The Wholesale Trade

The Standing of Salt Lake City as a Jobbing Center.

HER PRINCIPAL WHOLESALE HOUSES.

The Men and Firms Who Have Built Up the Trade of Our Metropolis, Making it the Commercial Center of a Vast Region—Description of Our Leading Mercantile Establishments.

AT LEAST two elements are absolutely necessary in the make-up of any city that aspires to become a great commercial center. First, it must have within its field of commerce the population to be supplied; and second, it must have men of capital and enterprise who will undertake to meet the demands of that population.

In its efforts to make itself a jobbing center, Salt Lake City has had much to contend against. Perhaps the chief obstacle in its way has been railroad discrimination, and everyone knows how hard it is to make headway along such a line in opposition to the railroads. Another great obstacle in the way of the growth of this city as a jobbing center has been the rivalry of other cities, notably Omaha and Denver, whose natural situations, and railroad facilities especially, have given them a commanding advantage over the commerce of the Rocky Mountain region.

But the growth of this city as a supply point has been steady and not by any means as slow as some might suppose, still today it is the undisputed commercial headquarters of a vast region, whose population is rapidly increasing, and whose resources are fast developing. It has not attained its present prestige in this regard without a struggle, and the success it has achieved reflects credit upon its whole people, and especially upon its leading business men and wholesale houses mentioned below.

Prior to the advent of the railroad into Utah, a large amount of capital was required to engage in the mercantile business, except on the smallest scale. Only once a year could the merchant's stock be replenished. A train of ox teams would leave Utah in the spring and go to St. Louis, or other Eastern market, where goods sufficient to load the teams would be purchased, and the return journey would end in the fall. Freight rates, of course, were high, and the risks involved in such an enterprise increased the prices of the goods when finally brought to "the valley." There was danger of the destruction of a wagon train by Indians, or by fire accidentally, and of injury to merchandise by storms, etc. Not notwithstanding all these drawbacks to mercantile business, it grew and flourished, and immense quantities of merchandise were imported into Utah and consumed by the people.

But prices were high, and the people were at the mercy of the merchants who did the importing. Practically a gigantic monopoly existed which was in a position to defy competition. The welfare and prosperity of the people demanded cheaper merchandise. The only way to get it was to raise a large amount of capital and import goods in opposition to the few firms who then handled practically all the merchandise brought into the Territory. Co-operation was inaugurated as a method that would secure two things: Funds sufficient to engage in the mercantile business on a large scale, and the patronage of the people for the enterprise after it should be started.

And co-operation was introduced as a basis for mercantile business, both wholesale and retail, and with the most highly beneficial results. Beyond a doubt it is to co-operation that much of the growth of Salt Lake City as a jobbing center is due. The system of co-operative stores throughout the intermountain region was led from this city, and this alone made it an important supply point. Then stores which were not co-operative found it also to their interest to fall in line and buy their goods in this city, and so, to a great extent, the latter has held the jobbing trade of this region for many years.

During recent years, by means of concerted action on the part of its wholesale merchants, Salt Lake City has added to its prestige. Such action has been secured inside by or in connection with the Chamber of Commerce, and has resulted in curtailing railroad discrimination, and in advancing, in different ways, the jobbing interests of the metropolis of Utah, until today this city stands without a rival between Denver on the east and San Francisco on the west, in respect to the wholesale trade.

It is believed that no one city in the world of similar population is the commercial center of so extensive a region as that which looks to the capital of Utah for its supplies of merchandise. Her trade extends from Montana on the north to Arizona on the south. It would hardly be an exaggeration of the literal truth to say that for commercial field extends from the Canadian to the Mexican line, while it embraces the entire population west of the main chain of the Rocky Mountains and east of the Sierras.

And year by year the commercial prestige of our fair metropolis increases. Her credit, the world over, is gilt edge, and the reputation of her wholesale mercantile houses for honesty, courtesy and ability is of the highest. As the population of the mountain states increases, so must her trade; and as the resources of this vast, rich and wonderful region of which she is the center, become developed, so must her wealth be constantly and rapidly augmented.

Among the men and firms whose enterprise, courage and faith have done so much towards giving Utah's capital the commercial standing she enjoys today, the following are named for the purpose of at least fairly recognizing their merit:

Zion's Co-Operative Mercantile Institution.

The history of this splendid business is almost the history of Salt Lake, beginning at the time when it commenced its upward course towards the prosperity it has so nobly attained. Established when the city was a mere town it has shared its growth with the city, and is a "territorian" of Salt Lake business energy and ability. Probably the world over there is no other house whose stock is larger or more valuable or whose operations are more extensive, and its magnitude and widespread attention has done more for Salt Lake commercially than any other one thing. The institution was organized in 1868 with a capital stock of $100,000, subscribed for by some of the leading and most influential business men in Salt Lake. From its inception the business has been based on the principles of honesty and integrity and a fair return for money received. With a great reputation for liberal and honest representations, added to the fact that it always has possessed the most complete stock of everything in Salt Lake, this establishment has from the first day it commenced business steadily increased in volume, and today it has no rival in the entire West. From $100,000 in 1868 the capital stock has been increased to $1,000,000. The amount of stock on hand in the various departments is valued at the least at $1,200,000. The annual sales amount to nearly $4,000,000 and something like four hundred people are employed about the premises. The building occupied is three stories high, excluding the basement, and covers 45,750 square feet of ground. Besides there is the factory, a four story and a basement structure, 50x165 feet in area, and provided with four boilers of eighty horse power each and two engines of 100 horse power. The factory has a capacity of 300 pairs of boots and shoes, and 600 dozen overalls daily. The drug department is also separate from the main establishment. It is 50x135 feet in dimensions, is handsomely appointed and thoroughly equipped with a pure, fresh stock of drugs, chemicals, tinctures, and in fact everything to be found in a first-class drug store. The main building is a vast bazar, containing everything one would wish to buy in a day's shopping, from a barrel of flour to a broom clasper, from a bonnet in the height of the mode to a box of pills. The close margin upon which the goods are sold has been productive of most satisfactory results, and many run an account nowhere else, its large stock enabling customers to purchase at this one place anything they wish to eat or wear, for household or any other purposes. Every department is perfect both in its appointments and organization. The store has high ceilings, is electric and gas lighted, is presided over by competent managers, assisted by obliging help, and is in every respect thoroughly up with the times and a model modern establishment. One of the principal features is an elevator of the most modern construction, costing $5,000, which runs from the main establishment, and connects with all departments except the drug store, thus affording customers facility and comfort. Every effort is made to cater to their safety and convenience of patrons and the vast institution solicits trade the same as the smallest mercantile establishment, the management being ever alert to maintain the unequaled reputation it has achieved. Manufacturers, wholesale and retail dealers in all kinds of merchandise, a world famed institution, Zion's Co-Operative Mercantile Institution is an enterprise of which we may well feel proud. As stated, its business is here, that is only a part of this great concern, which has large branches at Ogden and Logan, Utah, and Idaho Falls, Idaho. In the different establishments over $500,000 is paid in salaries annually. The officers and directors of this company are widely known as able and progressive business men and rank among our leading capitalists and financiers. The stockholders are to be found not only in Utah, but also in Nevada and other Western states and territories, even to New York and the New England states. The officers are Messrs. Wilford Woodruff, president, Moses Thatcher, vice-president, Thomas G. Webber, secretary and A. W. Carlson, treasurer. The board of directors comprises the following well known gentlemen: Messrs. George Q. Cannon, Joseph F. Smith, Heber J. Grant, George Romney, J. R. Winder, H. Dinwoodey, Abram Hatch, J. R. Barnes, W. H. Rowe, John Henry Smith and F. M. Lyman. Mr. T. G. Webber is general superintendent and we are safe in saying that there is no better known gentleman in the Territory. His courteous and unswerving politeness are well known characteristics and there is no more popular man in the city than Mr Webber. Much of the success of this great enterprise is due to his able management and that he is a man of marked ability is fully attested by the great success he has attained. He has lived here many years and is universally esteemed. Mr. Webber is also otherwise interested, being a director in Zion's Savings Bank & Trust Co., also the Home Life and Fire Insurance Co., besides being connected with many other enterprises. Mr. A. W. Carlson, the treasurer of the institution, is also widely known in financial and commercial circles and is a man of a lot center of abilities well qualified for the trust reposed in him. He is interested in several other leading enterprises.

Spencer Clawson & Co.

Salt Lake City draws its business support not only from the Territory of Utah, but from the adjoining rich states and territories which are rapidly being developed. Prominent among the wholesale establishments, not only of Utah but of the Pacific Coast, and Rocky Mountain region is the well-known firm of Spencer Clawson & Co., wholesale dealers in dry goods, who occupy a substantial and capacious four-story building and basement, on Broadway. The first floor of the building is utilized for staple goods the other three floors being devoted to fancy goods. This popular firm is an old one, having been established as long ago as 1884 by Mr. Spencer Clawson, since which time, its business has steadily increased. They employ a large force of competent assistants, while several traveling men are kept constantly busy in supplying the wants of the patrons, the trade of the firm extending out and all over Utah, but throughout the surrounding States and Territories. The extent of the business that is done by this firm may be judged from the statement that the annual sales amount to over $500,000. The firm is composed of Mr. Spencer Clawson and Mr. Orson Rogers. These gentlemen are both natives of Utah. Mr. Clawson is a director in the State Bank of Utah, treasurer of the Brighton Young Ward Company, director of the Chamber of Commerce, one of the Salt Lake City Street Railway, besides being interested in numerous other enterprises. Mr. Rogers is an active business man who is widely and favorably known in this section. He owns a considerable amount of real estate.

Morrison, Merrill & Co.

The above firm is a faithful representation of the largest Lumber Yard in Salt Lake City, that of Morrison Merrill & Co., located two blocks north of Union Pacific Passenger Depot and connected with the Union Pacific tracks. This firm was established in 1869 and so rapid has been its advancement, so prominent its prosperity, that to day it ranks among the foremost in its line in this section of the west, controlling an extensive trade through Utah, Idaho and Nevada, from the Salt Lake office, while the Cheyenne branch looks after the Wyoming trade. Both parties are partners, those in Salt Lake covering in all an area of two acres and being provided with the largest private track in the city, capable of holding eighteen cars. The company carries lumber of all kinds and building material, such as sash and doors, shingles, moulding, plastering, lath, nails, cement and building paper, coal for roofing pitch, etc., and have furnished the materials for most of the modern large blocks of the city including the Knutsford Hotel, Commercial Block, Daily building, Eagle block, Brooks Arcade, and innumerable smaller blocks and residences. These facilities for wholesale trade are especially advantageous, a feature of no small import being the two shipping points maintained by them, which enables them to receive and handle more lumber and keep it in better stock with the markets of east and west than a single yard, which gives them immense advantages for their wholesale trade. The trade is already so extensive it is far from its limit yet and our business men may be regarded as in the light of a herald of the brighter future inevitable. The officers of the company are: President, S. W. Morrison, Secretary and treasurer, Edward Merrill; Vice President, Spencer Merrill. These gentlemen are all young, active and enterprising, and take rank among the progressive and influential citizens of Salt Lake.

The Selden-Judson Drug Company.

Importers and wholesale dealers in drugs, etc., is the largest house of its kind in this section of the West, controlling a trade through Utah, Idaho, Montana, Wyoming, Nevada and Western Colorado. In 1882 Messrs. Roberts and Nelden established the business, the present company being incorporated in 1892, and the officers are W. A. Nelden president; John J. Judson, vice-president; Eli C. Smith, treasurer, and W. H. Mattson, secretary. The offices and salesrooms occupy a handsome three story and basement building, 25x132 in area, thoroughly modern and complete in its equipment and appointment. The stock embraces drugs, chemicals and sundries, supplies of all kinds, representing the best productions of home and foreign markets, all importations being made direct. The officers of the company are all men of prominence in the city.

Utah Carpet & Drapery Company.

Salt Lake City is rapidly becoming a trade center, and this most desirable result is mainly attributable to the energy and enterprise displayed by her leading business men. The Utah Carpet & Drapery Co., was organized and incorporated two and a half years ago, with $50,000 capital stock. The large volume of business is now transacted, fully attests the ability of its management. The company is composed of some of our leading business men. Mr. Fred. Simon is president; Mr. Louis Simon, vice-president; Mr. W. F. Earls, treasurer and manager, and Mr. George L. Nye, secretary. The premises occupied are at 27 W. First South street, and are admirably adapted for the business. The stock carried consists of a large and handsome assortment of carpets, draperies, linoleums, blankets, oil cloth, etc. Besides its immense retail business in this city, this house carries on an extensive wholesale trade. Commercial travelers represent this concern, throughout Utah, Idaho, Nevada, Montana and Wyoming, and every year new territory is added to the already large business. It is the only house here dealing exclusively in carpets and drapery. Their store is one of the finest in town and several clerks are required to wait on the large patronage. This concern has, from the beginning, based its business principles on honesty and fair dealing, and have never deviated from this rule. Their goods are always the best that can be bought for the prices charged, and the public have come to rely implicitly on every representation made by this house.

H. Dinwoodey Furniture Company.

A business house that has been one of the most important properties and mainstays to our commerce, for the past forty years, is that which forms the subject of our sketch. The H. Dinwoodey Furniture Co., is one of the representative of our large business houses, and we point to it with pride as an example of Salt Lake city enterprise. The business was established by Mr. H. Dinwoodey in 1869. Owing to his ability and business capacity, it has succeeded in weathering the waves of adversity and panics, and is today one of the most successful mercantile establishments in the city. In 1891 the concern was made a corporation, the following gentlemen, well known in commercial circles, forming the incorporators: Mr. H. Dinwoodey, president; Mr. W. S. Terrill, vice president; Mr. W. B. Watson, secretary and treasurer; Messrs. W. J. and W. T. Dinwoodey and W. P. Jennings, with the above named officers form the board of directors. The premises occupied are in keeping with the business, and consist of a handsome six story brick building, that is an ornament to the section of the city in which it is situated. In the rear of this main building is a large three story warehouse, adjoining which is the varnish department, equipped in every respect, and several commercial travelers represent the company throughout this and the adjacent states. The salesrooms are a handsome place as it is imposing on the outside, and is replete with the finest and largest assortment of goods west of the Mississippi and the requirement of any commodious city retailer.

Clinton Bros.

This firm was founded about fifteen years ago and has attained the utmost importance to our commercial events. Their place of business is in the Jennings Block, on the second and third floors of which they occupy spacious apartments. In their stores one will be found on the finest and most modern novelties in the way of fancy millinery, besides all the immense stock appertaining to the business. Their stock is constantly being replenished as the season fashions appear, and no house in the west is in a favorable position of selecting their trade as Messrs. Songer Bros. They also deal extensively in women goods of every variety. The firm has a New York office, where all new stock is selected and purchased. Their business has increased and extended and now covers the Territory embraced in Utah, Idaho, Montana, Wyoming, Nevada and Oregon. A large force of commercial travelers are on the road representing the institution. The firm is composed of Messrs. Fred and Louis Clinton, both of whom are representative citizens. Mr. Fred Clinton is president, and Mr. Louis Simon vice president of the Utah Carpet and Drapery Co., another leading establishment of Salt Lake City.

A. J. Orem.

Nevertheless the fact that Mr. A. J. Orem has been engaged in his present enterprise only about four, he has already become one of the leaders in his line, and his success is a fair indication that always comes to energy and enterprise, when combined with good time in the selection of goods. His stock is notices is shown in infinite variety of grade and extent at his store, 50 W. First South street. The premises comprise three ground floor and basement, 25x100 feet in dimensions. Herein is contained an immense stock of goods, and everything that could possibly be included under the general term, notions. Mr. Orem has developed a very large trade, which extends throughout Utah and contiguous territory. He employs a staff of commercial travelers, who represent the house in the above territory. The prices are such as to defy any ordinary competition, and it may be safely said that there are few such representative houses as this existing. Mr. Orem, the proprietor, has resided in Salt Lake a number of years, and is well known. He is thoroughly identified with the Territory, and is a strong advocate of home industries. Mr. A. J. Orem recently bought out the entire stock and business of the Utah Suspender Co. and all the goods in that line hereafter offered by him for sale, will be made in his factory, the product of home labor, and guaranteed.

Sears Glass & Cutlery Company.

This is one of the leading and most prominent companies of its kind, west of Kansas city, and its high position in the trade speaks volumes in praise of the business enterprise its promoters. The business was established twenty years ago by Mr. N. Sears, and after many years of prosperity, was incorporated under the present style, in 1884, with Mr. Sears president and general manager. The premises occupied, consist of the three floors at 32 W. First South street. The factory is at 229 W. First South street, and is 25x80 feet in area. The company imports and deals in paints, oils, linseed, putty and window glass. They are sole agents for the celebrated Berry Bros.' varnishes and Heath Milligan paints. A special feature in its business is the manufacture of show cases, art and stained glass, and in this particular Sears Bros. company, are far in advance of any other similar concern in the West. The factory is thoroughly equipped with all the latest machinery and appliances, and the productions of this company are the equal of any of the large manufacturers in the East. This concern does an immense volume of business, and not only does it supply the Salt Lake city trade, but deals direct with all the large dealers throughout Utah, Idaho, Wyoming and Nevada. Most of the principal churches, public buildings and fine private residences throughout the above territory, have received their supplies from this house. Mr. N. Sears the founder, president and general manager of the business, has for many years been a conspicuous figure in commercial circles. He is one of our progressive business men, and it is due his energy and abilities that the house now ranks so high. He is a director in the Grant Shoe company, and is also largely interested in mining enterprises.

C. S. Martin.

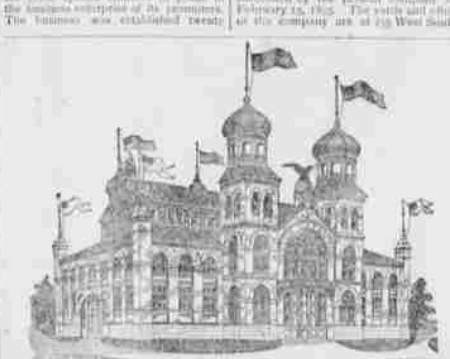
Utah has for some time been raising fruit, of a quality that excite the wonder and admiration of people from the Eastern states. Quite a large number of people in this city are engaged in the business of dealing in and handling fruits and produce. The business gives employment to a great many of our citizens, and a large amount of capital is invested in it. One of the best known dealers in fruits and produce in Salt Lake city is Mr. C. S. Martin, whose office and salesroom are at present at 74 Market Row, but as soon as arrangements can be made, Mr. Martin will build a large warehouse on the ground now occupied by him as a coal yard. This business was established a little over four years ago by Mr. Martin, who, during that brief time, has been successful in working up a large and constantly increasing patronage. About two years ago he added coal to his other articles which he handles. He has a coal office in the McCornick building, and considerable yards at from No. 400 to 450 South Third West street, on the line of the Union Pacific tracks. He does a trade both wholesale and retail in coal, delivering to all parts of the city, and making a specialty of well screened coal. He sells fruit in the city to the wholesale houses and also largely in Ogden. In the matter of small sales, Mr. Martin has handled more than all the other dealers combined. He handles all goods consigned to the Salt Lake market, by the Fruit Growers' association of Fresno, California, composed of over one hundred fruit growers, and also the Fresno Co-operative Fruit company, representing about twenty-five growers; Bell Flye & company, and M. Rosenberg, of Sacramento, California; the Auburn Co-operative Fruit company, of Auburn, California, and a number of growers in different parts of California. He also has quite a number of Oregon, Idaho and Utah shippers of fruit and produce.

The Hughes Fruit & Produce Co.

This enterprise was established in 1891, by Mr J. H. Hughes, who is the sole proprietor on First South street, and now later he removed to larger quarters on West South Temple street, on account of the decrease of his business remained was ready to his present spacious quarters. The premises occupied are situated at 18 and 20 West South Temple street and are 30x120 feet in area, affording accommodations for the large stock always carried. Mr Hughes handles in large lots California and Utah fruits and vegetables of all kinds, oranges, bananas, lemons, apples, sweet potatoes, melons, etc. He also deals in Oregon oranges, lemons and green fruits, he is sole agent of some of the largest packers in that state. A specialty is made of foreign and domestic fruits and Mr Hughes possesses the best arranged premises in the city for that purpose. In addition to the above he also conducts a general wholesale commission business and handles very extensively in carload lots all kinds of country produce, fancy creamery and dairy butter, eggs, poultry, game, cheese, honey, dried fruits, etc. Mr Hughes is one of the largest dealers in his special line in the West and besides the establishment here, he has most flourishing branches at Ogden, Utah, and Grand Junction Colo. His business is widespread in extent and covers the entire territory in Utah, Idaho, Wyoming and Colorado. For the local business more twelve men are employed besides three traveling men. Several wagons are also used. Mr Hughes has connections with the leading farmers and growers and is in daily receipt of such country produce. He is at all times prepared to receive consignments of any magnitude of staple fruits and dairy produce, and guarantees on the same quick sales and prompt returns. His business are incorporated and all departments are arranged with a special adaptability to the business. Mr Hughes is well known in commercial circles, and is highly esteemed for his ability and integrity. He is a courteous, genial gentleman.

Utah Lumber Co.

A notable concern engaged in the lumber business in Salt Lake City is the well-known Utah Lumber Co. This business was established in 1890 by Messrs Lawver, Conrad & Co., who were succeeded by the present company on February 15, 1891. The yards and office of the company are at 159 West South street. The company carries a large and well assorted stock of lumber of all kinds, and also building material, such as sash and doors, shingles, moulding, plastering, lath, nails, cement and building paper, coal for roofing pitch, etc., and have furnished the materials for most of the modern large blocks of the city including the Knutsford Hotel, Commercial Block, Daily building, Eagle block, Brooks Arcade, and innumerable smaller blocks and residences. These facilities for wholesale trade are especially advantageous, a feature of no small import being the two shipping points maintained by them, which enables them to receive and handle more lumber and keep it in better stock with the markets of east and west than a single yard, which gives them immense advantages for their wholesale trade. The trade is already so extensive it is far from its limit yet and our business men may be regarded as in the light of a herald of the brighter future inevitable. The officers of the company are: President, S. W. Morrison, Secretary and treasurer, Edward Merrill; Vice President, Spencer Merrill. These gentlemen are all young, active and enterprising, and take rank among the progressive and influential citizens of Salt Lake.



Lambert Paper Co.

Among the many business houses that contribute so much to our commercial activity none are of more importance than the Lambert Paper Co. The business was established three years ago, by the Granite Paper Mills Co., with Mr. George C. Lambert as manager, who has since purchased the entire business and took his son into partnership with him. The premises occupied for the business are situated at 23 West First South street, with a warehouse in the rear 50x100 feet in dimensions. The stock carried is immense and embraces everything in the line of printers' supplies, stationery, wrapping paper, paper bags of all kinds and grades, boxes, paper cutters, etc. The stock also embraces a full line of agate and lee cream pails, candy boxes, jo plates, etc. Ten men are employed in the store and warehouse. The trade is not merely local but extends throughout Utah, Wyoming, Idaho, and Nevada, the company having a traveler representing the company in that territory. This house is the principal one of its kind in this section of the country, and its annual sales are immense. Mr. Lambert is well known in local commercial circles, is a worthy member of the Deseret News, and still further back manager and part owner of the Juvenile Instructor book and job printing office, in fact was interested with the printing and publishing business in the Territory for more than a quarter of a century. As a stockholder he is also interested in many of the leading commercial and manufacturing enterprises of the Territory, and the owner of extensive realty in the city and county.

Jough & Fabian.

As a great commercial center of the west and the main distributing point for Utah and adjoining Territories, Salt Lake wields a large influence in the general merchandise business, and many leading houses have grown up and are engaged here in that special line of enterprise. Among the most influential we note the firm of Messrs. Jough & Fabian. These gentlemen formed this business some thirteen years ago, and have developed it to immense proportions. Their office and warehouse are situated at 247 W. Second South street. The premises occupied for some of the largest companies and manufacturers in the United States, have for their goods throughout Utah, Wyoming and Idaho. They represent the following well known and reliable manufacturers and dealers, viz: The Armour Packing Co., of Kansas City, and Chicago, Illinois; The Chicago Chicago; The Diamond Match Co.; The Helmrich Condensed Milk Co.; The I. K. Annely Co., dealers in canned goods and dried fruits; The Union Fish Co.; M. J. Brandenstein & Co., dealers in rice and tea. These are all celebrated business houses, whose reputation places them beyond the requirement of any commendatory remarks.

Utah Soap Co.

A business enterprise that has been one of the most important properties and mainstays to our commerce, for the past forty years, is that which forms the subject of our sketch. The Dinwoodey Furniture Co., is one of the representative of our large business houses, and we point to it with pride as an example of Salt Lake city enterprise. The business was established by Mr. H. Dinwoodey in 1869. Owing to his ability and business capacity, it has succeeded in weathering the waves of adversity and panics, and is today one of the most successful mercantile establishments in the city. In 1891 the concern was made a corporation, the following gentlemen, well known in commercial circles, forming the incorporators: Mr. H. Dinwoodey, president; Mr. W. S. Terrill, vice president; Mr. W. B. Watson, secretary and treasurer; Messrs. W. J. and W. T. Dinwoodey and W. P. Jennings, with the above named officers form the board of directors. The premises occupied are in keeping with the business, and consist of a handsome six story brick building, that is an ornament to the section of the city in which it is situated. In the rear of this main building is a large three story warehouse, adjoining which is the varnish department, equipped in every respect, and several commercial travelers represent the company throughout this and the adjacent states. The salesrooms are a handsome place as it is imposing on the outside, and is replete with the finest and largest assortment of goods west of the Mississippi.

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W. J. Walsenholme.

The local interests of Salt Lake City are well and ably represented by Mr. W. J. Walsenholme, at West Second South street. This firm was established six years ago by Walsenholme & Morris, and in April, 1893, Mr. Walsenholme became sole proprietor. He is one of the most extensive dealers in coal in the city. He operates an extensive yard located at the corner of First West and Second South, and known as the Pleasant Valley Coal Co., and also owns and operates half a block. It is provided with every facility for the prompt and economical handling of the immense consignments daily received, also vast sheds and packers for ready sales. Mr. Walsenholme employs forty men during the winter months. Mr. Walsenholme handles the best grades of anthracite, black smith coke, charcoal and Scranton coal. During the intensely cold weather of last winter, he was unable to supply the demand from the mines, and was forced to resort to the purchase of large quantities of coal on the ground floor of the Naylor block at 159-161 State street. The Nursery Farm, devoted to the growth of nursery stock, is located at eighty acres and is situated on North East street and South Boulevard, is easy of access as the Rapid Transit electric car line runs by the place. The company grow for sale all kinds and descriptions of fruit and ornamental trees, small fruits, roses, shrubs, etc., and are the largest nurserymen in this intermountain region. Their business has grown to enormous proportions and extends not only throughout Utah but also the surrounding states and territories. The president of the company is Mr. J. A. Gordon, a representative and well known business man. Mr. Gordon is thoroughly versed in all the details of the business and his zeal and enterprise have materially assisted in promoting the success to which this concern can attribute. We are proud of many of our leading enterprises which have raised Salt Lake to a high commercial position and we glad to be enabled to mention such a representative establishment as the Utah Nursery Co., and do not hesitate to commend it to those of our readers who may desire to make purchases in that line.

Flower Nursery Company, 542 Dooley Building.

Away back in 1869, this business was established by Mr. Thomas Woodward, upon a comparatively small scale, and rapid and permanent development has followed. In 1893 Mr. Tyler, seeing no extensive growth, the formation of a stock company was deemed advisable, and the present style chosen. The term of the representative interests of its kind in the West, the company now having seventy-five acres of land at Holladay years ago by Mr. N. Sears, and after many years of prosperity, was incorporated under the present style, in 1884, with Mr Sears president and general manager. The premises occupied, consist of the three floors at 32 W. First South street. The factory is at 229 W. First South street, and is 25x80 feet in area. The company imports and deals in paints, oils, linseed, putty and window glass. They are sole agents for the celebrated Berry Bros.' varnishes and Heath Milligan paints. A special feature in its business is the manufacture of show cases, art and stained glass, and in this particular Sears Bros. company, are far in advance of any other similar concern in the West. The factory is thoroughly equipped with all the latest machinery and appliances, and the productions of this company are the equal of any of the large manufacturers in the East. This concern does an immense volume of business, and not only does it supply the Salt Lake city trade, but deals direct with all the large dealers throughout Utah, Idaho, Wyoming and Nevada. Most of the principal churches, public buildings and fine private residences throughout the above territory, have received their supplies from this house. Mr. N. Sears the founder, president and general manager of the business, has for many years been a conspicuous figure in commercial circles. He is one of our progressive business men, and it is due his energy and abilities that the house now ranks so high. He is a director in the Grant Shoe company, and is also largely interested in mining enterprises.

C. S. Martin.

Utah has for some time been raising fruit, of a quality that excite the wonder and admiration of people from the Eastern states. Quite a large number of people in this city are engaged in the business of dealing in and handling fruits and produce. The business gives employment to a great many of our citizens, and a large amount of capital is invested in it. One of the best known dealers in fruits and produce in Salt Lake city is Mr. C. S. Martin, whose office and salesroom are at present at 74 Market Row, but as soon as arrangements can be made, Mr. Martin will build a large warehouse on the ground now occupied by him as a coal yard. This business was established a little over four years ago by Mr. Martin, who, during that brief time, has been successful in working up a large and constantly increasing patronage. About two years ago he added coal to his other articles which he handles. He has a coal office in the McCornick building, and considerable yards at from No. 400 to 450 South Third West street, on the line of the Union Pacific tracks. He does a trade both wholesale and retail in coal, delivering to all parts of the city, and making a specialty of well screened coal. He sells fruit in the city to the wholesale houses and also largely in Ogden. In the matter of small sales, Mr. Martin has handled more than all the other dealers combined. He handles all goods consigned to the Salt Lake market, by the Fruit Growers' association of Fresno, California, composed of over one hundred fruit growers, and also the Fresno Co-operative Fruit company, representing about twenty-five growers; Bell Flye & company, and M. Rosenberg, of Sacramento, California; the Auburn Co-operative Fruit company, of Auburn, California, and a number of growers in different parts of California. He also has quite a number of Oregon, Idaho and Utah shippers of fruit and produce.

The Hughes Fruit & Produce Co.

This enterprise was established in 1891, by Mr J. H. Hughes, who is the sole proprietor on First South street, and now later he removed to larger quarters on West South Temple street, on account of the decrease of his business remained was ready to his present spacious quarters. The premises occupied are situated at 18 and 20 West South Temple street and are 30x120 feet in area, affording accommodations for the large stock always carried. Mr Hughes handles in large lots California and Utah fruits and vegetables of all kinds, oranges, bananas, lemons, apples, sweet potatoes, melons, etc. He also deals in Oregon oranges, lemons and green fruits, he is sole agent of some of the largest packers in that state. A specialty is made of foreign and domestic fruits and Mr Hughes possesses the best arranged premises in the city for that purpose. In addition to the above he also conducts a general wholesale commission business and handles very extensively in carload lots all kinds of country produce, fancy creamery and dairy butter, eggs, poultry, game, cheese, honey, dried fruits, etc. Mr Hughes is one of the largest dealers in his special line in the West and besides the establishment here, he has most flourishing branches at Ogden, Utah, and Grand Junction Colo. His business is widespread in extent and covers the entire territory in Utah, Idaho, Wyoming and Colorado. For the local business more twelve men are employed besides three traveling men. Several wagons are also used. Mr Hughes has connections with the leading farmers and growers and is in daily receipt of such country produce. He is at all times prepared to receive consignments of any magnitude of staple fruits and dairy produce, and guarantees on the same quick sales and prompt returns. His business are incorporated and all departments are arranged with a special adaptability to the business. Mr Hughes is well known in commercial circles, and is highly esteemed for his ability and integrity. He is a courteous, genial gentleman.

Utah Lumber Co.

A notable concern engaged in the lumber business in Salt Lake City is the well-known Utah Lumber Co. This business was established in 1890 by Messrs Lawver, Conrad & Co., who were succeeded by the present company on February 15, 1891. The yards and office of the company are at 159 West South