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BUILDING UP THE STANDARD
Rockefeller Tells of Besetting Difficulties
THE IMPORTANT PART
 Played by the Railroads—The "Oil King" Continues His Story—Kelllogg to Take Up His Cross-examination Soon.

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WOES OF HOP AND OLIVE GROWERS

Languishing Industries Plead for More Protection

SALT MEN, TOO, WANT HELP

Ways and Means Committee Has a Session with the Representatives of a Variety of Industries.

Washington, Nov. 20.—Hop men and salt men came before the ways and means committee yesterday and asked for protection. The hop men thought protection to their business of growing hops would be about right if the present

duty on hops of 12 cents a pound was just doubled. The salt men declared they could not stand any reduction in the salt duty, which is 5 cents 100 pounds.

Herman Klausner of Portland, Ore., who said he represented 3,500 hop growers, declared that the industry was languishing and would die unless the government came to its relief. He admitted that some brewers thought it necessary to have foreign hops to make some classes of beer and he admitted further that one-third of the American hop crop was sold abroad. Again, Mr. Klausner confirmed the information of some members of the committee that one-half a pound of foreign hops would go as far as two pounds of American hops.

For the salt men W. G. Cady of Syracuse and N. B. Fuller of Scranton, Pa., spoke, arguing that if the duty were taken off they would have difficulty in competing with English salt here on the Atlantic seaboard.

The olive interest had a hearing next. H. C. Newcomb of Philadelphia, James Magie of New York and W. F. Bode of Chicago, representing importers and manufacturers, asked for a reduction in olive oil from 15 cents to 10 cents a gallon. Their contention was that no protection of the California olive was needed because Spanish olives, a much higher priced product, were preferred

by consumers. Spanish olives sold in California in competition with home grown olives at a price greatly in excess of the imported article.

With ten years of protection, California was now only producing 2 per cent of the consumption of olives in this country and had not been able to produce the quality that was in large demand.

COMPELS CARLISLE TO PLAY IN DENVER

Authorities Take a Hand When the Indians Cancel their Foot Ball Trip in the West.

Denver, Nov. 20.—Responding to the telegram from Denver university athletic managers that he aid in having the Carlisle Indian school foot ball team keep its contract for a game with Denver on December 4, Commissioner of Indian Affairs DeWitt Deupp telegraphed Wednesday night that he had directed that the Indian team should carry out its contract if possible. Later, word came from the Carlisle managers that the game would be played.

New York, Nov. 20.—John D. Rockefeller went on the witness stand when the Standard Oil hearing was resumed yesterday forenoon. His counsel said that Mr. Rockefeller would probably be on the stand all day.

It was announced that after Mr. Rockefeller's cross-examination by the government counsel, John D. Archbold, vice-president of the Standard Oil company, will take the witness stand. The hearing was transferred yesterday to a large room in order to accommodate numerous counsel and reporters. Policemen were stationed in the corridors and only those having friends connected with the proceedings were permitted to enter. Mr. Rockefeller was smiling as he took the witness stand and resumed his testimony.

Mr. Rockefeller's counsel again called his attention to the uncertainties of the oil business in the early 70's and asked him what bearing the supply of raw material had thereon.

"It had an important bearing and must always have such importance, as we never knew when the supply may give out or whether the prospect for the refilling of oil comparatively values," replied Mr. Rockefeller. He added that in the early days of the oil business the supply of crude oil was limited to a small area, coming principally from Venango county, Pennsylvania.

Mr. Rockefeller said that the oil business was made hazardous because of the apprehension that the supply of crude oil would be exhausted. Some of the oil wells were very short lived.

Mr. Rockefeller then asked him if he recalled that a producers' union was formed at the time of the agitation regarding the Southern Improvement company.

"Yes," replied Mr. Rockefeller. "It was formed a little later and was composed of a large proportion of the oil producers." That led to an association of oil refiners who were desirous of having a supply of crude oil which was not controlled by interests antagonistic to them and the refiners also wanted to be assured of a market for their raw material. "We desired pleasant relations with the producers," said Mr. Rockefeller.

In December, 1872, Mr. Rockefeller said the Producers' Union and the Refiners' association entered into an agreement, the purpose of which was "to secure as high a price for the crude oil as possible" and to introduce an element of regularity into the business, which had been fluctuating greatly. Mr. Rockefeller was unable to give the number of producers in the union, but it included a large percentage of all of them and the Refiners' association included a large proportion of the refiners. By direction of his counsel, Mr. Rockefeller noted that the agreement fixed the price of all crude oil at \$5 per barrel at common points.

The operation of that agreement, he said, stimulated an over production of oil beyond what the refiners could use at that price. The temptation was very great with the producers to develop more oil than they had promised to the refiners. The refiners could only take a small amount of the oil as the public would consume. As a result the producers violated the agreement and sold oil under the price which had been fixed. The agreement did not last long, said Mr. Rockefeller.

In order to secure dockage facilities and to make shipment to Europe, the Standard Oil company purchased the

A FULL BALKAN SETTLEMENT

Bulgaria Wants no Peaceful Arrangement

THIS IS THE KEYNOTE

Of Her Turkish Negotiations—Turkey States Attitude Toward Conference—Serbia, Montenegro and Austria Are Restless.

Sofia, Nov. 20.—The foreign office expects in the next three or four days to determine the outcome of the Turko-Balkan negotiations. The tentative examination of the various questions has now been finished, without binding the respective governments on any particular crucial point, and it is hoped that a general agreement can be framed which would embrace the settlement of all outstanding difficulties. Bulgaria has taken the ground that piecemeal arrangements would be disadvantageous, and has informed the Porte of its determination to solve all the questions at Constantinople, or leave them all for the conference of the powers to solve. M. Zinovief, the Russian ambassador to Turkey, has informed M. Laptcheff, the Bulgarian envoy, that Russia has no idea of permitting the Bulgarian exarchy to be removed from Constantinople.

"I come to your dealings in 1875 with Porter, Moreland & company, and Bennett, Warner & company," said the examining attorney.

"They were located in Titusville, John D. Archbold was identified with Porter, Moreland & company."

Mr. Rockefeller said negotiations for the purchase of these firms were consummated in 1875 with the object of extending the company's business. The Acme Oil company was organized to purchase the properties.

"What conditions came about in 1875 or thereabouts?"

"Railroads and refining interests were disturbed. There was a great cutting of rates. The refining interests were disturbed, as were the railroads, which laid considerable stress on the share of oil they should carry."

"What interests were affected in the New York Central, Erie, Atlantic Shore, Great Western and Baltimore & Ohio by the Pennsylvania having a refining business?"

"They were much concerned as to what loss of the oil trade to them would follow and there was heavy cutting of rates."

An adjournment was then taken until 2 o'clock.

During the intermission, Mr. Rockefeller chatted with the newspaper men about the care of his health. He said: "When I was a young man I had to work day and night, but I never forgot that I had a stomach. You can work long hours if you are careful about what you eat. I was always careful about what I put into my stomach, and today I have cause to be very grateful for it. I never felt in better health than to-day, as a result of rigidly adhering to a policy of careful diet when I was a boy. I advise anyone who wants to keep his health to do the same. Then when you young men get to be 70 years old you will be able to keep up your work."

"I never felt better in my life than I do now. For the last 25 years I have kept out of debt as much as possible and to that practice, coupled with a careful diet, I attribute my excellent health."

Asked if sitting in the witness chair gave testimony for such a long period tired him, he replied: "Not in the slightest. It has not begun to grow tiresome yet."

Resuming his testimony after a recess, Mr. Rockefeller said that when the Empire Transportation company was organized, "our interests presented the matter to the railroads and protested to the Pennsylvania. We stopped our shipments over the Pennsylvania and used other lines. We objected to the Pennsylvania railroad engaged in the refining business. We did not know where we stood. They will shipping their own oil over their own lines and discriminating against us. Other roads agreed to stand by us, but there was much bitterness between the railroads. We made our shipments over the Lake Shore, New York Central and Erie. Afterwards we purchased the Empire Transportation company and the pipe lines. The Pennsylvania railroad acquired the rate of the Empire company and issued our own certificates which we purchased."

Mr. Rockefeller's counsel asked him if it were true that the rates obtained by him during the period of the Standard Oil company's war with the Pennsylvania company were so much and despite the Empire Transportation company, so that the Standard Oil company might acquire its property.

"It is not," replied Mr. Rockefeller.

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TURKEY STATES ATTITUDE

Manoeuvring to Lose as Little as Possible.

Constantinople, Nov. 20.—It is again reported that the cabinets of London, Paris and St. Petersburg have decided to inform Turkey that they will guarantee a Bulgarian loan, which will be reserved for payment of an indemnity, and eastern Roumelia, their tribute and that he judicial position of Bulgaria states of the post's debt, and the judicial position of Bosnia and Herzegovina, concerning which indemnity is not mentioned, but it implies acceptance of their annexation by Austria. Any compensation to Montenegro and Serbia must not be at the expense of Turkey, but otherwise a settlement is desired with the view to securing tranquillity. Another point of discussion is a modification of the capitulations, especially in reference to foreign post offices in Turkey, while still another is an increase of the Turkish import duties.

SERBIA STILL ANGRY.

Complains to the Representatives of the Powers.

Belgrade, Nov. 20.—The foreign representatives went to the ministry of for-

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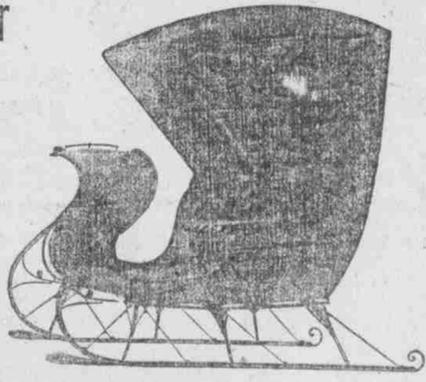
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