

according to an Associated Press dispatch, the administration's attempt to prevent the Elkins act and the interstate commerce law from becoming futile. Although not specifically stated in the petition it was agreed by counsel for the government in their conference at Lenox, Mass., following the reversal by the appellate court of Judge Landis' decision, that if the interpretation of the law given by Judge Grosscup, Seaman and Baker were allowed to stand, successful prosecution of the rebate cases against corporations would be impossible in the future.

On Tuesday, August 25, John W. Kern was officially notified of his nomination for vice president by the national democratic convention. The speech of notification was made by Mr. Bell of California, temporary chairman of the Denver convention. The ceremonies took place at the Kern home, and the city was handsomely decorated. Without regard for political affiliations the citizens of Indianapolis joined in making the occasion a notable one.

MR BRYAN AND BUSINESS MEN

Speaking at the grocers and butchers picnic, Lincoln, July 22, 1908, Mr. Bryan said:

Mr. Chairman, Ladies and Gentlemen: I was very glad to accept the invitation that was extended to me this afternoon to meet in this social way those who represent one of the great industries of this country, for merchandising is one of the great and permanent industries of the country, and you who represent the grocery business are in one of the most important branches of that industry. The Lord was certainly on the side of the grocer, for he made food absolutely necessary to all of us (applause and laughter) and our necessities drive us into your stores. I am interested, because it is a very legitimate business; it is a business that exists in response to a real need; it is a business that offers a wide field, a business in which there is an opportunity for the display of ability, a business in which there is a field for the exercise of energy, for the display of intelligence, and a business which must rest upon honesty and integrity. Some imagine that in these days of sharp competition one can not always be honest in merchandising, that he must vary a little from the straight line when it is absolutely necessary. I heard of a merchant who had that idea; he was in the dry goods business, and a lady called at his store about Easter time to get some calico with which to color Eastoe eggs, and in order to color the eggs, the calico had to fade, and when the clerk showed her the calico, she said to him, "Now are you sure that will

fade?" and he said, "Oh, yes, madam, that will fade." Just then the proprietor went by and, not knowing the purpose for which she wanted the calico, he rebuked the clerk and said, "No, that won't fade." "But," the clerk said, "she wants it to fade." (Laughter.)

Now, there are some who imagine that to succeed, you must represent the thing, not as it is, but as the customer wants it to be. But I am satisfied that those who have had long experience in any department of merchandising will testify to the truth of what I say when I declare that there never was a time when absolute honesty in business was more important than now, and if a man is going to succeed permanently in merchandising, he must establish a reputation, and he must have a character back of the reputation (applause). For the men who succeed in building up a trade and in keeping it, are the people who are conscientious in the representation of the merits of what they sell, that the customers may send their children to the store, and do not have to go themselves and inspect everything that is purchased. (Applause.)

I say that merchandising is a very legitimate branch of business, and I am interested in your branch of merchandising for a special reason. It is the last branch of business in which there will be a monopoly. In the steel business, it is much easier to establish a monopoly, for to establish a steel plant requires a large investment of money, and just in proportion as it requires a large amount of money to establish a competing industry, in that proportion the establishment of a monopoly is more easy; and just in proportion as you can establish a competing business with a small capital, it is more difficult to fasten a monopoly upon a community. Now, one beauty about the grocery business is that you can begin it with small capital. If all the merchants of this city were to meet and agree upon a schedule of prices, so that every purchaser would from that time on buy at a price arbitrarily fixed by agreement and without competition, if that condition were established tomorrow, the next day there would be a dozen men preparing to start little grocery stores to enter into competition, for the moment you raise the price above a reasonable figure, there would be an irresistible temptation to a number of people to become your competitors, and this ability of a man to start a grocery store on a small capital, and by selling at a reasonable price, protects the public from the extortion that follows monopoly—this ability to start a small store is the protection of the public against extortion from the people in the grocery business. And I think I found pretty good evidence today of the fact that so far there has not been much extortion, for I found that there are only about two grocers in the whole city of Lincoln who had been able to make enough to get automobiles. (Applause and laughter.) Why, I was talking with some people in another state not far from here and they told me that there were about thirty-five farmers in that county who had automobiles, and that was about three years ago, and yet in this town, I understand that there are but two merchants who use automobiles as vehicles for pleasure. I think some use them for delivering, but as long as the merchants are not riding in automobiles, we have got to reach one of two conclusions, either that their profits are not abnormally large, or else that they have joined together in a conspiracy to conceal their wealth from the general public. (Applause and laughter.)

I am glad, too, to encourage the meetings of people on occasions of this kind. I believe that we need

more of recreation, such as a picnic day gives to the people. This is a very busy age, and this is the busiest country that there is on earth. The people in the United States are more active in business than they are anywhere else. No one can travel abroad without recognizing that here there is a hurry and an energy and a nervousness that is not found in the older countries; and it is well for people to take a day off occasionally and rest, well for them to learn that there is something more in life than the mere accumulation of money. And then there is another reason why I like to encourage meetings of this character: We don't know each other well enough, and most of the misunderstandings that worry us, that disturb our society, grow out of the fact that we are not acquainted with each other. If the people of all sections could mingle together more, if the people of all occupations could know each other better, if the people would meet and learn their neighbors, if they would discuss together the questions in which they are interested, they would find out that however much we may differ in forms of worship, however much we may differ in political creed, in the great essentials that control life we are alike and we are one; and this getting together, this better acquaintance, would convince all the people that there is a universal sense of justice, there is a widespread honesty, there is a similarity

of aspiration and of ambition, and then there would be a larger charity, one toward the other, in the settlements of the questions that arise from time to time. (Applause.)

But, my friends, you are not here for the purpose of hearing speeches. You are here to have a good time; and I wondered whether your chairman would introduce me as a speaker was introduced on an occasion of this kind. He called the meeting to order, and he said: "Shall we have some speaking now, or would you prefer to enjoy yourselves?" (Laughter.) And it is evident from the fact that you do not have a list of speakers that you wanted to enjoy yourselves, and I suppose that I was put on here simply that you might have a program, and the shorter the speech is, the better the program will suit you. (Cries of 'Go on! Go on!') But I have said enough now to express my appreciation of the courtesy of your committee that brings me here. I have said enough to assure you that I realize the importance of your part in the great economic fabric. I have said enough to make you know that I endorse most heartily the communion, and the fellowship which are manifested on occasions like this, and that I highly estimate the good that follows from such gatherings as I am attending with you today. I thank you for your attention and thank the committee for the privilege of being with you. (Great applause.)

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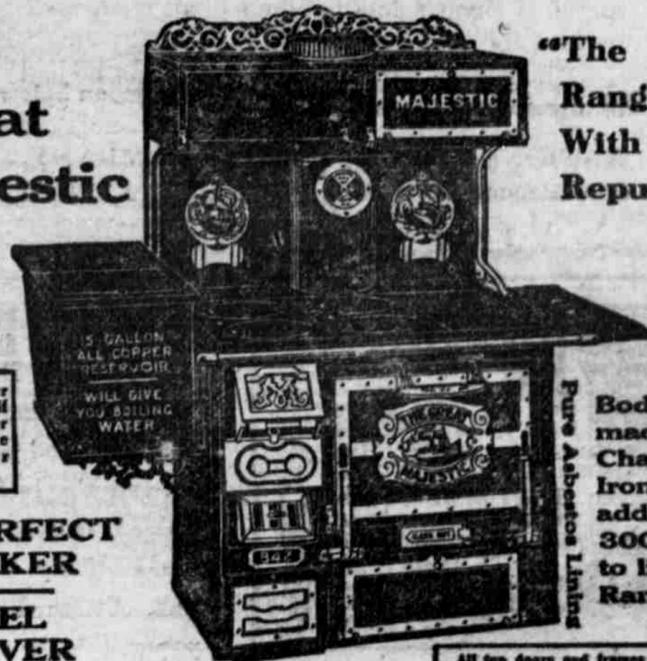
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