

EARLY HISTORY OF OIL TRADE TOLD

For Over Two Hours John D. Rockefeller Tells of Development of His Company.

IMPOSING ARRAY OF COUNSEL

As He Began His Story He Gazed Complacently on a Swarm of Newspaper Men.

New York, Nov. 18.—Relating his story with the air of a country gentleman of kindly mien entertaining a host of friends with incidents of days long past, John D. Rockefeller, president of the Standard Oil company, though for nearly 10 years retired from the active cares of the company's direction, for over two hours today reviewed the history of the early oil trade and the development of the company that later grew into the present so-called oil trust. Mr. Rockefeller was a witness for the defense in a suit to dissolve the Standard which is being prosecuted by the United States government, and his appearance at the "news" here at Franklin Fort, the referee, brought a large crowd to the customs building.

ROCKEFELLER AT EASE

The head of the big oil combine was surrounded by an imposing circle of counsel, and when he began his testimony he gazed complacently upon a swarm of newspaper men, behind whom pressed close a throng of people that filled the room. Mr. Rockefeller appeared at complete ease, and when John G. Milburn, of counsel for the Standard Oil company, pronounced his first question the witness spoke out in full tones, as if he desired the most distant spectator in the chamber to hear.

Then, in a manner that indicated a pleasure of which he was about to tell, Mr. Rockefeller spoke of his start in the oil business, and how, under adverse conditions, that business grew to proportions of the Standard Oil company of Ohio, with its capitalization of \$1,000,000. Mr. Rockefeller's eyes sparkled in reflection on that early financial organization, and speaking of its million-dollar capitalization with almost boyish enthusiasm, he said:

HIS MANNER ENGAGING

Thus the proceedings lost, in a sense, their official aspect because of the engaging manner which Mr. Rockefeller displayed in his answers, which now and then contained flashes of kindly humor. A glow of health shined on Mr. Rockefeller's smooth-shaven face, and to inquiring newspaper men, he replied that he had never felt better. The president of the Standard, who was dressed in a plain business suit of dark material, and across his vest was suspended a heavy gold watch chain. A dark purple necktie, in which a large pearl pin was set, snugly closed to a high collar.

The development of Mr. Rockefeller's testimony, which carried him to the organization of the Standard Oil company of Ohio, indicated that one of the lines of the defense would be that the Standard Oil company is not the result of an aggressive policy to gain mastery of the oil trade, as charged, but the natural outcome of an economical development which the exigencies of the oil industry demanded.

During a brief recess this afternoon Mr. Rockefeller talked to the reporters on the Standard's growth, saying: "What a wonderful thing it all has been—the growth of this business. It all seems like a dream to me; and here I am accused of doing the very wicked thing of selling a good article at a lower price than any one else."

GOES BACK TO EARLY DAYS

"This testimony here today brings back to my mind so clearly early days in Cleveland, where we were all friends and neighbors together. How well I remember that day in Cleveland when I went into the bank of T. P. Handy, who afterward became one of my dearest friends, I wanted to borrow money, but I did not have any collateral nor any one to indorse my note. I told him what I wanted to do with it, and then he asked me how much I wanted. 'I need \$2,000,' I said, and I got it. To that loan I attribute whatever success I have had in life since."

The taking of Mr. Rockefeller's testimony will be continued tomorrow. Mr. Rockefeller had left the offices of the Standard Oil company shortly before 2 p. m. He was accompanied to the customs house, where the hearing is being held, by John G. Milburn and Morris Rosenthal, of counsel for the Standard Oil company. On his way Mr. Rockefeller was photographed by several newspaper photographers. He made no objection.

TAKES WITNESS STAND

Mr. Rockefeller had scarcely entered the courtroom when his counsel mentioned him to take the witness chair. The president of the Standard Oil com-

PRIZES FOR

Christmas News

The Deseret News offers a cash prize of \$50 for the best story submitted for the Christmas issue, to be printed on Saturday, Dec. 19th 1908. The story must contain not more than 8,500 words, or about 7 columns, one page, of Deseret News type, and all manuscripts must be delivered at the "News" office not later than Nov. 30.

The Deseret News also offers a cash prize of \$25.00 for the best Christmas poem submitted for the Christmas issue. The poem to consist of not more than 1,200 words, and the manuscript to be in the "News" office by Nov. 26th.

Stories and poems submitted for the CHRISTMAS NEWS competition should be signed with an initial or nom de plume, and accompanied by a sealed envelope containing the real name and address of the author.

Those desiring manuscripts returned should enclose the necessary postage.

Address all contributions:

The Deseret News,

Salt Lake City

Christmas Contest Dept.

dence in New York to develop the business here and to save expenses. "When did the next change take place?"

THE NEW FIRM

"In 1867 all the properties of Rockefeller and Andrews, William Rockefeller and Company and Rockefeller and Company were taken over by the firm made up of Rockefeller, Andrews & Flager. Mr. Flager was a man of large business experience, and was a valuable addition to the firm. A large amount of capital was put into the firm. The company engaged in the refining of oil, which was sold in this country and abroad."

"I think that three years later, in 1870, the Standard Oil company of Ohio, organized with a capital of \$1,000,000, and it is a very hazardous business today and not to be classed with banking or some railroad business."

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