

Office:
Struve Str. 5, I.
Dresden A.
Telephone:
1755.

The Daily Record

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and THE DRESDEN DAILY.

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AMERICAN BUSINESS METHODS.

The American Oil King has frequently been the subject of comment in these columns, for the very good reason that he is one of the most interesting personalities of the present age. From the literary activity which he is now displaying it would appear that Mr. Rockefeller, in the evening of his remarkable career, is anxious to convince the world of his personal integrity and his innocence of the charges which have been levelled at him from all quarters. We can imagine the task to be one of extreme difficulty, and even the marvellous ingenuity that has enabled him to amass the greatest fortune ever possessed by one individual will hardly suffice to render easy the work of winning for himself that measure of popularity which he appears to so ardently desire. Mr. Rockefeller has commenced a series of articles in a prominent American periodical, which he calls his "Random Reminiscences of Men and Events," but it is certainly written as an exhaustive apologia. As might have been expected, he claims that the Standard Oil Company has been wilfully misrepresented, and he therefore wishes to supply some first-hand facts for its final estimate. In reply to the charge that he forced the men who became his partners to join with him, he replies that he would not have been so shortsighted. The power and efficiency of the organisation is, he considers, the best proof of the loyal harmony with fair dealing which has been observed amongst the partners who have been his lifelong companions. The daily lunch shared in common by the officers of the company and heads of departments he regards as a proof of their friendship. Would people forced into partnership seek each other's companionship in this way, he asks. Mr. Rockefeller maintains that the consumer has benefited also by the Standard Oil Company. He has received petroleum at prices which have decreased as the efficiency of the business was built up. Its principle of selling direct to the consumer was not a ruthless quest after the trade of its competitors, or an attempt to ruin it by cutting prices or instituting a spy system. Every week in the year, he proudly asserts, for many years this concern has brought into America more than a million dollars of gold, all from the products of American labour. Yet at the beginning it was regarded as a most adventurous and risky undertaking. A distinguished friend of the Oil King's tried forty years ago to dissuade him from his "worse than folly." But John D. stuck to it, and though at first "we frequently had to take stock to keep from going begging," yet in the end his confidence was amply justified.

He treats of the relation of the company to its workpeople, and says that 60,000 men who are at work constantly in the service of the company are kept busy year in and year out. The past year has been a time of great contraction, but the Standard has gone ahead with its plans unchecked, and the new works and buildings have not been delayed on account of lack of capital or fear of bad times. It pays its workmen well, it cares for them when sick, it pensions them when old. It has never had any important strikes, and if, says Mr. Rockefeller, there is any better function of business management than giving profitable work to employes year after year, in good times and bad, he does not know what it is. He exults in the fact that the Standard Company has never been "watered." "It is a common thing to hear people say that this company has crushed out its competitors. Only the uninformed could make such an assertion." Certainly he admits that "the Standard is always fighting to sell the American product against the oil produced from the great fields of Russia, which struggles for the trade of Europe, and the Burma oil which largely affects the Indian market. In many lands they taught the people—the Chinese, for example—to burn oil by making lamps for them. But every success in a foreign land meant dollars brought to America. This veteran fighter is as sanguine as a youth as to the effect of industrial corporations on individual enterprise. He says: "The great economic era we are entering will give splendid opportunities to the young man of the future. One often hears the men of this new generation say that they do not have the chances that their fathers and grandfathers had. Our comforts and opportunities are multiplied a thousandfold. The resources of our great land are now actually opening up and are scarcely touched; our home markets are vast, and we have just begun to think of the foreign



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peoples we can serve—the people who are years behind us in civilisation. In the East a quarter of the human race is just awakening. The men of this generation are entering into a heritage which makes their fathers' lives look poverty-stricken by comparison. I am naturally an optimist, and when it comes to a statement of what our people will accomplish in the future, I am unable to express myself with sufficient enthusiasm." Mr. Rockefeller resents the charge brought against American business men of excessive greed. It is by no means for money alone, he says, that these active-minded men labour—they are engaged in a fascinating occupation. The zest of the work is maintained by something better than the mere accumulation of money, and the standards of business in America are becoming higher all the time. This makes strange reading in conjunction with the letters written by the managing director of the Standard Company, recently unearthed and published abroad by Mr. William R. Hearst.

GENERAL NEWS.

ANGLO-GERMAN RELATIONS.

INTERVIEW WITH EMPEROR WILLIAM.

London, October 28.

The Daily Telegraph of today publishes a two-column interview with the German Emperor which took place recently and is vouched for by unimpeachable authority. The writer remarks in the introduction that silence is required of a diplomat, but that moments may occur at which want of silence would mean great service to the public. The interview is published in the hope of putting an end to a certain want of understanding with which the feelings of the German Emperor towards England are regarded by the average Englishman. The writer then proceeds to remark that his Majesty feels as a personal insult the persistent misrepresentation and distortion of his repeated offers and proofs of friendship by a portion of the English press. If a friendly feeling for England existed only in a minority of the German people, that minority contained the best elements of society. The reverse was the case in England, and for that reason the Emperor took it amiss that he should be looked upon as an enemy to England. His Majesty had alluded to the return of Consul Vassel to Fez and to the question of the recognition of Mulai Hafid; in neither of those cases had the attitude of Germany been opposed to the love of peace which his own words at Strasburg had expressed.

The Emperor again referred to the proofs of friendship he had shown England. He had refused to receive the Boer Commission, and so caused the ultimate failure of its object. Germany during the Boer war had not joined France and Russia who wished to discourage England. The telegram to the King of England with respect to Germany's answer to the Powers at that time, was among the archives of Windsor Castle. During the weeks of England's ill-fortune he had prepared a plan of campaign, laid it before his General Staff, and had it forwarded to England. That document was also at Windsor Castle, and it was very similar to that which Lord Roberts carried out so successfully. His Majesty spoke, in conclusion, of the fleet that is necessary for the protection of Germany and the extension of her commerce. Germany must be prepared for all eventualities in the Far East. Who could know what might happen in the Pacific in days to come, days that might not be so far off as they seemed? Only the Powers who possessed powerful fleets would be listened to when the future of the Pacific Ocean comes to be solved. It may even happen that England herself will be glad that Germany has a fleet, when both countries raise their voices together in the great debate of the future.

NEWS FROM ENGLAND.

THE HOUSE OF COMMONS.

London, October 27.

At today's sitting the Secretary of State for Foreign Affairs, replying to a question, said that according to his information no Russian troops had crossed the Persian frontier.

In reply to a question concerning the prohibition of the import of hay and straw into the United Kingdom, Sir Edward Strachey, who represents the Board of Agriculture in the Lower House, said that the object of the prohibition was to guard against the introduction of the foot and mouth disease, whether from countries in which the disease was rife or from countries that are insufficiently protected against it, and that therefore the prohibition must be regarded as permanent.

NEWS FROM AMERICA.

THE FINAL ONSLAUGHT.

We gather from New York reports that the last week of the Presidential campaign finds the position not materially changed, the betting odds being still in favour of the election of Mr. Taft. But there is a general impression that, contrary to precedents, the closing speeches of the candidates and their leading supporters on the stump may have a direct influence upon the result.

The Republicans had carefully chosen for last Monday the publication of another pronouncement in favour of Mr. Taft by President Roosevelt, taking the form of an elaborate examination of the respective claims of the candidates to the support of the labouring masses of the people. Needless to say that this demonstrates that Taft is the man, and not Bryan, for the Labour vote. But the value of this testimony has been quite overshadowed by Mr. Hearst's latest speech, which occupies much space, and took at least equal honour with the President's letter in all the New York morning newspapers.

Mr. Hearst gave chapter and verse for the grave charge, at which he has heretofore done little more than hint, that the corrupting influence of the Trusts has been exercised even among the judges of the State Supreme Courts, and the law officers of certain States. It cannot be doubted that these crowning revelations will exercise very considerable influence upon the prospects of both Republican and Democratic presidential candidates in this State of New York. They will not serve to win the State for Mr. Hisgen, the Independence party's presidential candidate, but in the opinion of political weather prophets they will have the effect of making the contest between Mr. Taft and Mr. Bryan closer than ever.

The consensus of New York opinion appears to be that the Republican Presidential ticket will come out on top in New York, while the Democrats will make important State gains, including the Governorship. For the rest, the national situation continues, as already stated, favourable for Mr. Taft.

(Continued on page 2.)