

There are many different systems of advertising, but the best one is the system that sells the goods.—Jim's Junk.

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A man in a silk hat and a pea jacket would never be picked out either on Broadway or in the Bowery as a leader of fashion. Some advertisements are sent into the world of publicity quite as grotesquely dressed.

JAPANESE MATTERS TREATY EXCLUDING THE COOLIES BEING ARRANGED WITH REPRESENTATIVE OF THE MIKADO.

Treaty Excluding the Coolies Being Arranged With Representative of the Mikado.

Captain Richmond Hobson Regards War as Probable—Situation Being Discussed in Europe.

Washington, Feb. 2.—After a talk with the president today Senator Callon, chairman of the committee on foreign relations, said: "This war scare is all hoax. I'd like to go to war with Japan. Perkins for talking as he did last night. There is no more chance of our going to war with Japan over this little school question than there is of fighting China, Russia or Great Britain."

New York, Feb. 2.—In an address here last night, Captain Richmond P. Hobson, speaking of the Japanese question in California, said:

"The ultimatum which Japan has given this country, says 'take back our people to your public schools in California, or take the consequences.' That is only a pretext. The trouble is, Japan wants to control the commerce and markets of the far east. She is determined to drive America out of the Philippine islands. If the Panama canal was completed we might be able to protect the Pacific coast but we are helpless now, and should Japan strike, the Philippines and the Hawaiian islands would be lost to us. This is the real situation, and it is a pity that we have not strong fleets both on the Atlantic and Pacific oceans to protect our interests and keep Japan from attacking us. War with Japan is inevitable unless we can convince the financiers of Europe and the people that there is really no cause for Japan to go to war with us."

country, even in the island of Formosa all could readily see and appreciate the profundity of his arguments. Had the question arisen elsewhere, the crisis would have occurred and loud defiance would have been uttered for the length and breadth of the empire. On the contrary, the quiet tone of the press clearly demonstrates the strength of the confidence reposed in President Roosevelt and in the typical American sentiment generally.

Matter of Regret.
"As a sincere friend of America, I could not help but regret that San Francisco officials should have chosen innocent children for effecting their political ends.
"All my friends who have recently returned from abroad, making comparative observations of educational systems in civilized countries, concur in giving the first rank to the American system. The fact that such an excellent fruit of civilization has been refused to the children of friendly powers, and that, too, in a country acknowledged as the practical exponent of humanitarianism, only tends to alienate it from the sympathies of the civilized world. Before this injustice Japan rests patient and quiet. Not a single soul has ever thought that the San Francisco affair would endanger the friendship of both nations. The affair, disagreeable and regrettable as it is, has served the purpose for which it was intended to the world how deep-rooted is the friendship between Japan and America. The latent cordiality Japan entertains for her tutor is shown by the fact that, suffering under the reverse of the situation, Japan does not forget what she owes to America in her modern progress, but unflinchingly trusts in support of her rights to the justice which guides American sentiment."

EXCLUSION OF JAPANESE.

Administration Said to Be Arranging a Treaty With Mikado.

Chicago, Feb. 2.—A dispatch to the Tribune from Washington says: "War with Japan is the remotest of possibilities. The difference between the two countries owing to the refusal of San Francisco to permit Japanese pupils to enter the public schools of that city never has reached the stage where it created a fear of an armed clash between the two countries. Reports of possible war, that have been sent out from Washington, are only misstatements, but are wholly unjustified by any facts in possession of either government. The relations between the United States and the empire of Japan never were more cordial than they are at present. The Japanese diplomatic representatives are well-acquainted with the situation, and President Roosevelt has succeeded in securing the consent of Japan to a business compromise which will settle the whole difficulty within a year or two, providing the people of San Francisco do their part."

The Pending Treaty.

The treaty which is pending, and which is the direct result of the delicate intervention of the president, was not framed by either country because there was the slightest danger of war. It was brought about because the Japanese realized that it was not to their interest to have their people to come to the mainland of America, because they would not be treated fairly here. At the same time they were entirely unwilling to submit to anything in the nature of an international insult, and generously have agreed to the signing of a treaty preventing their people landing in the United States and prohibiting our workmen from landing in the Japanese islands. All they have asked has been that, as a purely temporary matter and in order to save their national pride, Japanese children of school age in San Francisco, who, until Oct. 15, or thereabouts, were received in the public schools on an equality with American children, shall continue to be so received.

Will Be Barred Out.

As the Japanese are to be barred out by the treaty, the children of that race of school age naturally will disappear within a few years from this city. The public coast will be free of the threat of Japanese immigration and of the association of white with Japanese children of the people of the Pacific slope want Japanese excluded, and when that is done they will be entirely satisfied. It rests with the school authorities of San Francisco to say whether the fair compromise arranged by President Roosevelt shall be put in force or not.

INTERVIEW WITH KANEKO.

Says Japan is Patient, Though Feeling the Injustice.

Tokio, Feb. 2.—Baron Kantaro Kaneko, a distinguished member of the Japanese house of peers, and a special ambassador, recently detailed by the imperial government to visit America and there, has just been interviewed by the Associated Press on the San Francisco school affair. In the course of this he made a local question, understood by American public opinion, and I have been light. This is not to my friends in that President Roosevelt's message, which the far-western utterance since Washington. It is unprecedented in the cause. No stronger advocate a foreign could be found for Japan. When the school question was fully translated in the leading papers, throughout this

WAR TALK IN EUROPE.

Japanese Bonds Affected in London and Berlin.

Berlin, Feb. 2.—The foreign office does not regard the differences between the United States and Japan as having reached a serious point. The Japanese embassy, replying today to inquiries from various newspapers, said there was no reason to consider the relations between the Japanese and the United States as being in any way strained, adding that President Roosevelt doubtless will settle the whole matter to the satisfaction of Japan.

Disquieting telegrams sent out widely early in the forenoon by the Ticker News company, had a depressing influence upon the bourse.

The Japanese government apparently did not buy any guns or military supplies in Germany during recent months. The Vossische Zeitung bourse report today says:

Japanese Bonds Declined.

"Prices upon the bourse today were depressed owing to the dispute which has arisen between the United States and Japan, which is regarded here, as in London, as being very serious. The lower quotations of Japanese bonds in London caused a similar decline in Berlin. Japanese 4 1/2 per cents fell over 3/4 of a point, but recovered partly after the close of the bourse.

The newspapers here spread on "the threatened war between the United States and Japan," give comparisons of the navies of the two countries, point to the isolated position of the American fleet in Philippine waters and the difficulties the United States would encounter in concentrating a fleet, sent to the far east and operating it successfully at such a distance from its base, and so on, but they fully recognize the enormous reserve power of the United States, and also the probability that the president will succeed in satisfactorily arranging the questions under discussion.

NOT CRITICAL AS YET.

London Press Comment Upon the Controversy With Japan.

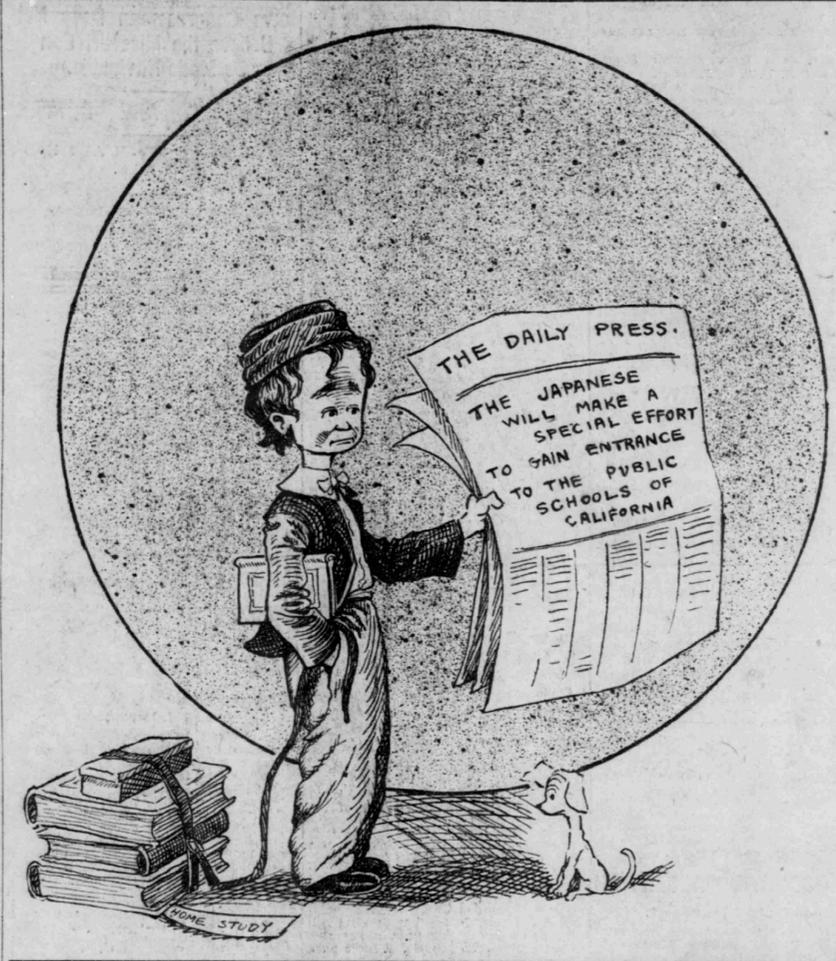
London, Feb. 2.—Dispatches from the United States reporting renewed tension between the United States and Japan over the San Francisco school incident, and published with rather derisive comment, as the press takes the view that Japan is not as belligerent as she is represented. The official view, while it does not minimize the delicate question as having entered upon the "critical stage," it is pointed out that the reports of a Japanese "ultimatum" probably rises from the popular view of the word instead of its decisive meaning under international law.

Merely a Local Question.

Government circles thus far have given little consideration to this controversy, as they do not share the view that it is likely to embroil Great Britain under the Anglo-Japanese treaty. Officials point out that the whole thing is more a question between the federal and state governments than between Japan and the United States. During a recent informal exchange of views one of the chief government officials said that the difficulties of the federal government in dealing with the different states could be appreciated here, owing to Great Britain's difficulties in dealing with Newfoundland and other colonies.

Concerning the Anglo-Japanese treaty for mutual support, the official view is that this is limited by its present terms.

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The School Boy—"Gee! But That's Bad Taste."

MANY MILLIONS BEHIND OLIVER

Knoxville Contractor Can Furnish Backing to Satisfy Any Reasonable Person.

Washington, Feb. 2.—William J. Oliver of Knoxville, Tenn., the lowest bidder for the construction of the Panama canal, has gotten together as his associates some of the largest contractors in the United States, most of whom have been engaged on government construction work running into millions of dollars. The men whose names he will submit to the president are as follows: John E. McDonald of New York, who built the subway; John C. Pierce of New York, who built the Portsmouth drydock, the Chicago and Washington postoffice buildings and other government work amounting to over \$50,000,000; W. H. Sayre of the International Contracting company, Washington, D. C.; John R. Garrison of the Eastern Dredging company, Boston, and P. L. Walsh of the Walsh Contracting company, Danversport, Ia.

Frederick C. Stevens of Albany, N. Y., and Washington, who has agreed to undertake the financial end of the deal, had an interview with Secretary Taft today, but neither the secretary nor Stevens would announce the result.

NO CHANGE IN LAND LAWS

Congress Will Not Take Any Action in the Premises During the Present Session.

(Special to The Herald.)
Washington, Feb. 2.—A careful canvass of the sentiment of members of the house and senate public lands committees makes it certain that there will be no revision of the public land laws at this session of congress, nor will the senate adopt the Carter resolution which provides for rescinding President Roosevelt's order suspending all public land entries until they can be examined by special agents of the general land office. It is believed also that congress will not adopt the recommendation of Secretary Hitchcock that appropriate \$500,000 in addition to the regular appropriation of \$250,000 for special agents for the coming fiscal year to carry the order requiring examination of all entries into effect. Consequently, should the president's order not be further modified, there will be an unprecedented congestion of the acquisition of public lands which will be practically suspended.

Neither house nor senate committee favors radical changes in the land laws at the present time, and the appropriations do not favor increasing appropriations for increased espionage upon settlers of western public lands. It is possible that with the incoming of the new secretary of the interior the prospective deadlock in public land business may be broken, as he is regarded as being conservative even while committed to needed reform of the land laws.

CREDENTIALS PRESENTED.
Washington, Feb. 2.—Senator Clarke of Arkansas today presented to the senator the credentials of Jefferson Davis, elected to succeed Senator Berry.

BILL CARRIES LARGE AMOUNT

Over \$200,000,000 Required to Run Postoffice Department Next Fiscal Year.

Washington, Feb. 2.—The postoffice appropriation bill, which the house committee on postoffices and postroads will complete Monday, will carry \$209,150,561. This is the largest amount ever carried for the annual expenditures of the postal service. The total amount recommended in the bill is more than \$3,000,000 in excess of the amount estimated for by the department, and is an increase of \$17,509,562 over the current appropriation.

The salaries of postal clerks of both city and rural carriers are increased to a total of \$7,000,000. Provision is inserted in the bill for the classification of postal clerks, and the position of clerks and carriers are made interchangeable.

Reduced Railroad Tolls.

There are various provisions in the bill intended to reduce the pay to railroads for carrying mails. It is estimated that this reduction will amount to something like \$12,000,000 a year. The rate for hauling daily from 5,000 to 48,000 pounds is reduced 5 per cent, from 48,000 to 80,000 pounds 10 per cent, and the present rate of \$21.37 per ton for amounts above 80,000 pounds is reduced to \$19. These reductions, it is estimated, will amount to \$3,000,000 a year. A saving of \$1,000,000 more is estimated as a result of reductions in railroad postoffice pay. The bill cuts off all pay to roads for hauling empty mail sacks, which is estimated will save between \$3,000,000 and \$4,000,000 a year. The requirement that the mails shall be weighed seven days a week and the amount be divided by seven instead of six, as heretofore, a provision placed in the bill today by the secretary of Representative Murdock of Kansas, will, it is estimated, save \$5,000,000.

BOMB LEFT IN A PULLMAN

Anarchist Traveled in Style Over the Pennsylvania Road—Police Looking for Him.

Chicago, Feb. 2.—A dispatch to the Tribune from Philadelphia says: "Discovery of a bomb, made up of gas-pipe, fuse and dynamite, in the Pennsylvania yard yesterday, scared the detective force of the railroad and the city. Detectives are tracing out every possible clue to learn the identity of a young man who occupied the lower berth, under which the bomb was found. All they know is that he boarded the train at Newark and got off at West Philadelphia station, that he was about 35 years of age and fairly well dressed. They think the man was an anarchist and unwittingly left the bomb behind in the car. The bomb is composed of five inches of tubing, with a cork in each end. Through a boring in one of the corks extended a fuse that leads to the middle of the tube, which is packed with dynamite."

CANDIDATES FOR JUDGE.

(Special to The Herald.)
Washington, Feb. 2.—District Attorney Ruick and Littleton Price are both receptive candidates to succeed Judge Beatty. Senator Heyburn has not made a selection, but will probably do so next week. It is understood Senator Borah intends recommending some candidate to Heyburn.

LATE SENATOR WAS BELOVED

House Lays Aside Business to Pay Tribute to the Memory of Gorman.

Washington, Feb. 2.—The business of the house was laid aside at 2 o'clock today in order that the members might pay tributes to the late Senator Gorman, Representative Talbot of Maryland was the first speaker, and he was followed by Speaker Cannon, who called Mr. Talbot to the chair and, taking a place near his old seat on the Republican side, told in simple phrases of his long association with the dead senator. The tribute of the speaker was warm and heartfelt, and the representatives unconsciously broke into applause at the conclusion of his estimate of Senator Gorman.

What Might Have Happened.

Mr. Clark of Missouri vouchsafed the opinion that had Senator Gorman been chairman of the national Democratic committee in 1888 Cleveland would have been re-elected, "and the current of our history changed for years, maybe forever."

With the conclusion of the exercises, the house, out of respect to the memory of the late Representative Flack of New York, and as a further mark of respect to the late senator from Maryland, adjourned.

GERMANY BLOCKS THE WAY

The Hague Conference Will Not Accomplish Anything in the Way of Limiting Armaments.

Paris, Feb. 2.—In governmental circles here the outspoken opposition of Germany to limitation of armaments at The Hague peace conference is considered to be a death blow to any practical step in that direction.

Foreign Minister Pichon and Premier Clemenceau, with whom Professor De Martens, the Russian envoy, has been conferring upon the program of the conference, take this view.

France's position is that the conference can be productive of important results in solving the question inscribed upon the Russian program, and it is extremely anxious that the raising of questions like the limit of armaments and the Drago doctrine, which have a more or less political bearing, should not be allowed to create discord and possibly wreck the conference. Nevertheless, if any prospect of tangible results in the direction of the limitation of armaments develops, France would heartily support a discussion of the matter.

In the meantime her position is neutral, not being desirous of participating in intrigues, the object of which would place any particular power in a false position.

WILL SPEAK MONDAY.

Senator Berry to Address Senate on the Smoot Case.

(Special to The Herald.)
Washington, Feb. 2.—Notice has been given in the senate by Senator Berry of Arkansas that on Wednesday next he will address the senate on the Smoot case. Berry is opposed to Smoot and it is expected will make a vigorous speech against him.

BRYAN TAKES DEAR FOR INTEGRITY IN POLITICS

Spontaneous and Eloquent Address at Luncheon Given in His Honor at the Alta Club.

Says Control of Monopolies Will Be Issue of Next Campaign—Abuse of Wealth and Neglect of Civic Duties.

The greatest private citizen in the world, William Jennings Bryan, talked for one hour yesterday afternoon at the luncheon given in his honor at the Alta club. It was a different Bryan than the Bryan of the lecture platform that the 120 men and women present saw and heard. It was no stereotyped address, but was a spontaneous appeal from the mind of the great commoner for that which is uppermost in his heart, purity in the life of the nation, integrity in politics and the control of wealth.

He said little of his own hopes and ambitions, but intimated in no uncertain manner that he would not hesitate to be the standard bearer of Democracy.

"I have been called a dreamer," he said, "by such men as Beveridge, Cannon, Cummings and Hanly. I consider this a compliment. Do you remember the old scripture story of Joseph? Joseph was a dreamer, and his brothers sought to rid themselves of him. They put him in a pit and left him to die, but he managed to escape and went to a far country and, in a few years, beheld the dreamer Joseph was able to furnish his brethren with corn when they were in want. If I am a dreamer, I am a dreamer of the Joseph type."

The inference from this simile is plain. Twice has the nation sought to put the Nebraska statesman "in a pit," but he has escaped and now, after a tour of far countries, is back again to supply the nation with what it most needs, political purity.

Bryan an Optimist.

Bryan is an optimist. He believes that the people are capable and ready to take their own affairs. He believes in the great future before the nation.

"The government will be good if the people make it good, and bad if they make it bad," he said. "We have no right to complain of those who do not appreciate the duties of citizenship enough to take an interest in good government."

The influence of money in politics and the amassing of great wealth by a favored few was deplored by the speaker. "A man should receive from society just compensation for all he

does for society and no more; that is the way I would limit wealth," said Mr. Bryan. "When a man is owned by money, he has too much money, and service has not been commensurate with his reward."

That the issue of the next campaign will be the control of monopolies was the Nebraska man's opinion. He praised President Roosevelt in the work he has accomplished in bringing this question to the attention of the people. "All honor to the president for this," was his comment.

Is Not an Anarchist.

"I am not a socialist or an anarchist," he said, "half as much as judges who punish small criminals and allow the rich to go free. These men are the worst of all anarchists."

The speaker then looked into the future and pointed out that he saw "signs of an ethical awakening" among the people which is bound to bring about a social revolution.

The luncheon in honor of Mr. Bryan was given under the auspices of the state Democratic committee, and L. R. Martineau, the chairman, introduced the speaker in a few well chosen words. These present were among the most distinguished citizens of Salt Lake, who, irrespective of party affiliations, gathered to honor the Nebraska statesman.

About a third of those present were women, who gathered to welcome Mrs. Bryan.

Among those present were Judge O. W. Powers, Justices McCarty, Straup and Frick of the supreme court, F. B. Stephens, Senator Benner X. Smith, President Stephen H. Love of the senate, Brigham H. Roberts, James Moyle, Richard Morris, John Derry C. E. Allen, former congressman; W. R. Young, M. F. Cunningham, Judge Marioneaux, Mathoniah Thomas, H. W. Lawrence, David Dunbar and S. R. Thurman.

Mr. Bryan and wife left at 6 o'clock for Ogden, where he spoke last night. A number of prominent Democrats escorted him to the train, and he expressed himself as being much pleased with his reception in Salt Lake. From Ogden he goes to Laramie, Wyo. It was his intention at first to spend Sunday here, but he changed his mind at the last moment.

TEXT OF BRYAN'S ADDRESS

Mr. Bryan's address at the Alta club yesterday was as follows:

"I appreciate the compliment that is embodied in this meeting of Democrats, and then more so do I appreciate the compliment paid by the Republicans. It is much easier for us to meet together within the party than to be generous enough and charitable enough towards each other's opinions to meet together in promiscuous assembly without regard to party. And it is especially generous in the Republicans who are here in official and unofficial life to venture out when they know that I might say some things that would betray my leaning towards the Democratic party.

"I want to speak about some things that I think we can consider, no matter to what party we belong, and I being of the Democratic, I don't want to lose this opportunity to draw some lessons from the subject that I desire to discuss.

"I am very much gratified to find that in this country today party lines are less strictly drawn than I have ever known them to be. That the party fence is lower than it usually is, I think within the last two years there has been more coming together of the people of the different parties in the consideration of great and important questions than at any time since I have known anything of politics.

Business Men Needed.

"As I meet here today representative business and professional men of this great state in this great western city, I want to draw one lesson from England. It impressed me when I was there three years ago. It is this, that in Great Britain the successful business men place a limit to their accumulations, and when they have gathered enough money to keep them in comfort they stop making money and they devote themselves to public affairs, and all over Great Britain you will find men of means who are serving without compensation in city councils, in public places, and are giving their time to the public.

"I believe it has been a fault in this country that our money makers have gone on making money to the very verge of the grave. That the minds that have been drawn into business have been devoted entirely to business, and society has not felt the benefit that society ought to have from these people. In other words, they haven't recognized their civic responsibilities, and when I insist that business men should take more interest in politics I do it notwithstanding the fact that we do take business men into politics. I learned, had actual knowledge of it, for they were on the other side. I also know that some business men take an interest in politics that is not to be commended. It is true that we have had some very large business men who have gone into politics, but not on the public side, but for the exploitation of the public. I think it is time now we had more of the business men going in as the friends of the public. Coming in as students of public questions and as persons willing to devote themselves

to their country's welfare. That is the first thought I desire to suggest here in the presence of these business men and professional men who have honored me by coming here this afternoon.

Duties of Citizenship.

"Now, my friends, we live in a country where the government will be good when the people make it good, and where the government will be bad if the people permit it to be bad. It is now more than 2,000 years since one of the Grecian philosophers said that if the good citizens would not interest themselves in government they must pay the penalty of living under a government of worse citizens than themselves. I think that is applicable to us, only I question whether there are any worse citizens than those who take no part in politics. I think it is questionable whether, in this country, we have any worse citizens than those who don't appreciate citizenship enough to make their opinions felt for good government.

"In time of war we have no difficulty getting volunteers. The wife will give up her husband, the mother will send out her boy. And in time of war no one suffers more than the wives and mothers at home. But, my friends, war ought not to be necessary. War is rather a surgical operation that at least saves the limb that might have been saved by earlier care. We ought never to allow conditions to get to a point where war can be thought of, we ought to beware of the beginnings of evil; and if we do our duty as citizens in civil life we shall eliminate a good many of the sacrifices that war requires. So after all the sacrifices that citizenship calls for, small sacrifices compared to those that may be required if those sacrifices are not made.

Speaks of Jefferson.

"But, my friends, I want to speak of a great Democratic character in order to draw some lessons from his life and from his teachings, and I am sure I will not offend any Republican in what I have to say of Thomas Jefferson. My attention was drawn to Jefferson by criticism made upon myself last fall. Senator Beveridge came to our city and delivered a speech to the Republican club, and in the course of his speech he called me a dreamer, and as his speech was published in the paper there I had a chance to read it. I didn't pay much attention to it, but soon after that I read a speech made by Governor Cummings in Wisconsin, and he called me a dreamer. And then I sat up and took notice. In a little while I read a speech made by Mr. Cannon, the speaker, and he called me a dreamer, and it looked like I was going to be serious. Then in a few days Governor Hanly called me a dreamer.

"Then I had the admission of four prominent Republicans. Knowing that my word would be of little value amidst such testimony, I decided instead of making a defense, to just plead guilty and justify it. I began to look up the subject of dreams, and I found it was not such a bad thing after all to be a dreamer. I was rather a compliment than otherwise."

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