

That no greater benefits were derived from the arduous labors of the commissioner and of the transportation bureau may, in one sense of the word, be deplorable, and yet, considering the vast benefits derived from this agitation, and concessions granted by the railway companies, the committee does feel itself a hundred-fold repaid for all the time and labor devoted to it.

Our commissioner has in detail rendered you the necessary statements appertaining to the work of the committee, and I would respectfully ask that another strong committee may be appointed by the incoming administration of the Chamber of Commerce, who may continue the work of the transportation bureau and never let up until full justice shall have been done to the merchants and shippers of this city, in removing such discriminations as shall exist here in freight rates charged for merchandise shipped into this city, not forgetting to mention the excessive rates charged for passenger travel and mileage for commercial men. Respectfully submitted.

FRED SIMON,

Chairman Transportation Bureau.

SECRETARY SEARS' REPORT.

Secretary Sears next read his report, which was as follows:

To the President and Members of the Salt Lake Chamber of Commerce:

Gentlemen—As the President's report covers all the important points of the chamber's work for the past year, I deem it unnecessary to make a lengthy report. During the period under review I have occupied the dual position of commissioner of the transportation bureau and secretary of the chamber. A general outline of the work and results of the transportation bureau are familiar to most of the members of this chamber and need be only briefly touched upon now.

On entering upon my duties I made a thorough study of the situation of the transportation companies engaged in the traffic of Utah and their relation to the shippers of this city. This occupied about a month, and the conclusion arrived at was that the only feasible means to adopt for the removal of freight discriminations against this city was to file suits before the interstate commerce commission against all the transportation companies doing business in Utah.

My plans were submitted to the board of directors of the chamber and the transportation bureau, who favored the same and pledged me their support in conducting the cases to a final issue.

A complaint was drawn up and filed with the interstate commerce commission early in March, 1892. In setting forth our grievances we followed no precedents but started with a plan original with ourselves, taking the ground that the rates from the Missouri river to Salt Lake City were unjust and unlawful because they were unreasonable. To verify this complaint forced upon us the necessity of proving the actual cost of movement of freight over the defendants' lines, for by no other means could we prove that the charges made and collected for the service were unreasonable. This involved a large amount of work consisting in part of the examination of public documents on file with the government in Washington, also securing

bills of lading, expense bills and other documents from important shipping points in the United States, as well as Europe, China and Japan.

A strong case was made out against the transportation companies and we were fully able to prove much more than was alleged in our original complaint. To substantiate our charges, however, involved the reading of over thirty thousand pages of public documents, abstracts from which were absolutely necessary. These extracts were sent to the departments at Washington and certified to by the proper public officers so as to admit of their being used in evidence upon the trial of our cases, before the commissioner.

After completing our cases and just prior to the date set for trial, our evidence and all papers were submitted to one of the best and most careful attorneys in this city, and the cases were pronounced by him to be in excellent shape for trial. I need not dwell upon the reasons for the dismissal of these cases without trial, as every shipper in Salt Lake is familiar with this part of the proceedings. The result of our efforts, joined with those of the committee appointed by the president of the chamber to meet with the transportation companies at the request of their leading officials, produced a saving in transportation rates of over \$600,000 per annum.

To all those who contributed their time as well as their brain force to accomplish this work, the people of Salt Lake owe a debt of gratitude which I feel sure they will not be unwilling to pay.

To the president of the Chamber of Commerce, Colonel J. W. Donnellan; the chairman of the transportation bureau, Mr. Fred Simon, as well as the members of the bureau and the board of directors of the Chamber of Commerce, I am greatly indebted for the unflinching support and careful advice received during the progress of this work.

There are just as important issues ahead for the transportation bureau as what has already been handled, and no thought should be given to dissolving this valuable organization or weakening its effective force. It should always stand in the front rank of the chamber to guard the interest of the shippers. This can be done without taking undue advantage of the transportation companies, and in a short time I believe the two sides can, by proper methods, be working harmoniously together, but so long as there is any class of shippers who are unfairly dealt with, the transportation bureau of this chamber should take up the fight in their behalf. When there is no injustice done in transportation matters and no wrong to be righted then the transportation bureau can take a rest, but until this condition of affairs does exist in practice as well as in theory, the bureau should remain well organized, fearless and aggressive.

The work of the secretary's office proper has been more of a routine nature, many inquiries have been made covering the whole range of business and investment pertaining to this great country. No effort has been spared to obtain and send out reliable and intelligent replies to all these inquiries, and the chamber has received many letters of thanks for this work.

In addition to the correspondence referred to above, we have mailed during the year about 12,000 printed documents and distributed to visitors at the leading hotels 5,000 neatly gotten up invitations to call at the chamber during their sojourn here. During the year fourteen directors' meetings as well as several public meetings have been called, and to the praise of the present board of directors be it said, that only once during the entire year have we failed to transact business because of a quorum not being present. Those elected have served the public faithfully, whether during the business hours of the day or at meetings held during the evening.

During the year sixteen new members have been added to our list, all of whom are active members and representative business men. I would recommend that each active member constitute himself a committee of one during the coming year to secure for the chamber a new active member. This would double our membership and more than double the influence of the chamber for the advancement of the material interests of the city, and would be the means of cutting down the quarterly dues to much lower figures than those now in force.

Since our last annual meeting we have been deprived by death of three valuable members, namely, Messrs. O. J. Hollister, F. H. Dyer and W. H. Shearman. The good work they did while living and their noble example as public-spirited gentlemen are known to this community, and nothing that can be said here could add to the lustre of their names or increase the appreciation of their services to the country.

FINANCIAL STATEMENT—RECEIPTS.

Amounts received during the year from dues, new members and transportation dues.....\$1,801 07

DISBURSEMENTS.

Overdrafts paid bank.....	\$ 359 49
Engrossing.....	30 00
Legal fees.....	51 00
Postage.....	115 40
Janitor service.....	74 60
Telegrams and telephone service.....	83 15
Interest on overdrafts.....	30 59
Traveling expenses.....	176 25
Salaries.....	3,474 50
Office stationery.....	61 15
Typewriting.....	48 50
Newspapers and advertising.....	13 63
Distributing home industries city.....	6 00
Gas.....	16 70
Collecting.....	25 88
Gas well photos to send east.....	5 00
Balance in hand of treasurer.....	280 26
Total.....	\$ 4,802 07

At the commencement of 1892 we started out with a floating debt amounting to \$2,044.80, which has been reduced to \$1,498.80, deducting the cash on hand as above leaves a net floating debt of \$1,268.54, a reduction during the year of \$775.75.

Respectfully submitted,
S. W. SEARS, Secretary.

Officers Elected.

Fred Simon called attention to the fact that a business men's association had been organized in this city recently and thought that the business interests of the city could be better advanced by consolidating all such movements within the Chamber of Commerce, which had a beautiful building of its own and was in every way well equipped to carry on the work for which it had been organized. In order that the chamber might be made