

TRUTH

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With this issue, Truth enters upon
its fifth year. This is volume 5, No. 1.

Governor Folk, of Missouri, when
here a few days ago, asked a friend
how many newspapers were opposed
to Governor Cutler. "Two," was the
response. "Oh! that's nothing," said
Folk; I have fourteen newspapers op-
posed to me all the time."

M. Witte makes the remarkable
statement that Russia and America
are "like the far-famed Siamese
twins." We think that Russia and
America are much more remarkable
for their dissimilarity than for any
thing they have in common. Cer-
tainly M. Witte shows his narrowness
when he can look at the breadth,
freedom, progress, honesty and pa-
triotism of America and her people
and then claim that she is the twin
sister to Russia with her bigoted
narrowness, her ignorance, despotism
and hatred of everything progressive.
Guess again, Monsieur, you cannot
possibly miss it farther and you may
by good fortune, come nearer to the
mark.—Provo Enquirer.

The Tribune during the past two
years has worked great injury to the
business interests of this city and
state and is continuing to do so. The
actual loss in real estate and busi-
ness generally from that cause alone
amounts to millions of dollars. Real
estate is lower than it has been for
years, rents are lower, especially in
the residence districts. The direct
cause for this is that the Tribune, by
the ceaseless publication of utterly
false reports regarding religious and
political affairs here, keeps away set-
tlers and capitalists. It is a hard
thing for any community to have a

newspaper controlled by such men as
control the Tribune. The sole object
of the despicable sheet is to gratify
the hatred and spleen of ex-Senator
Kearns. Kearns has abandoned Salt
Lake as his home and has taken up
his residence in California, and by
way of farewell is kicking Salt Lake
and her people through his infamous
newspaper.

One of the chief things to be con-
sidered in the coming election is to
put in office an honest administra-
tion, capable of handling in a sound
business way the improvements to
the water system which have been
commenced. That the present ad-
ministration is incapable of doing that
has been amply demonstrated. The
plan to bring water from Big Cotton-
wood is very good, but it needs capa-
ble men, men of affairs, to carry it
out. The contracts which have been
entered into between the city and the
Cottonwood water owners is such as
no sane man in the position of the
city would make. By the contract
the city undertakes to bring water
from Utah Lake to exchange with the
farmers of Cottonwood for Cotton-
wood creek water. This in itself is
quite an undertaking when it is con-
sidered that Utah lake is falling and
that the capacity of the present canal
is inadequate to carry the quantity of
water required, even if that quantity
can be obtained. When the terms of
the contract with the farmers are
considered it is a very foolish under-
taking. First, by the agreement al-
ready entered into the farmers are to
be given 25 per cent more water than
they give the city and in addition the
farmers are to be given a cash bonus
of \$10 per acre for every acre of land
now irrigated by them with the water
the city is to receive from Cottonwood
creek in exchange for the Utah lake
water; further the city agrees to con-
struct and keep in good repair the
canals necessary for the distribution
of the Utah lake water among the
farmers and it is further provided
that if at any time the city fails to
supply the stipulated amount of
Utah lake water, the farmers may im-
mediately retake the Cottonwood
water from the city. It is truly a one-
sided contract. Then the city, to
carry the water from Cottonwood
into the city's system, must construct
a conduit which will cost a quarter of
a million dollars. It's a big risk for
the city to take under such a contract.
Just as Truth said nearly a year ago,
when it opposed the issue of the mil-
lion dollars in bonds, the present ad-
ministration will spend the million
dollars and the city will get very lit-
tle more water. It is a serious mat-
ter and should be given careful con-
sideration by the people.

SURVIVAL OF THE FITTEST.

Editor Truth:

The survival of the fittest is exem-
plified better in the railroad station
agent than in persons of any other
calling. Ninety-five per cent of all
the railroad presidents, superintend-
ents, traffic managers, general pas-
senger and freight agents, commenced
their careers in the freight or passen-
ger depot and worked their way up.

Not one man in a thousand ever se-
cured and maintained a high position
in the operating department of any
railroad because his father was presi-
dent or his uncle was a director, or
his mother a stockholder, or that he
had any other pull, political or other-
wise. A person to be a high official
of any railroad must commence at
the bottom and work up. My obser-
vation as an immigration agent leads
me to believe there is no other way.
In 1898 I did considerable business
through one of the largest stations on
the Chicago and Northwestern rail-
road between Chicago and Omaha.
This station was a junction point of
an unfriendly road and it required tact
to transfer the passengers from this
road to the Northwestern. I called
on the agent at this depot, but he was
not interested in immigration; he did
not have time to bother with an im-
migration agent; he was too busy
smoking ten cent cigars and enter-
taining the swell people of the town
who sauntered up to the depot. I
thought I would have to give up that
station, for without the hearty co-op-
eration of the station agent an im-
migration agent can do but little. One
evening I went to the depot and saw
the night agent, a big, good natured
man. I told him who I was and what
I was trying to do. He invited me into
the office (the day man forgot that).
I looked over my papers and was im-
mediately interested, for he saw that
my scheme would bring business to
the road that employed him. He
learned all he could about Bear River
valley, got a time table and followed
the train my people would take from
his station to Ogden, Utah; learned
where they would stop for meals or
get hot tea or coffee. Although in the
passenger office he knew the farmers
would come to him for freight rates
on their household goods, implements,
etc. He looked up an old freight clas-
sification list, found that the rate on
a car of immigrant moveables would
be \$115 from his station to Corrinne,
Utah, for ten tons, which would in-
clude ten head of live stock and one
man to look after them, etc. After
that evening he did not have to fumble
over a lot of papers to tell my
farmers what they wanted to know.
He was cheerful, kind and obliging,
and always ready to answer ques-
tions. I notified my local agents and
all the farmers who were interested
that if they wanted to know about
Bear River valley and how to get
there, to be sure and call on the night
man at the depot, and through this
young man's influence we were able
to sell over thirty homeseekers' tick-
ets to Bear River Valley that fall.
The next spring this night man was
given a station on a branch line and a
little later a larger station on the
main line, and in less than
four years from the time he was night
agent he was promoted to district
passenger and freight agent, while
the agent who smoked ten cent cigars
and entertained the people is out of
the railroad business.

At a division and junction point,
one of the largest stations on the
Union Pacific between Omaha and
Cheyenne, I did considerable business
in the year 1900. This station had a
general agent with a day and a night
ticket agent and a baggage man and
an assistant. The general agent had
just been promoted to this station
from a smaller one. He was one of
the best railroad men I ever met. He
was at all hours of the day or night
ready to hustle business for the Union
Pacific. The day and the night agents
and the baggage man seemed to have
imbibed the same spirit. With such
help I knew I could take two excur-
sions a month to Bear River valley.
When my first party returned from
Bear River valley these agents gath-
ered around them and soon learned
that Utah was all right, for two of the
returned men had purchased farms

there, and after this every man who
came into the depot inquiring for land
was informed about Bear River val-
ley, how cheap and easy to get there.
If there were any doubts about his
not going his name and address were
taken, so I could call on him on my
return. As a result of our united ef-
fort for this summer's work over
twenty-five families from that section
of the country settled in Bear River
valley, six cars of household goods
were sent and over one hundred
homeseekers and settlers' tickets
were sold. The day agent was pro-
moted to the main office and now he
is a traveling freight and passenger
agent for an affiliated road. The
night man was elected county clerk
and is now serving his second term;
the baggage man was promoted to
ticket agent. These promoted men
never got too big for the positions
they held, but the railroad company
soon found that the positions they
held were too small for them.

At a smaller station near the above
I learned that there were some farm-
ers who were getting interested in
Bear River valley. I went to this sta-
tion and called on the agent, but he
was not interested at all in the im-
migration business; in fact he would
not talk about it. I found the farmers
and persuaded four of them to visit
Bear River valley. We arrived at the
depot after the ticket office was
closed. I asked a small boy where I
could find the ticket agent. He told
me over in a certain pool room, as the
agent was the best pool player in
town. I called at the pool room and
told the agent I had four people who
wished to buy tickets to Salt Lake
City and return. The agent told me
he did not care a d— if I had a hun-
dred men; that he was not hired to
chase up farmers or to do business
outside of business hours. I tele-
phoned my friends at the next station
to have four tickets ready when No. 3
came in for Salt Lake City and re-
turn. During the five minutes while
they were changing engines the four
tickets were purchased and we went
on our way rejoicing. This young im-
portant pool-player agent will never
get promoted and when a change of
position comes, which will, sooner or
later, he will be offered a job tam-
ping gravel under a railroad tie or
wiping engines in the round house.
The man who is afraid he will do
more than he was hired to do never
has his salary raised, and the man
who does not earn his salary will
never get a promotion, or a raise in
wages. If an agent merits the good
will and promotions of the road he is
working for he must please the peo-
ple who patronize it. If an agent
wants to please the general public he
must be well posted, kind and oblig-
ing, and always ready and willing to
answer questions. Being well posted
is very important. I know many tick-
et agents who can tell you at once the
fare from their station to every other
station on their road; they also know
the time of arrival and departure of
all trains at important stations and
the connections they make with other
roads. One of these men is worth
five paper fumbler. A paper fumbler
is one who when asked what the fare
is from his station in Nebraska to
Salt Lake City, and if No. 3 makes
good connections at Ogden, will have
to finger over two or three timetables
and rate sheets, and after keeping a
crowd waiting for ten minutes, says
he will let them know after the train
leaves. I made trips to Pennsylvania
and New York in January and June of
this year, and I had begun to think
that the only good ticket and passen-
ger agents were in and west of Chi-
cago. I wanted a good man in Wilkes-
barre, Pa., to help me. I asked my
friend, Mr. W. H. Capwell, editor of
the Dallas (Pa.) Post, if he knew of
such a man. Mr. Capwell replied,
"Indeed I do, it is Mr. Fred Frace,
the Lackawanna city ticket agent. He