

## LOOKING TOWARD APRIL BUSINESS.

**Livestock Growers Have Been  
Big Money Borrowers During  
The Week.**

**MANY SMALL REALTY SALES.**

**Presence of Henry Phillips is Watched  
With Interest by Dealers Who  
Are on the Alert.**

The week in business circles has been one of anticipation largely, owing to the uncertain weather, the anticipation consisting of a hopeful expectation for the month of April. Local financiers report a comparatively dull week, due not only to the weather, but also to the irregularity in the mails caused by washouts and delayed trains. But there has been a pretty steady demand for money, principally from livestock growers who need money for handling their stock, and the rate of interest has been high, 7 to 9 per cent on account of the high rates prevailing in New York. The increase in the bank clearings over the week of the previous year has ranged from \$100,000 to \$250,000, which is a good, healthy sign. In short, the money market during the week was steady and firm, but without any specially marked movement.

**MANY SMALL REALTY DEALS.**  
The real estate men report quite an aggregation of moderate sized sales well scattered over the city, and the changing hands of some acreage on the south side. The march of railway progress has largely cleared off the buildings from the blocks on the west side where the sites of the new passenger stations and freight depots have been located, so that that section of the city makes the observer think of the demolition of houses in New York above Thirty-second street where the Pennsylvania railroad is preparing to erect its enormous station. The real estate men are now holding regular smokers in addition to their luncheons to discuss ways and means of properly advertising the city, and from reports, the position generally is one of waiting for settled weather, to start the real estate ball to rolling.

**PRESENCE OF MR. PHIPPS.**  
The advent of Mr. Henry Phipps, the noted ex-steel magnate and philanthropist, has occasioned a ripple of excitement in the profession, as he is the reputed owner of about \$1,000,000 worth of Salt Lake real estate, and considerable of it which is centrally located can be enlarged to the manifest advantage of the business public. The Galena block for instance, at Second South and State streets, might with profit to Mr. Phipps and the public be increased to a six story office building; and parties interested in State street properties claim that if he would take special interest in the matter, he could make a fortune out of it. Mr. Phipps is a close mouthed man; he keeps his own counsel, and if he makes up his mind to do anything, it may be several weeks before he decides just what shall be done.

**DRY GOODS HOUSES.**  
In the dry goods market there is a slight tendency toward falling wholesale prices in manufactured goods owing to the desire of a few mills to get rid of surplus stocks. But prices of raw material are stiff, and likely to remain so. The weakness of manufactured goods is regarded only as temporary. The retail trade, considering the uncertain weather is good. The sale of goods is of course in light weight goods, with calls for bright colors and attractive patterns. Long kimono in somewhat startling patterns but very pretty are finding ready sale. When the weather clears up there will be quite a heavy trade in dry goods. The glove trade is very fair, as with every purchase of any amount of dress patterns there must be gloves of the same color to match. The same may be said of parasols. The millinery trade will be better when weather comes that won't spoil the head flattery. There is quite a demand for ladies' suits and coats.

**THE CLOTHING TRADE.**  
The clothing trade reports the decline of winter stocks, and only medium and light weight goods are now on the market. The fashion runs to grays and olive drab colors in suits, and the styles to long sack coats, some of them 35 inches long, so that they look as much like spring overcoats as anything else. Trade is generally very good, and the outlook on the same is bright. The trade in men's wear continues about the same.

## TRADE REPORTS ARE IRREGULAR.

**Weather and Uneasiness Over  
Labor Situation Are the  
Chief Causes.**

**A GREAT YEAR FOR BUILDING.**

**Very Little Interruption of Freight  
Movement While Railway Earn-  
ings Are Immense.**

**HARDWARE AND LUMBER.**  
The hardware and lumber trades are waiting for steady weather when their harvest will begin. There are large and complete stocks of all classes of goods on hand ready to be put out at a moment's notice. The lumber yards are well filled up with all kinds of lumber.

## INTERNATIONAL CONTROL OF WIRELESS TELEGRAPHY

Washington, March 30.—Possibly the experience of the navy department in its efforts to keep in touch with the drydock Dewey, in its remarkable cruise from the Chesapeake bay to the Philippines, may result in a concerted attempt to secure an international control within certain limits of wireless telegraphy. The navy department has long been anxious to believe that in several instances Commander Hoxley, in charge of the towing expedition, might have succeeded in communicating with the department and that, too, at times when there was general apprehension as to the safety of the tow, had the shore wireless stations responded to his signals. At this time, when the supply ship Glacier is passing through Mediterranean waters, with wireless stations on adjacent coasts, it is said to have occurred to the navy department that the use of the wireless telegraph to accept messages from vessels equipped with instruments not issued by them. Some years ago, the German government in this way, made inquiries to ascertain whether there was not a possibility of securing an international agreement, like the existing convention for the protection of ocean cables, for the regulation of the marine use of wireless telegraphy, but owing to the undeveloped state of the art at that time nothing was accomplished.

It is possible now, however, attention having been directed strongly to the subject by the cruise of the Dewey, that the effort will be renewed to the end that all wireless telegraphs will be obliged to accept any messages from any other country.

## ZINC INDUSTRY BULLETIN.

Washington, March 30.—A substantial increase in the zinc smelting and refining industry in the United States is disclosed in a statement issued today by the census bureau. The figures cover the calendar year 1904, as compared with 1903, the year taking the twelfth census, and show that while the number of establishments for 1904 is the same as for 1903, the amount of capital invested for 1904 was \$23,132,585, or an increase of 44 per cent. There were in 1904, 6,357 wage earners, an increase of 31 per cent, while the wages paid amounted to \$2,154,903, or an increase of nearly 60 per cent. The total value of products is given as \$24,791,299, an increase of 36 per cent over 1903.

## FEATURES OF STEEL TRUST REPORT AT A GLANCE.

	1905.	1904.
Gross earnings	\$ 585,311,736	\$ 444,405,430
Net earnings	110,787,658	73,176,521
Surplus for year	17,065,815	5,047,852
Total surplus	84,738,450	60,416,426
Cash in bank	58,955,914	60,416,426
Wages paid	128,052,955	99,778,276
Number of employees	180,158	147,343
Capital invested	\$80,833,600	\$80,833,600
Total bonded debt	570,472,264	571,791,341
Total assets	1,637,811,257	1,591,014,068
One mined, tons	18,468,558	10,503,087
Pig iron output, tons	10,172,148	7,869,421
Steel rail output, tons	1,327,055	1,327,055
Finished steel, tons	9,226,386	6,792,780



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## How Mormons Have Won Their Way in Southern Alberta.

CARDSTON, March 22.—(By J. Young Byers).—The history of Cardston district and its people is indeed the history of colonization in its proper sense of pioneering. It would take a book in itself to narrate all the hardships, vicissitudes and perseverance of those early settlers who, after all, laid the foundation stone of Southern Alberta's agricultural future. Cardston is the home and birthplace, as it were, of winter wheat in Alberta; and indeed it is difficult to credit the statement that one Johannes Anderson, a thrifty Swede, who ascribes his success in Alberta to "four o'clock in the morning and up boys," has successfully raised winter wheat in the Cardston district close to town since 1888, and has never had a complete failure during that period.

In addition then to Cardston being the home of winter wheat or "Alberta Red" it is also the original setting place of the "Mormon" people in Canada. Before proceedings further into the history of Cardston it will perhaps render the causes leading to its settlement clearer to speak of the "Mormon" people a little. Much has been written of Mormonism which for some ignorance if not indeed malicious intent, cannot be beaten as a travesty of statement of facts. Even today the average idea of the "Mormon" is that he is a man with a whole sheaf of wives. Now, nothing can be further from the truth. The "Mormon" is deeply imbued with the religious sense. He is thrifty, industrious, charitable and tolerant to others of all creeds and beliefs, he is guided by and abides by the laws of the country, which is the simple statement that polygamy is not practiced; and he is altogether a great success, and a practical and valuable asset in appraising the value of our province.

## UTAH'S SURPLUS.

In the state of Utah the great influx of peoples from European countries flocking into that state to avail themselves of the possibility of irrigable lands there (irrigation, by the way, is a subject thoroughly understood and worked by every "Mormon") caused almost a congestion. The work was almost unable to keep pace with the influx, and it became apparent that some other field or pasture new would have to be sought for this excess of immigration into Utah, or what one might call the "overflow of immigration" over what the irrigable lands of the state of Utah could provide for. The result was that the pioneer and founder of the colony, Charles W. Young, in 1890, left Utah, on Sept. 14, 1890, to search for a locality in which to establish a home for himself and a company of his compatriots, and his selection resulted in the birth of Cardston. From that time to this Cardston has had a steady growth and progress without any boom. The growth which was growth when there were no railways into Cardston, when at times hardship and dangers had to be borne, but these hardships and dangers were through everything that the future, such as the inconveniences, did the pioneering, and established a part of that reputation of this great and rich province the benefits of which the people are enjoying today. Part of the fundamental basis of the Mormon belief is the principle of "katharizing." They are people "gathering" against the last days. They regard this continent as the promised land, and especially that part of which the ranges of the Rockies form the backbone. Zion is the center point even as to Jerusalem all Jews turn their eyes and faith.

## THE BASIS OF MORMON FAITH.

The second and third verses of the second chapter of Isaiah contain the basis of this belief of these people: "And it shall come to pass in the last days that the mountain of the Lord's house shall be established in the top of the mountains, and shall be exalted above the hills; and all nations shall go and say: Come ye, and let us go up to the mountain of the Lord, to the house of the God of Jacob, and He will teach us of His ways, and we will walk in His paths, for out of Zion shall go forth the law, and the word of the Lord from Jerusalem." The ecclesiastical heads of the Church government at Cardston are not men who stand aloof, but are men of their daily lives; men who are temporal heads in the business life of Cardston or district; men who daily transact business with the people, and who are also ecclesiastical heads of the Mormon Church in the district.

## RICH IN AGRICULTURE.

The agricultural resources, results, and possibilities of the Cardston district are too well known to require much detail. It is not a country which depends on irrigation, although to the south some details in connection with the plan of irrigation of the Alberta Railway and Irrigation company are in course of construction, but the district of Cardston proper is independent of irrigation. Winter wheat has been the staple crop for some years, and immense quantities of it of an excellent quality have been raised successfully year by year. The quality of the grain is splendid, and in the present year great results are expected from the crop already sown. Without saying anything further on the question of wheat, the whole point may be covered by the statement that Cardston is the home of successful winter wheat raising, and that winter wheat raising is the principal agricultural item of the district. A large and ever equipped roller flour mill is in operation; it is four stories in height, 40 by 48, its capacity is 90 barrels a day, with an elevator and warehouse of 15,000 bushel capacity; hog pens, etc., and 25 to 30 acres of right of way. This flour is largely used in local trade; some is exported, and large quantities are used to supply Indian contracts.

The settlement started in 1887, and was without any railroad facilities until the building of the narrow gauge road to Cardston from Stirling in July, 1905. Cardston has attained great prominence amongst Alberta towns since the building of this road, although at present considerable delay is caused both in outgoing and incoming, owing to there only being three trains a week on this Alberta Railroad and Irrigation company's road. Land is very rapidly increasing in value since communication has been established, and raw land ranges from \$5 to \$12 an acre, and improved land up to \$25 per acre.

## A FRUIT DISTRICT.

Among other resources of importance at Cardston which are beginning to be recognized and tapped are such as the raising of fruits and small fruits, apples having been successfully raised here, and a splendid stone quarry of an excellent building quality is being exploited quite close to Cardston. This is a building stone of the finest quality we ever saw, and at the time of our visit the contractor had just been secured for the stone for the new Hudson's Bay store at Lethbridge, and also the cutting for the depot at Lethbridge.

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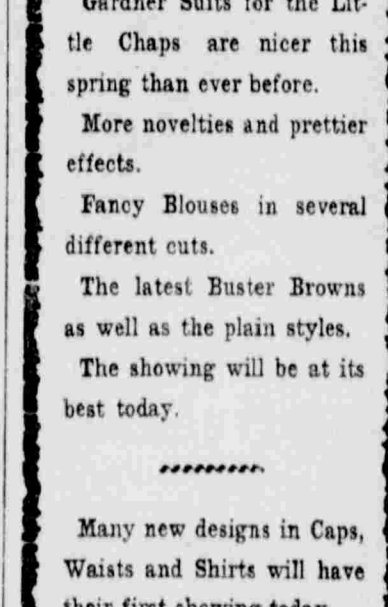
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