

officers of the Chamber of Commerce and it was believed that it would bring out a larger attendance of members than put in an appearance at the meeting. However, about three score business men were present.

President Simon opened the meeting by saying:

"No one can deny that there is a great deal before us to do if we would prosper as we have in the past three years. For the last three years business has increased and in some cases doubled and trebled. One would expect that this increase in business would secure a reduction in freight rates. When Mr. Gould, who was with us the last few days, took the management of the Union Pacific he gave out by his action that the rates should be increased in certain cases to swell the road's revenues. Since I came home I have heard nothing but complaint among our merchants. Denver, for instance, is working with a zeal worthy of our emulation to hold its own. Among the organized associations to push Denver forward are the transportation bureau, the manufacturers' bureau and others."

C. E. Hall thought that a very prosperous and happy time was in store for Utah. "Several years ago," he said, "we had a severe drought, while this year the rains were abundant. The crops are unusually large, mining was never in a more prosperous condition and the wool crop is largely in excess of previous years."

"The railroad receipts for the last year have been several times more than they were a few years ago and yet we are paying as high rates as we were when the railroads received but one-fourth of what they are getting now. That is not the way to build up the Territory. We must secure our rights. A railroad company does not respect anything that does not have power to it. In unity there is strength, and unless we are united they will not listen to us. Unless the business men stand shoulder to shoulder we might as well talk to the winds."

W. H. Shearman showed the disadvantage that Salt Lake merchants are under, by citing a case where a man in another city undersold him, not because he bought any cheaper than he did, but because he got cheaper freight rates. He had heard it said but did not know, that some of the big houses in this city received rebates. If this is the case the small merchants might as well go out of business and hire out as clerks to these big concerns. We must have equal rates for all. Some time ago I investigated car rates on glassware, and I found that I could ship a car through from New York to San Francisco and back to Salt Lake City cheaper than to ship it direct. If we are to succeed, we must have—I will not say cheap rates, but just rates. There are some large institutions that either get a rebate or are not alive to their interests.

Colonel Donnellan stated that about a year ago they started a transportation bureau and they found that it was necessary to employ a person to give his entire time to the business, and this man must be thoroughly acquainted with it. He cited Lincoln, Neb., as a city that had paid a commissioner as high as \$5000 a year, and Denver had also paid a high salary to

a man to protect the interests of its merchants. He also referred to the complaint of Z. C. M. I., which brought the inter-state commission to this city. Rates then existed by which denims could be shipped to San Francisco and made up by Chinese cheap labor into overalls, sent back to this city and sold at a cheaper price than the Z. C. M. I. could manufacture them. The case was never allowed to go before the commission.

General Veazey, a member of it, expressed himself as astonished at the way this city was discriminated against. He said that a number of the merchants had concluded that the citizens should raise at least \$500 a month to employ E. P. Sears, who had represented the merchants of San Francisco in a like capacity very satisfactorily, and who came highly recommended.

S. W. Sears said: "I am satisfied that you are discriminated against more than any western city. We should not go at it in windy speeches. My plan is not to declare war on the railroads, but to go to them and show them how they can build up our business men by giving them such rates as will enable them to do the business that belongs to them. Did not my friend Shearman strike at the root that helps saddle this incubus upon us? If it is true that these men are standing in with the railroads, we should know it, and have the matter settled. I know of three officials on the Southern Pacific who get \$95,000 in yearly salaries. What do you business men get? Have you not as much business as they have? The whole sentiment of the country is against trusts, monopolies and discriminations. Any one of the merchants can do the work of this bureau. It does not require lawyers. He went to Washington for the San Francisco Chamber of Commerce and had money to hire lawyers with. When he got there he found his lawyers were retained by the railway. He went to Commissioner Morrison and told him the situation. Morrison told him he did not need a lawyer. He said: 'You know the facts; that is what we want, and we will see that you are protected.' The railroads complain that they don't earn interest on their stock. Their stock didn't cost them anything; the roads were built by the bonds and look at the enormous salaries that the people are taxed to pay; three men on the Southern Pacific get \$95,000 a year. When Stubbs was before the Commission he was asked how much it cost to haul a ton per mile and he unwillingly answered that it cost three-eighths of a cent. That rate included salaries, interest charges and all. That rate applied to the haul from the Missouri river here would be \$40 per car. As it is, you pay \$500 a car on first-class freight. With proper rates your field could be extended to the Missouri river on the east, to the coast on the west and to the North Pacific on the north. The railroads will not help you to get better rates. You want some person to help you who cannot be bought by the railroads. He said he would like to see the large interests back of this movement, but he was afraid they would not support it. If the railroads can distribute judiciously \$25,000 of

pay among a few favored ones the rest of you will be robbed of \$475,000 a year to make it up.

President Simon made an urgent appeal to the business men to put their names on the subscription list, but there were only two who responded.

The President became impatient at this and said: "I have worked since the transportation bureau started to secure redress for the merchants of this city. If I lose another moment's sleep I would like to know it. If the railroads put up the rates 10 per cent, it will serve the business men right. They will all put in their applications for a reduction of their freights, but when it comes to putting their names down for a few dollars they will give 'nary' a cent."

At Colonel Donnellan's request Governor West spoke. He said he regretted that more business men were not present to hear the arguments put forward. The matter was one of vital interest to them. The officers of the Chamber had shown untiring zeal and had done effective work for the city's interest. The railroads ought to be in hearty accord with the business men of this city. Look at what had already been accomplished. Suppose the Z. C. M. I. had not been successful in their efforts against the railroads, could they have run their factory? How long can you maintain a city here with such discriminations practiced against you? These things benefit the whole community. These factories and wholesale houses employ men who spend their wages with other merchants. Without these industries you can't keep what you've got. The plan presented is the only wise, discreet one. What is everybody's business is no one's. He said the movement should not be dropped because only a few men were here. He thought it could better be accomplished by means of a committee to solicit subscriptions. In regard to the suggestion that some firms in the city are receiving favors not accorded to other merchants, he said they were acting ill-advisedly and were not getting what they thought they were, because what hurts the community hurts them, and what hurts the individual hurts the community. Push this matter and it will be like the schoolboy's snowball. It will grow, and the railroads will see that it is to their interest to lower our freight rates.

J. B. Walden called attention to the fact that many business men were absent from the city and instead of dropping the matter then and there it would be better to continue the matter until their return.

Spencer Clawson said that cities, like individuals, are known by their enterprise and associations. Twenty years ago the Missouri River region was like a desert. Today there are several cities there with over 100,000 population. What caused this great development? The enterprise of the citizens. A few years ago the business men of Salt Lake City started a move to get shipping rates, and the room for the meeting could not hold all who wanted to take part. Several railroad men attended the meeting and the result was that they got rates which enabled them to ship as far north as Pocatello and as far south as Nephi. It was not long, however, until these rates