by Illinois, Iowa, Ohio, Pennsylvania, New York and Kansas. The use of steamboat lines is most extensive in Alaska, where water routes furnish practically the only facilities for transportation. In Maine, New York, Washington and Michigan, the steamboat mileage is also large. Electric roads are used by the express companies in only 20 states, and only two per cent of the total mileage by electric roads is in Ohio, New York and California. In only 15 states are stage lines still used by express companies, and 8.7 per cent of the mileage of such lines is in the western states, principally California and Nevada.

Of the 34 companies operating in 1907, 19 operated in only 1 state, of the remaining 15 only 9 operated in more than 5 states and only the 6 leading companies in more than 10.

#### EMPLOYEES, SALARIES, AND WAGES.

Among the companies reporting in 1907, 7 departments of railroads (operating 490,571 miles) could not segregate the data for employees and wages from the general accounts of the railroad. The 27 remaining departments reported the following officers and employees, with their compensation: 138 general

### Women Worry

More than men, says Dr. McComb, and one reason is that their nervous organizations are more delicate. True, and Hood's Sarsaparilla is just the nerve-builder, appetite-giver, and blood-purifier they need.

**Indigestion 3 Years.**—I was troubled with indigestion for three years. I read of Hood's Sarsaparilla and tried it. After taking a number of bottles I was completely cured. Mrs. J. H. Hays, Des Moines, Mo.

**Nervous, In Pain, No Appetite.**—Had poor health for years, pain in shoulders, back and hips, with constant headache, nervousness and no appetite. Took Hood's Sarsaparilla, gained strength and can work hard all day, eat heartily and sleep well. Mrs. E. Giffels, Moose Lake, Minn.

**Rheumatism.**—I had rheumatism in one of my ankles, but Hood's Sarsaparilla soon gave me permanent relief. I recommend Hood's Sarsaparilla. Mrs. Ann Hutchinson, Lafayette, Cal.

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officers, with salaries of \$339,820; 528 other officers, \$1,000,997; 3,796 general office clerks, \$2,762,508; 29,588 local clerks, \$3,395,848; 12,530 local-office clerks, \$8,326,446; 14,521 drivers and delivery men, \$7,872,271; 9,416 other local employees, \$4,652,018; and 8,967 messengers, helpers, and guards, \$4,542,924. The total number of employees in 1907 was 79,284, or 73.4 per cent greater than in 1890, and the total wages or salaries paid, \$39,491,032, or 144.1 per cent greater.

#### RECEIPTS AND EXPENDITURES.

Of the 34 express companies represented at the census of 1907, 16 are corporations, 12 are departments of railroads, and 6 are unincorporated associations. All are owned by a partnership, and one by an individual. Capital stock was reported by 12 of the incorporated companies and shares of interest were reported by one in the unincorporated company and by the four unincorporated associations. On the basis of a nominal par value of \$100 for the shares of interest, the combined capitalization is \$88,853,400.

The total receipts of all the express companies amount to \$128,117,176, of which 97 per cent is receipts from operation and 3 per cent receipts from other sources. Over 90 per cent of the total receipts represents the receipts of the six leading companies. The proportion of the total business transacted by these companies remains about the same, although the total number of companies in the express business and the total volume of business have about doubled.

The two important items of expenses in the express business are the amounts paid to steam roads and the salaries and wages, which in 1907 were \$56,378,349 and \$39,531,754, respectively, and together constituted, as in 1890, over 30 per cent of the reported operating expenses.

#### ASSETS AND LIABILITIES.

Information sufficient to construct a balance sheet could be secured from only 20 companies. The six leading companies reported \$85,918,809, more than 90 per cent of the assets and liabilities of the reporting companies (\$97,305,359).

There are some striking differences in the character of the assets and liabilities of the two classes of companies. Stocks and bonds of other express companies and other permanent investments (mostly the stocks and bonds of railroads over which the express companies operated) form 51 per cent of the assets of the six largest companies and 1.4 per cent of the assets of the other companies; whereas franchises and privileges constitute 7 per cent of the assets of the six largest companies and 72.5 per cent of the assets of the other companies. In respect to liabilities, capital stock forms 58.4 per cent in the case of the six largest companies, as contrasted with 84.3 per cent in the case of the smaller, whereas profit and loss surplus forms 32.5 per cent of the liabilities of the six largest companies and only 3.7 per cent of the liabilities of the smaller companies. These differences would indicate that the smaller companies are conducting a simple express business, paying over the profits to the shareholders soon after they are earned. The larger companies, on the other hand, are apparently entering more or less into a semi-investment business, retaining a considerable surplus out of the profits and investing it in the stocks and bonds of railroads and of other express companies.

#### RELATIONS WITH THE RAILROADS.

That the relationship of the express companies with each other and the railroads is close is indicated by the fact that on Jan. 30, 1906, the express companies held \$20,668,000 of express company stock, and express companies held \$22,218,950 of railway stock and \$12,324,000 of railway bonds, and \$11,612,250 of stock of other express companies.

The contract between a railroad and an express company usually provides that the express company shall not make a rate lower than 150 per cent of the freight rate on the same article. Of course the railway, receiving an agreed percentage of the total earnings of express companies, profits by high express rates, which, moreover, insure the railway freight business freedom from a possible competitor.

#### METHODS OF DETERMINING RATES.

To determine the charge on a shipment of merchandise a graduated scale is employed, which applies to matter weighing less than 100 pounds when the rate is under \$2 per 100 pounds and to matter weighing less than 50 pounds when the rate is \$2 or more per 100 pounds. When the value of any merchandise shipment exceeds \$50 an additional charge is made on the declared value. Next in importance to the graduated scale is what are known as "general special rates," which cover shipments of perishable matter, such as butter, eggs, fish, meat, vegetables, etc., and are lower than the rates on merchandise per 100 pounds. The price in a given case is found by multiplying the weight by the rate, with a designated minimum charge, usually 35 cents per 100 pounds. The charges on currency are made by means of graduated tables in the same manner as the charges on freight shipments.

### COMMUNICATION.

#### THE RAILROAD RATES.

In behalf of the railroads Mr. Reeves has shown that there may be differences in rates without discrimination and without injustice.

This much being admitted as a general proposition, it does not follow that the railroads can therefore make such discriminations or differences as may suit their own inclinations merely. The question is, in every case, whether such differences in rates are both reasonable and necessary.

All of Mr. Reeves' reasoning on this point is general and not specific. He urges with truth that the railroad is a business concern, governed and affected by the same contingencies and the same business principles that govern and affect any other business concern and that one of these is the law of average. Then he says: "There is business which it must accept, if it accepts it at all on the basis of a low rate of profit. It may, in connection with other business, and considering that a certain large portion of fixed expense must be met whether the cheap business is accepted or not, yield a small return. It is not in itself a loss, else it would not, knowingly, be done, but the net result were the price at which it is performed made the measure of all business would be lost. Were that condition imposed the cheap business would be surrendered. 'Surplus' transportation would go to waste, to the benefit of nobody, but to the distinct harm of the carrier, and also of the industries dependent on the carrier for an outlet to competitive markets."

Now, every proposition herein stated may be true, yet the railroads have not thereby proved that there is unjust or unnecessary discrimination between the prices for freight charged to different places and individuals. For example, we read in today's local news columns that the case of the United States against the Union Pacific Coal company; the Oregon Short Line Railroad company; W. J. Moore, manager of the Union Pacific Coal company, and Edward Buckingham, former tariff manager of the Oregon Short Line Railroad company, is to be begun at once in the federal court.

It may be recalled that these various corporations were indicted by a grand jury after the investigation made by the interstate commerce commission, charging them with conspiracy against D. F. Sharp, a famous coal dealer. Sharp was called by the interstate commerce commission to testify. Mr. Sharp alleges the Oregon Short Line Railroad company conspired to force him out of business because he refused to advance the price of coal 50 cents per ton when ordered to do so by the Union Pacific Coal company. Then he says, "I force him out of business because he refused to fill any more orders for him, and he closed down his business."

Now, although it may be perfectly just to charge a different freight rate at different times or under other conditions for the same amount of freight, it would seem that the action of the interstate commerce commission, in the case of the Standard Oil investigation, Mr. Archbold stated on Monday that the amount of illuminating oil sold abroad by that company in the United States was 37 per cent of its total sales. But it has been claimed that this oil is sold abroad at from seven to nine cents per gallon and at home at 15 cents per gallon.

If this is actually the fact, then the oil company can hardly maintain that it merely exports its "surplus" product. The case of the export trade is the principal business, and it must yield fair profits or it could not be carried on so extensively.

The case with railroad rates is precisely similar. If the rate to San Francisco "to meet water competition" turns out to be the great bulk of the freight business as compared with the freight business of Salt Lake City, to which a higher rate is charged, then the general proposition invoked by Mr. Reeves does not apply, supported by the near market, and shipping only the surplus to a more dependent one at a lower rate.

Do the right thing if you have Nal-Catarrh. Get Ely's Cream Balm. Don't once touch the nostrils with fingers and snuffs, for they contain cocaine. Ely's Cream Balm releases the secretions that inflame the nasal passages and the throat, which are made with mercury merely dry up the secretions and leave you no better than you were. In a word, Ely's Cream Balm is a real remedy, not a delusion. All druggists, 50 cents, or mailed by Ely Brothers, 56 Warren Street, New York.

#### MINING STOCK IN COURT.

W. W. Rivers Files Action Seeking Restraining Order.

Alleging that an attempt is being made to beat him out of his stock in the New York Giant Mining company, W. W. Rivers filed suit in the district court yesterday against that corporation. Plaintiff alleges that he has 10,000 shares of stock in the company, and he avers that the president, Wilbur F. Babcock, and the board of directors have conspired to lessen the value of his stock by turning over to Babcock 50,000 shares of the treasury stock in settlement of a claim of \$18,000 charged to the company without good cause. The claim should not amount to more than \$2,000, says the complaint. It is further alleged by Rivers that a new company has been formed, known as the Willow Springs Mining company, with the same officers as the New York Giant company, and that the stock of the latter will be taken over by the new concern, excluding plaintiff from participation. A restraining order is asked for until such time as a hearing can be had.

#### UNIVERSITY NOTES.

Pinero's comedy, "The Cabinet Minister," will be presented this year by the University Dramatic club. The play will be rehearsed next week and the tryouts will begin at once. There are 13 parts in the cast and all are evenly divided to give no one a chance to stick out and shine as the star, thereby avoiding "professional jealousy." Miss Maud May Babcock, director of the club, will have charge of the arrangements. The setting of the play is in Scotland and England and the time is the present.

The Glee club is trying to get things

Make Nature's work easy with a dish of delicious, healthy pre-digested

**Grape-Nuts**  
For Breakfast—

It builds body and brain.

"There's a Reason"

In order for the Christmas recess. A trip of the state is being planned.

The song and yell contest came to a close Tuesday night. As soon as the Glee club has had time to learn the songs and yells the winners will be announced.

The football number of the Chronicle appeared on the campus yesterday. It contains "write-ups" and pictures of all the football men.

Prof. L. Butler read "Vallantooner" before the Scribblers' club Tuesday evening at the regular meeting.

The seniors meet the juniors in the inter-class football series this afternoon. The winners of the contest will play the sophomores Friday afternoon.

A leap year dance, the proceeds to go into a fund to buy furniture for the luncheon room, will be given by the coeds Dec. 12.

### PLAN IS APPROVED IN ALL SECTIONS

Commercial Bodies Throughout the State Heavily in Support of League Project.

The formation of a Utah development league is a matter which the Commercial club of Salt Lake is planning on a scope which it feels will be sure to win. Replies from the country indicate that the idea is receiving approval in every section, and that the convention to be called to order in Salt Lake on Dec. 10 will be both large and representative.

Chicago's "Association of Commerce" is already organized along the lines it is wished to follow here. In that organization are all the commercial and civic organizations of the city, and its announcements are considered by all good citizens as vital to the city's growth, and therefore to be acted on with co-operation. How a representative of that organization operated here to secure the central wool market for Chicago, will be remembered by newspaper readers. Among its principles which he discussed while here was one that the association felt at liberty to command the time of any citizen of Chicago because every citizen owed Chicago something, and it wasn't bashful about collecting.

The plan in Salt Lake is to get an organization together that will be fully as inclusive and as comprehensive, and through which the general good of the state can be worked out.

Delegates who come to Salt Lake to participate in the new league's organization will be guests of the Commercial club at a banquet to be tendered them on the evening of Dec. 11.

At the opening session, Dec. 10, addresses of welcome will be delivered by President W. J. Halloran, Gov. Cutler, and Mayor Bransford. Responses will be made by representatives of outside towns, and then a program of addresses will follow, delivered by the delegates to throw much light on the best way that the people of all of Utah's towns may co-operate for the state's upbuilding. What each town needs in the way of support from the other is one of the things the meeting is counted on to develop.

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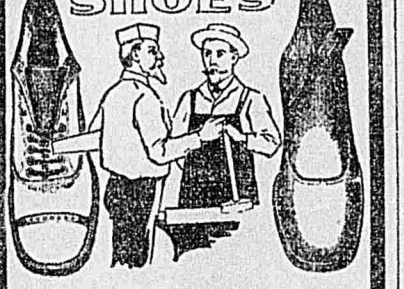
137 E. 1st South St.  
New Term Classes Sat. Dec. 5

Children, 10:30; Juniors, 1:30; Seniors, 3:15.

Adult class, Wed., Dec. 9, 8:30.

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They need to be strong because he gives them hard wear, and, besides, he doesn't want to buy a new pair often. He cannot afford to.

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VARISCITE (the beautiful Utah Gem) is mounted in exquisite solid gold rings, lavaliers, scarf pins and sleeve links.

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TURQUOISE MATRIX—is mounted in gold, silver and gold filled brooches, rings, pendants, scarf pins, lavaliers and all sorts of other jewelry.

CAMEOS—Our stock of Cameos in Onyx, Coral and Shell contains some unusual cuttings and we have given careful attention to the designs of the mountings. The Cameo line covers a great range of prices and all the different articles in jewelry.

We carry all of the above stones unmounted in various sizes and will make to order anything desired.

OPENING—We invite everyone to our holiday opening Saturday afternoon and evening, Dec. 5th. We will show the most comprehensive lines ever shown by any of our craft in Utah.

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