

# SALT LAKE'S MAGNIFICENT BUSINESS SHOWING

**B**USINESS in Utah, referring to that which concerns mostly the mercantile aspect, during the year 1901 has been of an exceptionally prosperous nature. The increase in mining, beet sugar and canning industries has had a good effect upon the general trend of merchandising, and the firm conviction is expressed in all commercial circles that a continuation of the present situation in these branches of Utah's industrial capabilities is necessary to the future welfare of business from a general point of view. That such continuation will be had is also generally conceded and there is no other prospect but of a moderately optimistic nature.

During eleven months in the year 1901 there have been fifty mercantile failures, in which there were reported liabilities in the aggregate sum of \$195,816 and assets to the amount of \$107,236. A comparison with Bradstreet's report for 1900 shows a very small difference between the two years, for during a similar period in 1900 there were forty-nine failures, involving liabilities to the extent of \$192,862, with assets of \$105,945.

Up to the month of November collections have been exceptionally good, but since December 1 they have been somewhat sluggish, as they always are at that time in all years.

In the matter of mercantile failures the burden of loss has fallen principally upon eastern jobbers, home dealers of that class having come off with very little posted up to their loss account.

Money has been plentiful and a steady demand for it has sustained a healthy condition of affairs in this respect. At the present writing, however, there is more difficulty in securing specie and the demand has rather increased than diminished.

While the year has been a good business one the more optimistic have not quite been satisfied; but no condition, however good, is such but some discontent may make itself apparent.

Prices have been mostly higher, especially in the lines of clothing, dry goods, produce, lumber and grain. These features have registered the heaviest advances to the purchaser, but with scarcely a single exception all other classes of goods have felt the upward tendency. In some cases the increase in price has been good indeed, and in the actual conditions of supply and demand, which are invariably supposed to control values in all commodities, but in these instances the advances have simply been of a sympathetic nature, involving only the influence of association.

As compared with any and all previous like periods the year just ending makes a bright showing; and present indications, even counting in the possible drawbacks, are for a still more favorable showing in the year 1902.

Utah merchants have been heavy purchasers in the east during the year and their standing from a credit point of view has seldom if ever been better than at the present time. Trade in the amount of business transacted and in general in the commercial list of the country. The enormous increase in Salt Lake's monthly totals this year has been of a surprising nature, and the knowledge of the conditions which brought about such accumulations, Denver, Portland, Omaha and other cities, population considered, have been left far in the rear in some months and in one case a small municipality has been good indeed and Utah has much more than kept up with the business procession. The fact is there has been a decided step to the front of the trade moving column.

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COMPARATIVE STATEMENT OF				
BANK CLEARINGS IN SALT LAKE				
MONTH.	1899.	1900.	1901.	
January	\$ 11,101,069	\$ 10,048,666	\$ 13,509,572	
February	6,917,931	7,561,096	10,978,982	
March	7,826,846	9,061,951	10,258,815	
April	7,513,370	9,806,592	11,505,045	
May	9,871,233	10,063,888	14,801,202	
June	9,391,060	8,759,483	17,619,707	
July	9,733,334	9,882,749	22,966,133	
August	9,644,285	8,569,900	14,419,346	
September	16,098,507	9,155,059	14,112,912	
October	12,971,473	11,202,431	18,283,131	
November	12,454,418	12,622,749	17,628,262	
December	12,527,687	13,577,568	19,000,000	
Totals	\$126,051,213	\$120,312,132	\$185,083,107	
Increase for 1901			64,770,975	
*Estimated.				

## GREAT JOBBING POINT

The Volume of the Jobbing Trade of Salt Lake City for 1901 Excels that for 1900 by 30 Per Cent, and Amounts to a Grand Total of Fully Thirty Million Dollars—This Means that This City Did a Heavier Jobbing Trade than Denver, Omaha or Los Angeles.

**\$30,000,000 RECORD.**

It is unfortunate that statistics are not preserved in our state which will show the truth about its commerce, etc. In the absence of these, the "News" has depended upon information communicated by some of the leading wholesale merchants of the city, representing all lines, and from these gentlemen and other sources it is reliably learned that the volume of the jobbing trade of this city during the present year excels that of last year by fully thirty per cent.

A carefully prepared table in the Christmas edition of the "News" last year furnished by the secretary of the Utah Jobbers' association, showed that the volume of the jobbing trade for the year 1900 amounted to \$22,500,000. The increase for this year, as estimated by conservative business men, will make the amount fully \$30,000,000.

This is an astonishing percentage of increase and it is astonishing to say that it exceeds that of any other American city. It is due first of all, of course, to the prevailing prosperity; but the activity of old houses and the entrance into the field of several new ones are elements that have aided in creating it.

Some of the leading features of the jobbing trade may be summarized as follows: The prices of cotton goods were low during the early part of the year, but since it became apparent that the drought would make the cotton crop short, prices have advanced. They are now stiff and promise to remain so for the next six months.

The grocery trade has shown an increasing demand for high grade goods and fancy articles, as well as in cheaper grades and staples.

Prices in the iron trade have been fairly steady during the year, and have not experienced the extreme fluctuations of last year.

The clothing trade has been remarkably good, more expensive goods than those usually called for heretofore being in demand.

The jobbing drug trade shows a very gratifying increase over last year, and is in a very satisfactory condition.

During the closing year, the territory tributary to this city, as a jobbing center, has been extended in area. Boise, the capital of Idaho, is regarded as being a jobbing center, yet carloads of merchandise have been shipped there from this city.

Utah canned goods are shipped extensively into Colorado and Montana, and more of the wholesale trade of Wyoming and Nevada is coming to this city.

The railroad situation, particularly that feature of it which relates to increased mileage and the construction of new lines, greatly favors the growth of this city as a jobbing center, and our wholesale merchants are fully justified in feeling that they are securing for their future prospects.

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of that kind they would certainly be consulted or, at least, heard. Business men say that because fire losses have been great this year does not argue that they will be no large next year, and that insurance companies must take the bad with the good, as is the rule in all other forms of business.

**Big Increase in Postoffice Revenue.**

Following are comparative statistics showing the business transacted by the Salt Lake postoffice for the current year compared with the business transacted during the previous year of 1900. It will be seen that there is a substantial increase in all of the departments, making a total increase over the year 1900 of \$30,843.32. This is something to be proud of, as it is a good index of the growth of the business of the city:

GROSS RECEIPTS 1901.					
Quarter Ending.	Stamps.	2nd Class Postage.	Box Rents.	Postal Deposits.	Total.
March 31	\$ 2,444.69	\$ 2,775.83	\$ 631.75	\$ 15,503.31	\$ 21,355.58
June 30	31,057.55	2,750.15	645.80	19,309.78	\$ 53,763.28
September 30	34,456.92	2,861.26	690.50	13,214.54	\$ 51,193.22
December 31, (estimated)	36,000.00	2,900.00	675.00	14,000.00	\$ 53,575.00
Totals	\$127,959.16	\$ 11,286.24	\$ 2,022.25	\$ 59,028.63	\$210,776.28

GROSS RECEIPTS 1900.					
Quarter Ending.	Stamps.	2nd Class Postage.	Box Rents.	Postal Deposits.	Total.
March 31	\$ 2,444.69	\$ 2,775.83	\$ 631.75	\$ 15,503.31	\$ 21,355.58
June 30	28,980.71	2,740.30	605.25	14,309.22	\$ 46,635.48
September 30	30,435.13	2,783.19	619.25	12,611.61	\$ 46,449.18
December 31	32,000.00	2,900.00	620.00	14,000.00	\$ 49,520.00
Totals	\$121,060.54	\$ 11,021.85	\$ 2,476.00	\$ 55,535.77	\$190,193.16

It is gratifying to know that Postmaster A. L. Thomas is to continue in command for another four years, and that the same progressive policies that have marked the last four years will characterize the ensuing quadrennial. The past year has seen the successful establishment of the rural free delivery system radiating out from this city, with the reasonable expectation that the system will be extended throughout the county in the not distant future. The number of letter carriers has been increased, the city redistricted so as to increase the quickness and efficiency of delivery, the administration of the main office has been conducted along practical lines, and the establishment of sub-stations in outlying districts has made it easier for the public to transact business involving the postal service. The morale of the local post office force is excellent, and a more efficient and careful force of clerks and carriers is not to be found anywhere.

State Assessments.	
Following is the assessed valuation of Utah by counties for 1901:	
County.	Amount.
Beaver	\$ 1,174,153
Boulder	5,338,787
Cache	5,642,392
Carbon	1,794,971
Davis	3,750,201
Emery	1,824,873
Garfield	70,258
Graham	1,068,042
Iron	1,137,557
Juab	4,000,627
Kane	54,867
Millard	2,124,450
Morgan	88,098
Phil	57,328
Rich	91,010
Salt Lake	41,028,333
San Juan	312,995
Snap	1,000,000
Summit	5,641,796
Tioga	2,686,243
Uintah	1,294,425
Utah	10,693,494
Wasatch	1,352,583
Washington	1,324,438
Wayne	34,550
Weber	11,350,492

FEE ACCOUNT.	
County clerk	\$ 15,499.05
County treasurer	829.98
County sheriff	3,681.99
County recorder	2,120.13
JUDGMENT ACCOUNT.	
Transfer from general expense account	14,000.00
1901 (taxes)	12,000.00
STATE JUROR AND WITNESS ACCOUNT.	
C. S. Tingey state auditor	3,883.10
TAX SALE REDEMPTION FUND.	
Redemptions	\$ 5,510.10
Total receipts	\$233,589.25
Balance on hand January 1, 1901	29,444.69
Grand total	\$263,033.94

DISBURSEMENTS.	
GENERAL EXPENSE ACCOUNT.	
Warrants paid	\$132,709.19
Interest on same	2,050.46
Transfer to bond interest account	20,500.00
Transfer to judgment account	14,000.00
BOND INTEREST ACCOUNT.	
Interest coupons paid	23,325.00
STATE JUROR AND WITNESS FUND.	
State juror and witness warrants paid	\$ 4,921.90
TAX SALE REDEMPTION FUND.	
Treasurer's checks paid	9,820.93
JUDGMENT ACCOUNT.	
Warrant paid	14,627.37
Total disbursements	\$221,121.85
Balance on hand December 1, 1901	61,909.09
Grand Total	\$283,030.94

BALANCES ON HAND DECEMBER 1, 1901.	
General expense account	\$ 34,267.48
State juror and witness fund	172.45
Tax sale redemption fund	3,221.53
Judgment account	11,972.63
Bond interest account	12,175.00
Total	\$ 61,909.09

City Finance.	
The receipts and disbursements of the city for the last eleven months are as follows:	
RECEIPTS.	
January	\$ 55,988.99
February	18,750.50
March	28,891.12
April	23,643.37
May	24,889.10
June	34,528.75
July	77,911.55
August	32,106.28
September	82,800.07
October	43,934.05
November	200,473.93
DISBURSEMENTS.	
January	\$ 72,426.55
February	59,665.74
March	40,475.60
April	54,791.46
May	43,211.91
June	82,450.24
July	40,414.67
August	52,344.29
September	32,628.28
October	61,964.46
November	65,252.87

Salt Industry.	
One of the great industries of the state of Utah, which with every year is increasing in value and importance, is the production and refining of salt. There is in the Great Salt Lake an apparently inexhaustible supply of that product which in the last quarter of a century has been found indispensable in a process of milling applied to certain ores that enables Utah to rank among the first in its production of metals, and especially in the refining of silver and deposits that have been uncovered in the mining camps of this state. That the salt industry of the United States is not a small business by any means is amply evidenced by some of the general statements which follow: That have been taken from a report for the year 1899 on the condition of the salt industry, issued by the census bureau. The report shows that in 1899 salt establishments that reported there was \$27,123,364 invested. The value of	

County Cash.	
The following is the annual report of receipts and disbursements of the office of the treasurer of Salt Lake county, from January 1, 1901, to December 1, 1901:	
BALANCES ON HAND JANUARY 1, 1901.	
General expense account	\$ 21,831.08
Tax sale redemption fund	4,422.38
Bond interest account	3,000.00
State juror and witness fund	81.25
Total	\$29,444.69
RECEIPTS.	
County tax, 1901	\$ 5,709.68
County tax, 1901	56,000.00
Tax sale redemption fund	4,422.38
Liquor license	29,437.59
Merchants' license	3,294.30
Butchers' license	85.28
Fines and forfeitures	1,439.05
Poll tax	729.53
Estrays	15.00
SUNDRIES.	
State salaries	\$ 8,015.21
State rent	2,000.00

December, to and including	June	33,628.76
Dec. 10th, 1901, .....	July	77,911.55
	August	32,166.28
Total .....	September	84,820.01
Balance on hand December	October	42,934.95
10th, 1901, .....	November	290,473.95
Grand total .....	DISBURSEMENTS.	
Balance on hand December	January	\$ 73,428.68
16th, 1901, .....	February	59,645.74
	March	57,791.45
Deduct loans due Dec. 20th,	April	51,581.76
1901, .....		