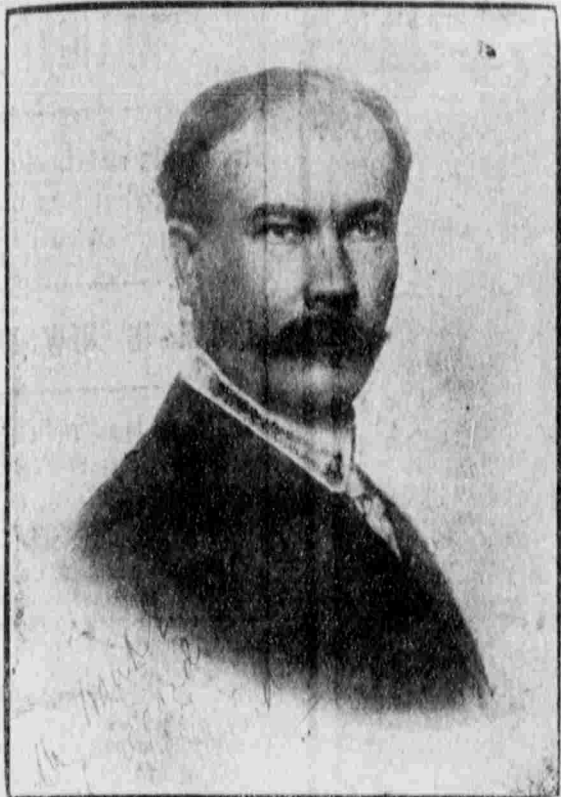


# PAUL MORTON

A Chat With the Secretary of the Navy About Our Railroad Interests and Other Public Matters.

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



SECRETARY OF THE NAVY MORTON.

From a Photograph Secured for the Deseret News by Mr. Carpenter.

WASHINGTON, D. C.—"How do you like your job?"

I asked this question of the secretary of the navy. Mr. Paul Morton, as we sat together in his home on K street yesterday afternoon. It was a pertinent question. Secretary Morton began his working career at the age of sixteen as an office boy for the Burlington and Missouri railroad at \$16 per month, and when he was appointed secretary of the navy he had risen to be vice president of the Atchison, Topeka and Santa Fe railroad at a salary of \$25,000 a year. His thirty-two years of working life have been a succession of jobs, each done so well that he has been promoted to one higher up. After a year at \$16 per month he was transferred to the general freight office of the Burlington road at \$25 per month, and two years later became connected with the freight department of the C. B. and Q. With that company he remained seventeen years, during which he rose to be chief clerk, assistant general freight agent, general passenger agent and general freight agent. After that he resigned to go into business for himself for six years, and then accepted the vice presidency of the Atchison, Topeka and Santa Fe.

That was nine years ago, since when he has had charge of the entire traffic of one of the greatest railroad systems of the west, a system which has 8,000 miles of track, with interests covering the United States. In doing his work Mr. Morton has on the average traveled 50,000 miles a year, and has been dealing with the leading men and largest affairs of the country. He has had an army of employees under him, and has handled them and the business so well that it has paid good dividends on a capitalization of more than \$200,000,000. That job, as I have said, brought him in \$25,000 a year. His cabinet place pays but \$8,000. One would naturally think he must like it to hold it. But I will let him speak for himself. "I find my work interesting," replied the secretary of the navy. "The position is an important one. We are now

spending about \$100,000,000 a year, and the greater part of this goes into naval construction. I want to see such expenditures go on until we have at least the second greatest navy of the world. I consider the navy one of the most important interests of the United States, and it is one which gives the secretary plenty to do. I also like the associations one has here, and the dealing with national affairs."

SECRETARY MORTON'S PRESIDENTIAL AMBITION.

"How did you come to be appointed secretary of the navy, Mr. Morton?" I asked. "I came here because the president asked me to come," was the reply. "He thought I could do good here and help him with his administration. I did not want to come. In fact, I refused to come several times before I finally consented."

But you have political ambitions, have you not, Mr. Secretary?

"No, my life work has been along business lines and my ambitions are all connected with business."

"But have you no aspirations in the line of our public service? Would you not like to be president of the United States?"

"I have no such ambition," said Mr. Morton. "My desire for the presidency lies only in the direction of the railroad. I should like to be president of the Atchison, Topeka and Santa Fe. That is all."

COLLEGE BOYS IN BUSINESS.

"Mr. Secretary, you have been a very successful business man. Do you think you lost or gained by not having a college education?"

"That is a question," said Secy. Morton. "As far as pure business success is concerned I gained by starting life young. The time I might have spent in college was spent in learning business and business methods. I learned a new lesson of one kind or another every day, and as far as my success in railroading and other business is concerned I think that this was of more benefit to me than a college course. I have had to do with many college graduates. Indeed, I have had hundreds of them in my employ. Their college careers give them false ideas

## Should the Government Own the Railroads—A Railway Trust—Labor Matters—A Western President Next Time—A Word for Corporations—Our Future—The United States as the Workshop and Counting House of the World—College Boys as Business Men.

of their position and duties. They look down upon ordinary work, and are not willing to begin at the bottom, as they must do to succeed. I doubt much whether the long college course makes the boy a better business man."

"If you had a boy would you send him to college?"

"I might, I cannot say. My brothers are good business men. They were reared as I was and started into their working life from the common schools. Nevertheless they are giving their own boys college educations. I might do the same, but as a pure business proposition I doubt its advisability."

"Your father was college bred, was he not?"

"Yes, he was educated at Ann Arbor and was a graduate of the University of Michigan. He did not believe in college training for business men. The Morton family, in fact, seems for generations to have alternated between the college and business office in training its boys. One of my great-grandfathers was a college man noted for his classical learning. His son, my grandfather, was a business man, educated in the school of experience. Father went to college. His sons were trained to business, and my brothers' sons are now in college again. As to my brothers, I would say, that the business school has been a success. They are high in the commercial world, and, starting with nothing, have made themselves men of large interests and high business standing."

OUR GREAT RAILROAD INTERESTS.

The conversation here turned to railroad matters, and Secy. Morton spoke of the part they had in the prosperity of the country. Said he:

"The railroads are one of the greatest interests of the United States. They run next to our farms, and it is due to them that the farms are valuable. For every dollar spent in railroads it is estimated that at least \$10 has been added to the value of farm lands. My father paid \$12.50 an acre to the government for his Nebraska farm, which now forms a part of our old homestead. When he bought it there was not a railroad within three hundred miles of us. That land today is worth \$125 per acre, and it is the railroad which has made it valuable."

"I think it was Bacon who said that the chief element of a country's prosperity lies in its facilities of transportation. That certainly has been one of the strong forces at work in the building up of this country. We are the richest people on the globe, and this is largely due to the fact that we are the greatest railroad country on the globe. There are 1,500,000,000 people in the world, of whom we are only 75,000,000, and in the United States there are altogether less than 500,000 miles of railroads on the globe, and more than 200,000 miles are in this country. Our railroads are an enormous asset in our national wealth. They are worth altogether, it is estimated, about \$12,000,000,000."

SHOULD THE GOVERNMENT OWN RAILROADS?

"The power of such an amount of money is enormous, Mr. Secretary," said I. "Is it not too great to be in private hands or in that of corporations? Should not the government own the railroads?"

"I think not," was the reply. "Such ownership would be bad for the roads and bad for the public. Government management would soon become extortionate, and the public would pay more and receive less than it now does under the present competitive system. Besides the power of such a machine,

in one hand, would be enormous. If I were president of the United States and had the railroads under my control I could keep myself in office as long as I liked. There are about 1,000,000 railway employees in this country, and probably more than that in the other industries of car works, steel mills, coal mines and other things. In a country like this I do not think the government should have the control of the ship of the roads. That would be the worst thing that could happen."

A GREAT RAILWAY TRUST.

"But is there not danger in this era of capital combinations that one company or one man may soon take control of all the railroads?"

"I suppose that may be a possibility, although I doubt it. As the roads are now organized they are combined in great groups. Meely in his book of trusts estimates that five groups control 95 per cent of the railroads, including a large majority of the freight lines. I think such combinations, properly managed, are for the good of the roads and the public; but I do not think that a one-combination or a one-man ownership would do, at all."

"But how can you prevent such a possibility, Mr. Morton?" I asked.

"One way in which it might be prevented," replied Mr. Morton, "would be by the legislation of power to regulate railroad building and to control the power of the trusts or large shippers would be limited, and it would be possible to have fixed rates of freight and to give the same advantages to the small business as to the large business. You may say that such discrimination is already prohibited by law. That is so, but there are a dozen different ways of getting around the law, and the result is that both the roads and the country suffer. Some of the greatest corporations of the United States which now pay the legal rates for their freight were built up by the discriminations which forced the railroads to give them the 'best' rate."

"There is not much use in discussing whether the government should have the right to regulate the railroads," the secretary continued. "The people think so, and the government has the right to control is bound to be exercised. I think, however, that as this is so, the government should protect the railroads. It should prevent the building up of this country when they are built as blackmailing schemes merely to force some other company to buy them. We should have laws to regulate labor on all public utilities. A man so employed should not have the right to leave work at will, nor the railroad company to discharge him at will. I think all men employed on our railroad or street car lines should by law be compelled to give 30 days' notice before quitting work, and that the companies, on the other hand, should give them 30 days' notice before discharging them. This should be done for the protection of the public, and for the little considered in such matters."

LABOR AND CAPITAL.

"You have had a great deal to do with labor, Mr. Secretary. Do you not look upon the present conflicts of capital and labor as dangerous to our peace and prosperity?"

"I think the laws of supply and demand will do much to regulate such matters, and I think that, as far as possible, he left to such laws. I am sure the president will better labor conditions. He wants a fair show and a square deal for every one, and will do all he can to secure it. As for me, I am in sympathy with the laboring man, but my sympathy is not confined to him

who belongs to the union. I think the non-union man has as much right to work as the union man, and while the class to which the former belongs, or, in fact, any class of men, has the right to organize, I do not think it has the right to deprive those who are not so organized of profitable employment. I am, in other words, opposed to the closed shop. I believe in labor organizations, and it seems to me that one of our troubles just now is the lack of organization on the part of the non-union men. If they should organize themselves into one body they could do much to protect their rights. As to capital and labor, neither can prosper unless he works with the other. The two are twin brothers, as closely joined as were the Siamese twins—brothers, each absolutely necessary to the other. If one is injured the other suffers, and each, to be successful, must have the help of the other."

"As to great combinations of capital," continued the secretary, "I think they are a good thing if properly managed. There is, however, one factor in the labor question seldom considered by either capitalist or laborer. I mean the public, the consumer, whose money supports both capitalist and laborer. It certainly has a right to protection."

THE MIGHTY WEST.

Secy. Morton is a child of the west. He was born in Nebraska, and his boyhood was spent in Nebraska, and he grew to young manhood there. He knows the west as well as any man in the country. He has traveled all over it almost every year during the past decade, and, as the manager of the traffic of a great railroad, he has had to investigate its crops, its factories and its products. I asked him this afternoon whether our western states were not reaching their maximum of product and population. He replied:

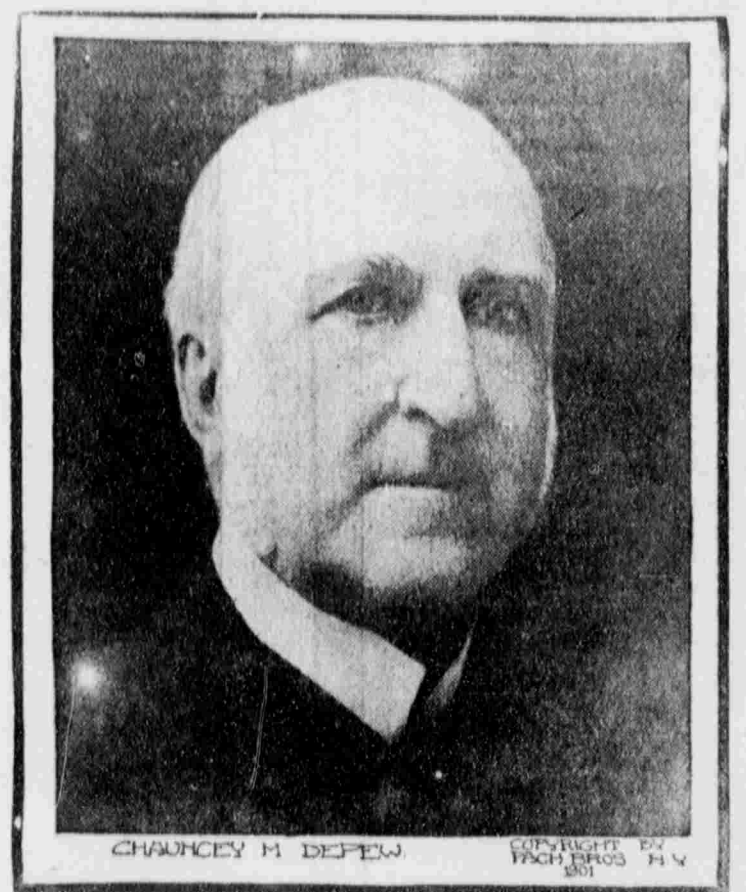
"The west is at its beginning. People talk of the richness of the Valley of the Nile. It is nothing compared to the Valley of the Mississippi. That is the greatest and richest valley on earth. It extends from the Alleghenies to the Rockies, and its resources are billions. The corn crop raised there brings in almost a billion dollars a year. A large part of our cotton comes from there, and it is a beehive of mining and manufacturing industry. We are adding enormously to the west by the new irrigation works now going on. Take California. It is half again as big as Italy, and it will raise the same products and have as many people as Nevada. It has now only a million and a half population, while Italy has thirty-two millions. The irrigation works of California will bring in a vast area of new land. This is so in many other states. And then take Texas. That state could feed this whole country and raise enough cotton to clothe our people for a hundred years. The west at its maximum! The west has hardly begun to be developed. At present 90 per cent of our people live east of the Missouri river. We can support fully as many west of that river."

A WESTERN PRESIDENT NEXT TIME.

"How about the political condition of the country, Mr. Secretary?" I asked. "If the west is destined to be such a great part of the United States, will it not demand more part in the management of the government?"

"I think it will. The political center of the United States has certainly changed within the past few years. The center of population and power has moved to the Mississippi valley and the typical American is to be found west of the Alleghenies. Indeed, I doubt if we shall ever have a president from New York again."

CHAUNCEY WON.



CHAUNCEY M. DEPEW.

After a big fight in the Republican ranks in New York state Depew has won and will be elected United States senator to succeed himself. The fight proved that the "easy boss," T. C. Platt, is anything but a dead one in the councils of the party.

"Some people think that the far eastern part of the country, namely, New York and New England, are rather provincial."

"That is true of New York City, and especially of Wall street. I know brokers there whose world is bounded by the Battery and Trinity church. They are sandwiched in between an ocean and a graveyard, and cannot realize that the real work of the United States is done all over the country, and that our great sources of wealth are in the farms, mines and factories beyond the Alleghenies."

THE WORKSHOP OF THE WORLD.

"What do you think of our prospects as a nation, Mr. Secretary? Will we continue to grow in wealth and prosperity?"

"Yes. We cannot estimate our possibilities. We have for years been the granary and meat market of the world, but we are destined to be the chief workshop. If you ask why, I would say that we have everything in our favor. We have the material resources. Our coal and iron are so situated that they can easily be brought together. We have the best food and the cheapest food. We have the best-paid, best-fed and best-learned workmen. Our labor is as skilled as any on the globe, and it surpasses all others in ingenuity and inventive ability. If we can only keep ourselves on the natural road of supply and demand; if we can govern capital and labor by natural laws, giving the individual laborer and the individual capitalist all his rights, we shall do the greatest part of the manufacturing of the world."

A WORD FOR THE CORPORATIONS.

"In our fight for commercial supremacy against Great Britain, we must emphasize the advantages of our great combinations of capital. They are the battleships on the sea of commerce which will enable us to push our goods over the globe. The small manufacturer or small wholesaler cannot do business like a corporation or a so-called

trust. Suppose the former tries to get trade in Mexico. He sends an agent there, and the agent asks the Mexican merchant for an order. He gets it, but is told that it will not be paid for except on from 12 to 18 months' time, and that that is the custom of the country. A small capitalist cannot afford to do business that way. He must turn his money rapidly, and so the order is rejected. At the same time an English or German commercial traveler gives the time and gets the business. With our capital combinations such conditions will be met. They will map out each country as the local wholesaler now maps out his state or immediate vicinity. They will have men studying each country, will educate salesmen to speak its language and train them to its special methods of business. They will have all the advantages of science, economy, cheap methods of production and large capital which can afford to wait for results. They will, in short, be able to compete anywhere and on any terms."

THE WORLD'S COUNTING HOUSE.

"Another thing I want to say about our country," continued Mr. Morton, "is as to its future as a financial power. We shall be not only the greatest workshop and manufacturer of the world, but also the counting house. I believe that New York will eventually be the financial center of the globe. We cannot have the balance of trade of hundreds of millions of dollars per year right along without that becoming the case. Our investments are fast extending beyond our own borders. They are going into Mexico and South America. We are buying Japanese bonds and Russian bonds; and it is only a question of time when we shall have, as the English have now, investments all over the earth. At present we are paying out vast sums in freight charges to the ocean steamships of other countries. At no distant future a large part of that money will come into our own pockets, for we shall have our own merchant marine to carry our goods."

FRANK G. CARPENTER.

## EDUCATIONAL.

(Continued from page 22.)

Prof. Thatcher and some of his pupils, and the evening will conclude with dancing and refreshments.

The domestic science department began last week to serve lady lunches to several members of the faculty. These are prepared and served by the students in turn and show that they have learned to prepare and serve dainty, well cooked meals. One of the two tables of faculty guests is presided over by Miss Foley and President Kern, the other by Miss Monech and Prof. Ball, while Miss Holmgren supervises the work in the kitchen.

Miss Gertrude Vibrams, assistant in sewing, has not been able to take charge of her classes the past week on account of illness.

The well filled gallery seats of the assembly hall at each chapter exercise show that there is a large number of new students who have come in for the winter work. They come from all over the state, chiefly for work in agriculture, and the mechanic arts, and are all ages from knee trousers to beards. The registration by departments of the new students is as follows: Domestic science, 16; commerce, 23; agriculture, 40, and mechanic arts, 40. This last department is so crowded that new instructors are an imperative necessity.

The exhibits of the domestic science department at the St. Louis fair came back this week and are being shown in the various college museums.

At the Thursday meeting of the agricultural club the following subject was the basis of an animated debate: "Money invested in agricultural pursuits can be made to yield more than in any other line." Mr. Stuart Lee and Mr. E. F. Burton were on the affirmative, while Mr. Preston Peterson and Mr. Wm. F. Proulx defended the negative. The debate was followed by a talk on current events by Mr. Wm. Jardine, and a stump speech by Mr. W. J. Connelly.

## A CRUEL JOKE.

This late Charles Parsons, the millionaire railroad man of New York, was noted for his kind heart and for his dislike of practical jokes. He one day said:

"I have loathed practical joking ever since my residence in New Orleans, some 40 years ago."

"I know in New Orleans a young man of sensitive nature who happened to be deaf. He hated his deafness. He tried to make believe that really he was not deaf at all. And this conduct, which was excusable enough, drew down upon him in amount of ridicule that was pitiable."

"I shall never forget the poor young man's look of pain on a day when he

was the unconscious victim of a practical joker.

"The joker, walking with me, spied the deaf youth on the other side of the street and said, 'Now for some fun, and before I could intervene, catching the other's eye, he opened his mouth wide and worked it frantically, as though shouting at the top of his lungs. The deaf man hurried over with a vexed, bothered look.

"You needn't shout so loud. Do you think I can't hear you?" he said."

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## Time Table

In Effect Dec. 4, 1904.

OREGON SHORT LINE RAILROAD. ARRIVE.

From Ogden, Portland, Butte, San Francisco, Chicago, St. Louis, Omaha, and intermediate points: 8:40 a.m.

From Ogden and intermediate points: 9:20 a.m.

From Ogden, Portland, Butte, San Francisco, Chicago, St. Louis, Omaha, and intermediate points: 11:35 p.m.

From Ogden, Portland, Butte, San Francisco, Chicago, St. Louis, Omaha, and intermediate points: 4:45 p.m.

From Ogden, Portland, Butte, San Francisco, Chicago, St. Louis, Omaha, and intermediate points: 7:40 p.m.

DEPART.

For Ogden, Omaha, Chicago, St. Louis, Kansas City and St. Paul: 7:50 a.m.

For Ogden, Portland, St. Anthony, San Francisco and intermediate points: 10:20 a.m.

For Ogden, Omaha, Chicago, St. Louis, Kansas City, St. Paul, and San Francisco: 1:10 p.m.

For Ogden, Cache Valley, Denver, Kansas City, Omaha, St. Louis and Chicago: 5:45 p.m.

For Ogden, Cache Valley, Butte, Helena, Portland, San Francisco and intermediate points: 11:45 p.m.

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THE DENVER & RIO GRANDE RAILROAD.

Current Time Table. In effect Oct. 1st, 1904.

LEAVE SALT LAKE CITY.

No. 1—For Heber, Provo and Marysville: 6:00 a.m.

No. 2—For Park City: 8:15 a.m.

No. 3—For Denver and East: 8:30 a.m.

No. 4—For Ogden and West: 8:40 a.m.

No. 5—For Denver and East: 8:45 p.m.

No. 6—For Ogden and West: 8:50 p.m.

No. 7—For Heber, Provo and Marysville: 6:00 p.m.

No. 8—For Park City: 8:15 p.m.

No. 9—