

# SITUATION QUIET BUT HOPEFUL

Business Conditions Begin to Assume Normal Proportions Once More.

## DEFENSE OF WALL STREET.

Financial Paper Says Capital Provided There is Responsible for Great Industries of Country—Local Trade.

Commercial conditions for the week in this city are quiet, but hopeful. In financial matters the situation has been strengthened and well nigh returned to normal conditions, although now and then there is reported the failure of a bank, as was noted in the dispatches this week from New York, but wherever a weakness exists it would be much better to be manifested now than later on, because, if these should occur from time to time in the near future, it would leave matters in general, and contribute to a condition of apprehension and lack of confidence that would be regrettable.

The matter of general concern now is the rehabilitation of the manufacturing and industrial interests—not to their former condition, for they were never so strong as they are now, but to a condition of activity commensurate with the wants of the country, and a healthy activity. Every energy should be put to this end, and no doubt will be the case, and it is expected by the wisest heads that remarkable activity will ensue in the near future, for there are no inherent weaknesses in existing conditions between the crisis and the present, and it appears to be solid and prosperous, and there is sufficient money for legitimate purposes. But, notwithstanding these hopes, it is well not to be too optimistic as to their early realization. The general business situation is likened to a convalescent typhoid fever patient, a considerable time must elapse before the crisis and complete recovery. All in all, there is good basis for hopefulness.

**PERTINENT PARAGRAPH.**

Along the line of argument in last week's article, in regard to the alleged sin of Wall Street, the following paragraph from an article in the American Banker, in defense of Wall Street, is certainly pertinent.

"The corporations formed to conduct the manufacturers' trade transportation and commerce of the whole country, in most cases, have developed solely by capital brought together in Wall Street and seeking such investments. Without this capital, no development worth rating would have been accomplished, certainly no such development as has taken place, and

## The Wrong Way.

Many Physicians Try to Cure Dyspepsia by Having Their Patients Starve Out the Disease.

This Method May Ruin the Patient.

To become a physician one must study medical literature for a long time and attend several years at a medical college, dissect at least one human body, pass many quizzes and examinations, and at last receive his diploma, which entitles him to the M. D. degree.

Yet all this does not necessarily make a doctor.

We have known many graduates, with their sheepskins, who could not apply the knowledge they had acquired to relieving and curing a patient of dyspepsia.

They were floored by their first attempt to cure such a patient.

They were not to blame for this, for all this knowledge was acquired from medical works which were wholly experimental. They were told to try the following:

- Aromatic Ammonia.
- Bicarbonate of Soda.
- Bicarbonate of Potash.
- Blue Mass.
- Campfire Water.
- Catechu.
- Crescote.
- Hot Water.
- Lime Water.
- Magnesia.
- Mineral Waters.
- Nitric Acid.
- Nitro-Muriatic Acid.
- Nux Vomica.
- Oil of Amber.
- Oil of Calaput.
- Opium.
- Senega.
- Spirits of Lavender.
- Starvation.
- Strychnia.
- Sulphur.
- Sulphate of Lime.
- Tincture Cardamon.
- Tanacetum.
- Tincture Ginger.
- Tincture of Iron.
- Tonic.
- Vegetable Bitters.

In the list hot water is the only remedy that will not do more harm than good, and its use is still an unsolved problem.

If the professor who coaches the graduate would hand him a package of Stuart's Dyspepsia Tablets and tell him that it was a specific for dyspepsia, indigestion, all stomach ailments, and would be his mainstay in such cases, that one grain of its active principle would digest 3,000 grains of food in the stomach, that, and by the way, the stomach would soon regain its normal condition, he would be the student more good than sending him forth with a lot of uncertain knowledge about the cure of these diseased conditions.

The young doctor would gain a reputation by curing his first case of dyspepsia.

The patient cured would sound his praise far and near, and thousands upon thousands who praise Stuart's Dyspepsia Tablets.

Instead of experimenting with the use of medicine in the above list, and doing what patients more than half would always be gaining reputation by always curing his patient.

When he met any indication of a diseased organ, he should discover what hundreds of other doctors have, that the whole trouble started with imperfect digestion and assimilation, and take out of his pocket medicine and a box of Stuart's Dyspepsia Tablets and tell the patient how to use them.

The result would be considered by the patient almost miraculous, and success after success would be achieved by him.

Many blood diseases, skin eruptions and heart troubles yield readily to Stuart's Dyspepsia Tablets, because they cure the insubstantial cause—dyspepsia. If the stomach is wrong, you are wrong all over.

Stuart's Dyspepsia Tablets are sold everywhere at drug stores—50 cents per package.

Send us your name and address today and we will at once send you by mail a sample package, free. Address: J. A. Stuart Co., 150 Stuart Bldg., Marshall, Mich.

# GREAT BLESSING TO MANY PEOPLE

May Mean Much Less Sickness Here When Generally Known To Such Sufferers.

## SIMPLE HOME MADE REMEDY.

Valuable Prescription and How to Prepare It if You Have Kidney or Bladder Troubles or Rheumatism.

This is a simple home recipe now being made known in all the larger cities through the newspapers. It is intended to check the many cases of rheumatism, kidney and bladder trouble, which have made so many cripples and invalids and weakenings of people of all ages and strongest people.

The druggists have been notified to supply themselves with the ingredients, and the sufferer will have no trouble to obtain them. The prescription is as follows: Fluid Extract Dandelion, one-half ounce; Compound Kargon, one ounce; Compound Syrup of Sarsaparilla, three ounces. Mix by shaking well in a bottle. The dose is one teaspoonful after each meal and at bedtime.

But unless you go to the trouble to ask the druggist for the Dandelion and Sarsaparilla separately, and then buy one ounce Kargon Compound, in an original (unopened) package, plainly printed, Guaranteed No. 108 under National Drug Law, and mix the Kargon with the other ingredients at your home, you had better not use this effective prescription at all. It may be worse than useless, perhaps even harmful, and your money wasted. Under no circumstances should the prescription already prepared, nor accept any excuse for offering it to you that way.

Purchase separately the Kargon Compound, No. 108 Guarantee, as explained above, and mix these three ingredients at home yourself, or don't use at all.

Recent experiments, even in severe rheumatic cases, prove this simple mixture the remedy for Rheumatism, because of its positive action upon the eliminative tissues of the kidneys. It cleanses the kidneys, strengthens them and removes quickly such symptoms as backache, blood disorders, bladder weakness, frequent urination, painful, scalding and discolored urine. It acts as a powerful stimulant to the entire kidney and bladder structure, puts new life into them and invigorates the entire tract.

All the ingredients, states a well-known local druggist, are of vegetable extraction, making it a safe and harmless prescription at any time.

Those who suffer and are accustomed to purchase a bottle of patent medicine should not let a little inconvenience interfere with making this up.

yet the very people who are benefited by employment made possible by their enterprises have been taught to scoff at and revile Wall Street. The capital of the country invested in the stocks and bonds of our great railway and industrial enterprises owned and broadcast throughout the States, and yet without the exchanges to furnish a daily market for them—a market which would convertible into cash at a moment's notice—they would fall like a dead bird, and all further enterprises would be stifled. The very speculation that is so much condemned is what makes the market broad enough to furnish one set of men willing to risk a part of their own money and to borrow the rest to enable another set of men—investors, capitalists, merchants, farmers, and miners—promptly to dispose of their holdings, if they wish to change the form of their investment, to use their money in their own enterprises. The competitor in the market for these securities if what upholds their value; without a market they would drop like any other commodity where the individual owner must search out an individual buyer, and submit to enormous discount just because he wants to sell."

**BIG REALTY DEAL.**

The real estate situation the past week was enlivened materially by the Popperston Place deal, whereby Mr. Samuel Newhouse became the possessor of that piece of property covering about 145 acres, that had not up to date passed out of the hands of the Denver Syndicate Investment company. The total of the mortgage assumed and the actual cash paid in the transfer is put at \$225,000, although the consideration on the transfer sheet is recorded at one dollar. It is stated that Mr. Newhouse will expend a large sum of money in local improvements this spring, which means work for many mechanics and laboring men. The transfer is the sizable deal of the year so far and is hoped that it will prove merely the forerunner of other large realty transfers which mean local development and improvement.

**WORK ON BIG BUILDINGS.**

Otherwise the real estate situation is naturally inactive at this time of year; but dealers find enough to do in moderate sales which in the aggregate amount to a respectable figure. General building is reduced to its lowest terms, for the time being, but as the roof is now on the Judge building, and the windows screened, interior work goes on entirely independent of the weather. Then the delay in the Newhouse buildings caused by injury to a number of important great stones in transit, has been ended by their duplication, so that the superstructure of steel which was held back in consequence, is now being rapidly put up. As the remainder of the steel is on hand, the completion of the remaining four stories of both buildings is now promised in three weeks. There will be the most imposing structure between Denver and San Francisco. The contract for part of the new warehouse of the Salt Lake Hardware company has been let, and that structure, which is the largest in the largest warehouses in the intermountain country, will follow ahead, as fast as climatic conditions will allow.

Houses for rent are now to be had, though not in any number, and there does not appear to be any effort of landlords to push up rentals.

**LUMBER PICKING UP.**

The lumber trade reports business increasing gradually, although collections are not what they should be. Saw buyers are picking up the recent slump. Dealers report inquiries from different points of the state, and from the north, so the future looks brightening. A letter from a big Portland firm says there is quite a heavy trade up there, with prices even, better than have obtained heretofore. Business has picked up remarkably in the last 10 days. The single market is on the advance, an increase of 2 1/2 to 3, 1,000 having been made since last week.

However, the advance will not be reflected in the local market as it is largely a ready-made market, not taking into the recent slump. Indications point to an advance shortly in cash and doors—the former due to increased prices in glass, and the latter due to scarcity of the particular lumber, which makes it hard to obtain.

Dealers are much interested in the late quotation, final arguments on which are to be held March 4 next, before the interstate commerce commission. In the meantime rate matters remain in statu quo, although there are plenty of cries now to be had.

## GOOD TIMES IN SIGHT.

The hardware trade reports good times in sight, although the weather is not too favorable. Orders are being received from the country districts in gratifying quantities, and the fact that prospectors are going out into the hills brings custom from them in the latter of equipment. General trade in hardware is encouraging. Farmers are buying rope, hose, shovels, plow tools, etc., and had the recent mild weather conditions, this would have been helped by another week. There is a demand for skates by miners in getting around the hills where the snow is deep, for skates are called for by goodly quantities now that skating weather is at hand, and there is still a steady sale of hunting goods and equipment.

## WHOLESALE PRICES DOWN.

Local jobbers in dry goods report nothing special this week locally. Cotton price reductions have gone through all the lines, so that the whole structure rests on lower levels, and buyers now feel more confidence. This new level is 20 per cent below that of a month ago. Dress gingham have held up their prices, while common gingham are off in price both north and south. The market is looking better for the time of year, with conditions returning to the normal. Large New York jobbers are said to be considerably disturbed over the situation in local technicalities accumulated, and it is now the purpose of all agents to move them and not stock up. It is one of the penalties of the year that merchandising of cotton goods will be done at close margins, and cotton speculation is only adding to the difficulties of the situation. Jobbers complain of its being hard to do business, with the demand for uniforms, and the accounts of the season, than ever before. Buyers are assuming they have the right to cancel orders because prices are declining, and falling in this, they reject goods, and annual contracts on technicalities. In short, the moral tone of the trade seems to be retrograding, especially in view of the commendatory way the market has been held together the fall. Much of the trouble is reported as having resulted from feverish ordering of goods in August and September which now suggests pure speculation.

## FURTHER CUTS PROBABLE.

Shirt makers who were unable to get all the woven fabric last year, or were handicapped in prices substituted printed fabrics, and now, with the market is now more than well supplied with this class of goods. But the leading mills making fine woven shirts have all the business they can handle, and the price of the fabric is not taking hold, so there is chance of another cut. On the finer printed goods, some of the mercerized lines are doing well, but it is not certain but that price cutting will be done. There are some prominent lines before March 1. Advanced showings of fall lines of cotton dress goods, include shepherd checks, fancy plaids, and stripes in a wide range of colors. The line has been some reduction in sheetings and denims, but nothing sharp. Cotton linings have taken a drop, satens and spungias effects especially. The hosiery and underwear trade for fall has not opened auspiciously, and efforts to advance prices have been performed abandoned. Prices are no higher today than they were for the fall season of 1907, and in some cases they are lower. Sellers are waiting for buyers to place orders, but there are comparatively few as yet. Salesmen on the road report poor business and lack of interest among buyers.

## RETAIL TRADE SEASONS.

The local retail trade is largely "between hay and grain." The buyers have gone east, and are not busy selecting spring and summer stocks. In the meanwhile, dealers are using every phase of ingenuity to push out a part of the summer stocks, and such success that in 30 days there ought to be very little left. Next week there will be special embroidery sales which are sure to stir up the feminine part of the community. The girls at the glove counters are not having much to do, so they have lots of time to think. In general, purchasing is along staple lines, and not much else.

## CLOTHING TRADE DULL.

The local clothing trade reports business dull for the past week, in both wholesale and retail lines, though low prices are being offered. There is a view to getting rid of the season's stock. The shoe trade reports dull business also in leather lines, but with business fairly in rubber goods, on account of the snow. There is a slight shrinkage reported in straight leather, but it is considered only temporary. There do not seem to be any features of moment in either of these trades this week.

## BUSINESS NOTES

The week has been a lively one in local commercial circles, and most of the week in the city has been busy. The declaration of an extra dividend on both classes of stock by the Consolidated Wagon & Machine company had a very bracing influence, particularly when it was given out that the dividends for the coming year had been earned and were set aside from the profits of the past year's operations. The two dividends were paid today.

Z. C. M. I., State Bank, Amalgamated Sugar, and Utah-Idaho Sugar have joined in the advance. Cannon & Cannon report bids of \$200 for Zion's Savings bank. The following are the latest quotations:

Amalgamated Sugar Co., pfd.	\$ 92.50
Amalgamated Sugar Co., com.	152.50
Beneficial Life Insurance Co.	110.00
Con. Wagon & Machine Co., pfd.	162.00
Con. Wagon & Machine Co., com.	95.00
Commercial National bank	175.00
Deseret National bank	280.00
First National bank, Ogden	295.00
Home Fire Insurance Co.	180.00
Heber J. Grant & Co.	130.00
Lewiston Sugar Co.	12.00
National Bank of the Republic	145.00
Ogden Savings bank	240.00
Pravo Com. Bldg. Co.	145.00
Rocky Mtn. Bell Tel. Co.	70.00
State Bank of Utah	190.00
Sugar City Townsite Co.	125.00
Thatcher Bros. Banking	147.00
Utah-Idaho Sugar Co., pfd.	180.00
Utah-Idaho Sugar Co., com.	9.00
Utah National bank	140.00
Utah Savings & Trust Co.	109.00
Western Loan & Trust Co.	140.00
Zion's Savings Bank & Trust Co.	200.00
Z. C. M. I.	192.50

## BONDS.

Salt Lake City Railroad ..... 100.00  
Sumpter Valley Railroad ..... 101.00  
Utah County Light & Power Co. .... 100.00  
Utah Sugar Co. .... 102.50

## YOU CAN LAUGH AT THE THOUGHT

of any distress after eating if you will only begin the meal by taking a dose of Hostetter's Stomach Bitters. It will prepare the stomach for the food, aid in its proper digestion and assimilation and keep the bowels open.

**HOSTETTER'S STOMACH BITTERS** can thus prevent and cure Sick Headache, Flatulency, Heartburn, Bloating, Vomiting, Indigestion, Dyspepsia, Colic and Female Ills. Try it today.

# CREDIT. "All Honor to the Man Who Pays His Debts."

"All honor to the man who pays his debts."

In considering this subject, let us have a clear conception and understanding of what credit is. Credit is "reputation derived from the confidence of others; esteem, honor, reputation, to confide in the truth of; to put trust in; to believe."

In the eagerness to do business, with the continual competition that exists, credit is, perhaps, too easily obtained; and the truth of the old maxim is literally exemplified: "That which is easily gained is little valued." This very fact is undoubtedly responsible for a large proportion of the failures that take place in business affairs. It is estimated that 96 per cent of the people engaging in merchandising make a failure of it. Lack of knowledge or experience is another feature. It is often the case that people go into the business of storekeeping without any previous training or fitness for the business. Now, if one adds the fact that his capital is very limited as well as his experience, can he reasonably ask or expect to obtain a line of credit? Does not the prospective storekeeper realize that the credit department of the house of which he is an applicant, think that these things will be required and duly weighed. The burden rests therefore upon the seeker of credit to prove his worth and right to have confidence reposed in him.

Present conditions emphatically demand that closer scrutiny and greater care be exercised in the passing upon applications for credit and that a line be placed upon accounts in respect to location, volume of business and capacity to spread out and increase. The pernicious habit of pushing sales irrespective of the responsibility of the purchaser is sure cause of the periodical panics that come upon the country. No sooner is a store established and business commenced, than every drummer in the country who has a line to be placed upon accounts and the persuasive suave manners of the average drummer are too often sufficient to catch the unwary, inexperienced merchant in his net of sophistry. And then, when he is he is overstocked with goods he does not need and of a kind too often for which there is absolutely no demand. This is only one side of the difficulty.

There is always a certain class of people just looking out for the chance of a new or fresh storekeeper whom they believe to be an easy mark. They will come and trade with you beginning by always paying cash. Very shortly, however, they will have some excuse for asking credit for a week, or even a month, and end ultimately in a large account very difficult to collect. Here is where a little experience and tact is necessary and the courage to refuse credit to a source that will not bear ample investigation and inquiry. It is not the single account owing, however, that embarrasses the retailer or whole-

# How Prevailing Hard Times Hit Highbrow Row New York.

In a personal letter from Will Irwin, one of the best known of the younger New York writers, to a Salt Lake friend, an interesting and picturesque view is given of how the hard times have "hit Highbrow Row." The letter deals with the writers who fill the pages of the bigger magazines, Irwin himself being the author of a series of articles recently appearing in Collier's on the Japanese problem. Prior to his career as a magazine writer he was Sunday editor of the San Francisco Chronicle, and afterwards a writer on the New York Sun.

"Times are a little tight on Highbrow Row," says the letter, "The full flush

# TRADE SITUATION IS IMPROVING

Still a Great Many Unemployed And Merchants Are Proceeding Cautiously.

New York, Jan. 31.—R. G. Dun & Co.'s Weekly Review of Trade tomorrow will say:

Seasonable weather and a further increase in the percentage of active machinery combined to improve the trade situation, although there is still a large number of unemployed, and dealers proceed cautiously in preparing for future business.

Prices of commodities have declined on the whole, yet products of the leading industries are fairly well maintained. Mercantile collections are irregular despite the ease in the money market.

More iron and steel plants have resumed, and the outlook is brighter, even every equipment attracting more attention. The situation is better because of the extent to which consumers seek prompt delivery, indicating that the recent season of conservatism has nearly exhausted stocks and suggesting that when confidence is fully restored a vast tonnage of deferred business will be placed.

## FIRE CHIEF FILES REPORT.

Summary of Maintenance Cost for Department and Fire Losses for 1907.

Chief Charles T. Vall of the Salt Lake fire department has filed his annual report for the year 1907. The cost of maintenance is placed at \$70,177.95, and of this \$55,199.39 was paid in salaries.

The actual property loss by fire during the year is placed at \$132,363.90; paid insurance was \$74,839.78; insurance involved, \$1,565,468; property involved, \$3,328,455.

The report includes a table showing the fire losses since 1890 as follows:

Year.	No. of Alarms.	Losses.
1890.....	82	\$256,602.00
1891.....	115	95,820.27
1892.....	124	115,862.25
1893.....	146	135,454.20
1894.....	120	32,661.34
1895.....	144	99,819.16
1896.....	129	30,393.16
1897.....	127	122,188.98
1898.....	127	17,864.04
1899.....	181	54,098.27
1900.....	153	86,372.55
1901.....	176	310,870.55
1902.....	176	2,524.18
1903.....	176	398,608.46
1904.....	202	41,770.74
1905.....	263	54,125.93
1906.....	237	60,293.60
1907.....	211	130,363.90

# TEA

Every pound Schilling's Best is a free sample if you don't like it.

Your grocer returns your money if you don't like it we pay him.

## BANK CLEARINGS.

New York, Jan. 31.—Broadstreet's bank clearing report for the week ending January 30, shows an aggregate of \$2,357,418.00, as against \$2,717,755.00 last week and \$3,594,745.00 in the corresponding week last year. The following is a list of cities:

	Dec.	Jan.
New York.....	\$1,841,984.00	25.0
Chicago.....	214,388.00	6.2
Boston.....	151,880.00	15.6
Philadelphia.....	101,317.00	28.5
St. Louis.....	55,107.00	1.3
Pittsburg.....	47,321.00	1.3
San Francisco.....	33,315.00	29.4
Baltimore.....	24,700.00	17.1
Kansas City.....	22,810.00	21.6
Cincinnati.....	21,008.00	10.5
New Orleans.....	18,140.00	20.0
Minneapolis.....	15,641.00	10.7
Cleveland.....	14,639.00	10.7
Los Angeles.....	13,580.00	36.7
San Antonio.....	12,580.00	10.7
Milwaukee.....	9,651.00	27.5
Seattle.....	8,212.00	25.8
Denver.....	6,980.00	27.9
SALT LAKE.....	5,712.00	27.9
Portland, Or.....	4,455.00	8.6

## SPREADING OF PURCHASES.

This lack of working capital and the desire to increase and spread out too often leads to indiscriminate buying and the spreading of purchases. This pernicious practice, while it may for a brief period conduce to the desires of the merchant will unquestionably involve him in difficulty from which he cannot be extricated, and a meeting of his creditors amounting to \$20,000, a point transpired not a great while ago. A party commenced business with a capital of \$1,000. In about two and a half years time his liabilities spread out over 50 creditors, amounted to \$20,000. A meeting of his creditors was immediately called to consider how best to protect themselves. One sees therefore how easy it is to obtain credit and how many merchants, under the guise of spreading purchases, are actually spreading out their liabilities without proper inquiries. The following brief extract from a country merchant to a large wholesale house reveals the general condition existing: "We have a great many accounts standing out which it seems impossible to collect." They therefore have to ask for extensions and favors from those to whom they are indebted. The store in the country is too often made to carry burdens for which it never was intended.

## MISAPPROPRIATION OF FUNDS.

Does the store need enlarging? or is it necessary to build a new one? Take the cost out of the store. Is it supposed to be necessary to have a gift mill? Again the overburdened store is made to stand the brunt of a new scheme to be established? The store will do a big part of it. Store pay of course is paid out which means increased obligations to your creditors. The usefulness and safety of some stores have been imperiled by taking the earnings and accumulations and investing them in prospects and mines, which too often vanish into thin air. Sometimes excessive dividends are paid prospective of whether or not they are earned.

The extending credit will demand continuously the closer watchfulness. Should there be any difference between a line of credit from a merchant and a loan from a bank? The bank will demand ample security and interest. The tendency is certainly to curtail credits to proper limits, to insist on payments when due, and to make people respect the confidence reposed in them to meet every obligation and just debt with promptness. In this way confidence is strengthened, reputation is maintained, honor is vindicated and the whole commercial and moral tone of the community is enlarged. X. Y.

# WESTERN FUEL CO.

C. H. FISCHER, Pres. W. J. Wolstenholme, Mgr.

February is often one of the coldest months. Prepare for it by placing your order with us. You get what you order.

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## Geo. Romney Lumber Co.

O. D. ROMNEY, MGR.

Let us figure on your next lumber bill. Prompt, satisfactory service assured.

Phones 1-9-5-0. 65 N 1st. West St.

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Biggest PIANO Offering of the Hour!

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In which to dispose of

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Ranging in prices from

\$150.00

Up. You may think this is a snap. If you all and see the Pianos, you'll know it is.

Promoted by Exercise and Cuticura Soap

In the promotion of Skin Health, Cuticura Soap, assisted by Cuticura, the great Skin Cure, is undoubtedly superior to all other skin soaps because of its influence in allaying irritation, inflammation, and clogging of the pores, the cause of disfiguring eruptions. In antiseptic cleansing, in stimulating sluggish pores, in emollient and other properties, they have no rivals.

Get the world. People in London, St. Petersburg, St. Paul, St. Louis, St. Francisco, St. John, St. Petersburg, St. Paul, St.