

TRAINING FOR BUSINESS LIFE.

President Paul of the L. D. S. College Gives His Views.

THOROUGHNESS IS NEEDED.

Short Business Courses are Good, but the Demand Today is for Qualified Men in Business Affairs.

To the Editor:

In my judgment there is no more pressing need in the affairs of this community today than thorough training for actual business life. No matter what one's vocation may be, in this country he must do business. Every one buys or sells, makes contracts, borrows or lends money, hires help or hires out to others, in ways that are peculiar to the affairs of a rapidly growing commonwealth. Wealth is rapidly won, but unfortunately, it is also quickly dissipated. The history of the past ten years in this community is an absolute demonstration, to any one acquainted with this history, that business training is, perhaps, more needed today than any other kind.

COMMERCIAL EDUCATION.

A thorough knowledge of business methods is, for most men, the secret of financial success. A business education gives confidence and strength to any young man or woman; and if the training received is not too narrow, it will almost inevitably lay the foundation of a prosperous career.

The United States commissioner of education in his report for last year, observes that the great progress of recent years made by science, technology, and transportation, has given to the commercial profession an importance which could not be foreseen in former years; and the percentage of population devoted to commercial pursuits has increased considerably in every civilized country.

"It seems worthy of mention that at present the governments everywhere in Europe are urged strongly by commercial men to establish additional higher commercial schools, and to support them exclusively from State funds. The merchants feel that the education of their assistants is not of such a high order as that of the members of other callings, and they attribute it to the want of institutions of a high order." This opinion has found expression in legislatures and parliaments.

GERMAN COLLEGES.

In Germany, this movement is very pronounced. On February 22, 1898, the University of Leipzig received an addition to its various courses in the shape of a higher commercial course. Another independent commercial university is to be opened in Rhenish Prussia and still another at Madgeburg. These higher seats of learning are to be distinguished from other commercial schools by making a knowledge of commercial practice a condition of admission. It is intended to require professional consultants to be graduates of such commercial universities in future.

In Italy the State subsidizes the higher commercial school at Venice, reserving the privilege of having its consultants and consular agents prepared at that school. In Belgium the government chooses its consultants from the graduates of the higher commercial schools at Antwerp.

COMMERCIAL CONGRESS.

The department of state at Washington, was formally notified by the Italian embassy of the meeting of the international congress for commercial instruction in Venice, one year ago this May. This congress was participated in by the minister of foreign affairs, the minister of commerce, and the minister of education for the kingdom, as well as by many foreigners who make a special study of commercial matters, and by men of high repute in trade and manufactures from various parts of Europe. A similar convention meets this year.

WHAT HAS BEEN DONE

As a matter of fact no one can maintain that business colleges were frequently turned out especially brilliant or thrifty or successful men. Success in life can not be purchased so cheaply that a term or a year at a business college will guarantee it. These colleges have occupied a more modest sphere.

The necessity for special skill in book-keeping, practical penmanship, stenography, and typewriting, has long been recognized in America, and great numbers of private business colleges have sprung into existence to supply this demand. These schools have accomplished much, and have been invaluable to the business world by supplying skilled clerks, copyists, accountants, etc., while by the promptness of their action and the accuracy of their methods, they have almost uniformly imparted to their graduates an invigorating and cheerful business influence.

EDUCATIONAL CRITICISM.

The inevitable narrowness of a purely commercial course in a private school has led to the belief that a person educated in a business college is necessarily only half educated; that no matter what may be his skill as an accountant, penman, or typewriter, he cannot thereby lay claim to any of the graces of deep intellectual culture, nor possess that breadth of thought and that power of mind which distinguish the scholar and thinker from the mere man of routine skill.

TO SOLVE THE PROBLEM.

It is admitted that this criticism has had some foundation; but it is not conceded that narrowness of information and lack of general culture are necessary deficiencies of a business career or of a commercial education. Thoroughness ought to be the leading thought of every aspirant for business pursuits.

There are two classes of students in commercial schools:

1. Those who have the time, or the means, or the inclination, to take only a short course in order to prepare for some actual work;
2. Those who have a natural aptitude for business pursuits and therefore choose an education in this line. These persons aim primarily at self-improvement and at the attainment of general culture as well as the acquisition of special skill in one line of work. They will study banking, accounting, law, and sociology, and will graduate with as good an education, as to breadth of view, and with as high a degree of culture as students attain to in any course of collegiate study.

BANKERS TAKE ACTION.

"It has long been admitted," says Dr. Wm. T. Harris, U. S. Commissioner of Education, "that those preparing for business careers should have the opportunity to acquire a commercial education higher and broader than that given by even the best of the so-called commercial colleges. About ten years ago, the American Bankers' Association began to direct the attention of education and the public to the need of a more adequate professional training for young men preparing for business life.

The agitation begun by the American Bankers' Association has resulted in the establishment of commercial departments in the University of California and the University of Chicago, and the improvement of business courses in a number of colleges and in many high schools and academies. The Wharton School of Finance and Economy with an endowment of \$100,000 in the University of Pennsylvania was the first to offer a thorough four-year course, with regular freshman, sophomore, junior and senior college years.

A COINCIDENCE.

It is a somewhat remarkable fact that practically every study of this model and standard course may be taken by the student of the Latter-day Saints' Business College, if he desires to select from the studies open to him in the various other courses offered by the College, in addition to the commercial work.

CALL FOR HIGHER COURSES.

Nearly all the other American colleges that offer a commercial course, make the course consist of from one to two years of technical commercial work beyond the high school; though some colleges offer a four-year course, about one-half of which is commercial or legal work.

The high schools of America very generally offer courses of from two to four years in business studies, nearly two thirds of the actual course in most instances, however, comprising other than the purely commercial branches. In many of the larger cities leading men are urging the establishment of commercial high schools, with courses of study extending over four years. The educational commission of the city of Chicago, appointed by Mayor Harrison, recommends "that a commercial high school, with a full, liberal four years'

course of study, be established in some central location." The leading business men of America and Europe are now united with the great educators of both continents in declaring in favor of that commercial and business training which offers to the student the opportunity to learn something more than the commercial branches.

WHAT IS NEEDED.

Short courses for those who have time for no more, but longer courses for those who can and will remain in school for more than one year—this is the thought of business men and educators everywhere.

The college with which I have the honor to be connected, has undertaken the solution of this problem, and respectfully solicits the suggestions of the friends of education in our midst, for suggestions and aid in the improvement and development of the plans herein proposed.

The Latter-day Saints' business college now offers:

1. Short single courses in shorthand, typewriting, bookkeeping, commercial and case law, penmanship, correspondence, telegraphy, etc.
2. A regular business course of two years in the branches named above, and in business arithmetic, rapid calculation, business practice, real estate and commission, commercial law, banking and exchange, civil government, higher accounting, English grammar and rhetoric. We regard this as a model two-year course, within reach of every young man or woman truly desirous of obtaining a practical education for business life. But this college has gone further, and has taken a step that now

must await the judgment of the public for approval or disapproval.

HIGHER COURSE OFFERED.

In line with the facts and conditions above noted, this college now offers a higher business course of two years beyond the regular course, or four years in all. This higher course includes advanced work in law, commerce, economics and sociology, and gives a fair general education. The course is the most thorough offered thus far by any business college in the West. We regard it as the ideal business course, brief, solid, thorough and attractive.

We flout the ridiculous idea which some persons promulgate, that to be a successful business man or cashier one must learn nothing but commercial arithmetic and the balancing of ledgers; or that to be a successful clerk, stenographer, etc., he must not go beyond his typewriting and shorthand.

The man of business must learn not only to do, but to think. He must know a good deal about the law, the trial of issues, the nature of contracts, and the relations of master and servant, tenant and landlord, etc. He should know the structure of our own form of government and something of other forms. He should have a good training in English, with some mathematics, at least algebra and geometry, and should be conversant with leading economic, commercial and social questions of the day, by a training in political and social science, economics, constitutional history, and the mechanism of exchange. It is with this ideal in view that the college has made the departure referred to, and must await the judgment of the friends and patrons of practical education as to the final outcome.

Respectfully yours,
J. H. PAUL.

HARMONY IN THE SUGAR TRUST

Notices have been sent out by the Arbuckle to the sugar trade that on and after Monday next the refining company will quote all its sugars at the long instead of the short prices. The Arbuckles have pursued the course of quoting their prices net, while the American Sugar Refining company and the independent refiners now united in the National company have quoted long prices, subject to discounts of varying amount.

It is believed in the sugar trade that the change in the Arbuckle method of quoting sugar is a further step in the direction of harmony between the various refining interests. As a matter of fact, in no quarter except among the Wall street speculators does there remain any doubt of the final settlement of the sugar war. The speculators cannot understand a settlement based on a business agreement, or understanding, and because none of the companies has failed disastrously they shut their eyes to the facts.

H. O. Havemeyer is reported to have

acquired a large interest in the new National Sugar Refining company. While no confirmation of this report is obtainable, its accuracy is not believed to be among the impossibilities. Mr. Havemeyer is certainly doing nothing to impede or in any way curtail the success of the independent companies. His company is making money, he says, and he can afford to wait until the best of the others will do the same.

Willett & Gray said yesterday morning in their sugar circular: "Our cable advices report shipment of about three hundred tons of refined sugars from Europe. These are mostly Russian crystals, suitable only for manufacturing purposes. Desirable grades are very scarce, and so high in price as to leave but little margin for exporters. The scarcity is due to the heavy buying by German consumers in anticipation of the workings of the German Kartell. The quality of available European refined sugar is too small to have any material effect on the trade here."

The importation of low grades of refined sugar is not regarded of any great importance on the domestic market—New York Herald.

RAILWAYS IN THE AIR.

No branch of engineering has probably made such rapid strides within the last quarter of a century as the construction of mountain railways. Indeed, many of them could be described as new wonders of the world.

The railways built over the famous White Pass, the gateway to the Klondike, during the summer of 1898, was a marvel of engineering skill. It is known as the White Pass and Yukon railway and commences at Skagway. There is a railway journey of twenty miles till the summit of the pass is reached, over 2,500 feet above the level of the sea. An interesting fact about this unique railway is the quick time in which it was built. During the latter part of the summer of 1898 two shifts of men were employed on the line, and on February 20, 1899, the first passenger train steamed into the little station at the summit, which was almost buried in snow. The track for 20 miles is hewn out of solid rock. The cost of this short line is estimated to have been about \$1,250,000. A few weeks ago a sensation was caused in Skagway by the foolhardy feat of a miner who rode down the railway on one of the buffers of the engine.

ON PIKE'S PEAK.

The railway constructed up the famous Pike's Peak in Colorado, is another marvelous engineering feat. The railway itself reaches a height of 14,134 feet. On the top of this mountain a unique paper is brought out by a journalist and his wife during the summer

months. It is called The Pike's Peak Daily, and is nothing more or less than a record of the number of visitors who ascend the mountain by the railway, together with their names and addresses. The editorial office is in the open air. It is undoubtedly the highest newspaper office in the world, being over 14,000 feet above the sea.

There is a unique railway in Hong-kong which virtually carries passengers through the air. The railway is carried up a mountain by tall trestles set a great distance apart. The carriages which are suspended from the wire ropes carry six men. At one place this unique railway passes over a reservoir. The object of the line is to transfer European workmen at the end of their day's work to a sanitarium, at a high level above the sea, to escape fever. The speed obtained is eight miles an hour. The line has been in use for several years, and has given complete satisfaction. There is another marvelous aerial rope railway in Spain used for transporting building material and workmen up a mountain. The incline is exceedingly steep, being one in one and a half, and the longest span is 1,100 feet. It is a novel sight to watch the cars on these rope railways, running up the sides of a mountain, suspended from an unseen wire or rope.

WONDERFUL ENGINEERING.

The recent construction of a railway from Mendoza, a port on the Pacific side of South America, to Puno, on Lake Titicaca, is regarded as a most wonderful engineering feat. Lake Titicaca is the highest known navigable lake in the world, being about 13,000 feet above the level of the sea, among the stupenduous Andes in Peru. From a geological point of view it is the most marvelous lake yet discovered.

The line, known as the Southern Railway of Peru, is carried in a most wonderful manner among precipitous chasms, valleys, etc. The viaducts are magnificent constructions, and the heavy cuttings are considered to be great achievements of engineering skill. At one place the track, which is a single one, winds across a dreary sandy plain. From the railway passengers can see the great burning mountain, Misti, 15,500 feet high. It is here that the highest point reached by the modern locomotive is attained, viz., at Galeria, 15,635 feet above the level of the sea. A steamer built by a firm of shipbuilders in Scotland, of over 500 tonnage, was recently transported in parts over this remarkable line and successfully rebuilt and launched on the highest navigable lake in the world.

A CALIFORNIA NOVELTY.

For novel attractions and scenery Mt. Lowe Railway, in Southern California, undoubtedly takes the palm. The railway commences at Pasadena. By an ingenious cable incline, 3,000 feet in length, an ascent of over 1,200 feet is made to a large hotel on the mountain side. From here there is an extension line, called the "Alpine Division," which climbs the mountain in an ingenious fashion until an altitude of 5,900 feet is reached.

But it is the attractions on Mt. Lowe which makes it a fashionable resort of the elite of Southern California. The scenery is magnificent, on one side of the mountain is the Pacific, and on the other a limitless stretch of beautiful country.

One of the chief attractions is a mammoth searchlight. It rests at an altitude of 2,500 feet above the sea level. It is so powerful that its rays can be seen for 150 miles, and a newspaper can be read by its light 35 miles away. It is of 3,000,000 candle-power, and weighs 6,000 pounds. Another interesting attraction on this wonderful mountain and its unique railway is an observatory, familiarly termed the "Lighthouse of the Sky." It contains one of the largest and most powerful telescopes in the world, and visitors up the railway are permitted to peer at the heavens through it. The instrument can boast of quite an astronomical record, having discovered seven comets and over 1,000 nebulae. In addition to this there is a large menagerie of wild animals, not to mention other attractions. Indeed, Mt. Lowe Railway and its list of wonderful attractions should be able to satisfy the most fastidious of mountain tourists.

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This is a reproduction of the only group photograph in existence of the joint committee of the National Metal Trades Association and the International Association of Machinists, which meet at the Grand Pacific hotel, Chicago, and later at New York. The three persons on the right comprise the committee of the National Metal Trades Association, and the three on the left the committee of the International Association of Machinists. The board was organized mainly through the efforts of Walter L. Pierce, secretary of Chicago, who was the first step that has been taken to bring about harmonious relations between the employer and the employee. A joint agreement was signed recently by both committees, and through this agreement strikes and lockouts in those trades are things of the past. Any difference between employer and employee which cannot otherwise be settled will be adjusted by a national committee of arbitration.