

South Carolina in 1876, was elected United States senator in 1878 and served two terms. He is now, by appointment of President Cleveland, government commissioner of railways.

General Hampton is a large, fine-looking man, of some seventy-five years of age, but is still hale and vigorous. He represents in all departments of life the genuine quality of chivalry so much spoken of but so seldom encountered. The News joins heartily with the great number in our midst who bid the visitor a hearty welcome.

WHITNEY'S UTAH, VOL. II.

Every hope which the appearance of Volume I of this great undertaking about a year ago excited for the success and excellence of the entire work, has been most abundantly fulfilled in Volume II. Every compliment or commendation bestowed at that time upon the gifted author, and the handsome book which the engraver's and printer's and binder's art had assisted him to produce, is again deserved now. Indeed, it is more than likely that those who from captiousness or narrowness criticized Vol. I as devoting too much attention and space to the founders of Mormonism and to the system itself prior to its establishment in the Rocky Mountains—sticklers for technicality who argue that the stream of any history in its source has no significance and that it must be described merely as to its appearance where it flows through their particular meadow—it is likely, we say, that even these will find their criticism stilled, their desires anticipated and their admiration compelled by the new and elegant volume which lies before us. For in this instance the theme is Utah all the way through—Utah men in Utah affairs, other men in Utah affairs, even the aborigines in their ways contributing an interesting page—hence historical rather than biographical, and in all respects eloquent, fascinating and reliable. If there are allusions to Mormonism, there are also many to Liberalism; the "new movement" is as conscientiously depicted as is the organization of Z. C. M. I., or the zealous reorganization of the Church Stakes prior to the death of President Young. The friendly feeling shown by Governor Axtell and others is not dwelt upon excessively, neither is it partially ignored. In comparison with the ultra attitude of General Connor, Judge McKean and others of that turn of thought, the author has treated these contradictory phases of official temperament with bold fairness without adulation, and with nice discrimination without a sinner. In fact the aim, and we feel bound to say it has been achieved, has been to give an honest narrative of the events leading from the commencement of our Territory, and to judge the actors in the scene more by their motives than by their mistakes. In no other way can the historian deserve his name; he cannot be at once a special advocate and a just commentator. There are unpleasant occurrences in the life of every community, yet these may not be overlooked by him who aspires to be the community's biographer. It is high praise of Bishop Whitney to say that

he has sensed and acted upon this fundamental fact, and that in no page or paragraph of his admirable work has he anything extenuated or ought set down in malice.

The volume treats of the new era which dawned upon Utah with the coming of the telegraph and the railroad; of necessity, the commercial, social and political changes ensuing receive much attention. It closes with the death of President Brigham Young, and a fine eulogy of his life and character. The author's style is always pure, at times it approaches the grand; the steel engravings are numerous and excellent, constituting a portrait gallery of Utah notables of all parties and both sexes; and the typographer's and pressman's work is again a triumph of the "art preservative," speaking the praise of the publishers—the George Q. Cannon & Sons Company.

[COMMUNICATED.]

THAT DREADFUL WORD "FAILURE."

In these times of trade depression there is both intelligent comment and speculative theory as to the origin, continuance and ultimate outcome of this almost universal phenomenon.

Not but what periods of financial stagnation have occurred before, and are likely to occur when the present is forgotten; yet, it may be believed that there is an individuality about these recurring periods, else those engaged in trade (particularly the experts) would learn by experience how to avoid or overcome that which so affects the many interests involved. The very fact that this is not the case is evidence that there is no universal law. Otherwise the universal panacea would ere this have been discovered, and panics might have been as easily prevented, averted or limited in their effects, as is the disease of small pox by the intervention of vaccination.

The strangest feature of these times of "suspended animation" is that the oldest, most experienced, and those assumed to be the safest, wither and die before the paralytic influence almost as readily as the inexperienced; nay, many of the latter may somehow survive and upon the ruins of their assumed superiors rise to affluence and unquestioned stability in trade.

These thoughts may appear to be only applicable to the broad field of national transactions, or of a world's complicated commerce, for the barometer of business in London and New York is as sensitive to the failure of Baring Brothers or the suspension of a prominent Australasian bank as is the little one on our door jamb to the climatic conditions around it. When a great house or firm goes down, or an institution collapses, finance feels in its uttermost tentacles the shock and crash of failure.

At the same time, insolvency and bankruptcy are not confined to stringest times. In days of boom and undisputed activity men and firms go down. There are local and individual peculiarities as there are national or universal ones, and it is with the former more particularly, where observation and special interest exist, that present comment may be of value, al-

though it should be and is a business man's duty and pleasure to read and study his profession and things which affect it near or far.

This favored Territory of Utah is our home and its prosperity is our ambition. Even personal interests are merged in the consideration of those details which affect its good name, its well being, its business stability and financial success. If years of experience are of account, if occupying a position to survey the territorial trade field will render any comment valuable, all that is desired will be achieved; and if the humblest one engaged in trade can learn a lesson, this effort will not have been in vain.

There are a large number of stores or dealers in merchandise in the towns and villages of Utah. Years ago co-operative stores were the rule, and their deal was almost exclusively with one house. Many of those who were directors and salesmen in those stores were absolutely unaccustomed to buying or selling, to dealing in or disposing of produce. Receiving or giving credit was not a system in their business program. They bought and expected to pay; they sold and expected to be paid—some time. Promptitude on either side was an unknown factor. Their pay for goods sold came mainly in produce, upon which there was waste or loss, consequent on distant, changing or unknown markets. Lack of training and experience soon exhibited itself in cramped conditions; but all these stores had an object, and even when disappointments and disaster stared them in the face, the fact of mutual interest tilted over many a difficulty which meant ruin under other circumstances to directors, stockholders, salesmen and settlements at large.

A case recurs to memory where in a prominent southern town the local co-operative store was indebted to one firm some \$13,000; the goods were gone from the shelves, the people had bought and used them, payment was deemed secure at harvest, but the harvest never came. After friendly consultation an arrangement was made by which this indebtedness remained in statu quo; an agreement was concluded for a certain small credit not to be exceeded, and all other transactions were to be for cash. Now, had this indebtedness been due to many firms, as to houses in Chicago, St. Louis, St. Joseph, Omaha, Denver or San Francisco, payment would doubtless have been enforced, the stock, teams, farms and houses of the stockholders would have been jeopardized and, may be, lost. But the principle of brotherhood prevailed, and three years afterward, when the writer visited that town again, this store was out of debt, was buying for cash, discounting its bills and had a fine stock of merchandise on hand.

Here is an object lesson by which men in business may learn that it is not always smart to become restless or peevish in feeling as to trade; for it cannot be denied that there are many stores in Utah today that are in an embarrassed condition, and the managers thereof do not know how to extricate themselves without dishonor. They have become indebted in too many directions. Persistent "drummers," sanguine that Utah's people will pay their debts, have by