## Story of the Banks The Business They Have Done This Year.

applied to the growth of a city are always interesting. That the volume of business in Salt Lake City is very great-greater, perhaps, than that of any sister city of the same size in the country; yet there has been a decrease in the local bank clearings of 1903 as compared with those of 1902. That is there was a decrease for the first eight months. The ninth month which closed this week, however, has a decidedly better story to tell than did its predecessors. The fact that there has been a dropping off does in no wise discourage the leading men of affairs in this community for during the past two or three years we did such an abnormally large business that the pace simply could not be kept up. So the present is not only satisfactory but highly so. And as to the future that promises all that the most hopeful man could ask for. The situation is sized up clearly and accurately by the leading bankers who express themselves as follows:

McCORNICK'S VIEWS. Banker W. S. McCornick-I think

Banker W. S. McCornick—I think the greatest cause for the clearing house returns being less for the first eight months this year than for the corresponding months in 1902, is the fact that much less business has been done on the local mining stock board from January to September of 1903.
When the transactions of the board were brisk, they contributed largely to the size of the clearings, and I can think of no other cause to attribute this fact to. And now, this month the clearings are in excess of September. he period in which the local market began to curtail its ctions and reduce its business. this which accounts for the rings for this September showing such an increase over the correspond-ing month of 1902. I confidently ex-pect that the clearings will show an increase over last year from now on. This indicates a prevailing good busi-ness, outside of the stock exchange. I do not think the retirement of the as cuts any figure in the decrease of the clearings during the first eight months of this year, because the same amount of business which they trans-acted is now being done by other

"The demand for money is much greater than a year ago, an indication that general business is prosperous, and that people are more ready to aunch out into more enterprises and jaunch out into more enterprises and investments. Commercial confidence is increasing, and I see no reason why business should not be good. Our mines never looked so well in the history of Utah. More ore by far is being produced now than before. Silver is bringing better prices. The crops generally are better than for the last two years. The beet crop is enormous. two years. The beet crop is enormous, and that crop of itself is a source of largely increasing revenue for a wide extent of territory in this intermountain region. Yes, I think we may safely regard the outlook for the enming 12 months as indicative of pros-

GENERAL VOLUME ALL RIGHT.

President L. S. Hills, Descret Nation. al Bank—The volume of general busi-ness is as large as last year, and mining business is fully up to the average. cattle and sheep, is a tle less. I don't think the decrease the clearings amounts to anything, as they fluctuate by banks carrying their balances over. For instance, about \$100,000 was carried over one day recently. The outlook is very fair, depending somewhat on eastern conditions. If eastern stocks depreciate, the western market is likely to be affected somewhat, though not as much as for-merly. The prospects for the coming winter are good, and especially is the outlook pleasing for sheep and cattle. In fact they are better than last year on account of the improved condition of the ranges

BETTER THAN EVER.

Cashier J. W. Donnellan, Commercial Bank-The business conditions and future prosperity seem to me to be better than I have ever known in Salt Lake City and the state. The bank deposits are larger than ever be-

USINESS comparisons when | gether with the proposed expenditure ! of millions in suitable terminal facili-ties by these railroads, insures a prosperous business, and large increase of population for several years to come. The approach of the Moffatt road, and the prospect of the building of the Western Pacific will make of this city a great railroad center, and keep things moving here for a long time. This justifies the prediction that we will reach the 100,000 mark in our popula-tion before the close of the present de-

The conservation of the waters of the state by the Federal government will largely increase our agricultural area. This work will begin as soon as there largely increase our agricultural area. This work will begin as soon as there is a quarter of a million in the fund applicable to the work in Utah. All agricultural interests are prosperous except the sheep industry which suffered considerably during the past severe winter. But even this interest is fast recuperating. There is an apparent shrinkage in the bank clearings. But it is not a shrinkage in reality. It is accounted for by the fact that two banks have retired from business and the clearings are merely the transactions between banks. Another reason is that one of the largest banks now cashes its balances each day instead of carrying over its clearing house balances to be added to the clearings of the next day. All the legitimate features of the banking business are growing. Our shipments out of the state which produce exchange are greater than ever, especially the orwand buillion shipments, against which drafts are drawn. bullion shipments, against which drafts are drawn.

WHY CLEARINGS ARE LESS.

Cashier W. F. Adams, National Bank of the Republic—The clearing house reports have been less during the past eight months than those of the same period of last year, because of the less amount of speculation in high priced stocks. There were no deals in large properties and blocks of stock as lest year. The real estate situation up to Sent. 1. has been unsatisfactory be-Sept. 1, has been unsatisfactory be-cause of the uncertainty up to that date in prospective railway developments. But since that date the certainty of terminal facilities for two competing lines has perceptibly improved, and transactions have become more numer-ous. Local conditions as regards stock investments are good, although requiring considerable employment to recoup last winter's losses. Deposits on the whole are larger this year than last, and the country banks seem to be generally prosperous. In merchandising, the wholesale trade is larger than last year. The retail trade has not been entirely satisfactory; but with good, seasonable weather conditions will improve. Westweather conditions will improve. West-ern banks are becoming more and more independent of speculation—and trade conditions, particularly those obtaining in the east, and when Wall street is in the throes of a panic the perturba-tions cause hardly more than a ripple in western financial waters.

The west is establishing its own

The west is establishing its own money centers, and when seeking large loans, western borrowers no longer consider Wa'l street as their Mecca. Western banks are able to furnish all the cash needed. Chicago is encroaching on New York as a reserve center. ing on New York as a reserve center, and appears to be more closely in touch with western conditions than ever be-

NOT A TRUE INDICATION.

Cashler Geo. M. Cannon of Zion's Savings Bank & Trust company—The daily figures published by the Salt Lake Clearing house do not by any manner of means indicate the business of this country, as the clearings to a certain extent only represent money transrecent statement published by the banks of Salt Lake City through the clearing house shows that on Sept. 9, more money was on deposit than at the corresponding period of the previous year and the amount of deposits in the Zion's Savings bank on Sept. 9, 1903, was \$335,675 more than on the same day in 1902, the day on which a statement was called for by the secretary of state. During the 12 months ending Sept. 9, During the 12 months ending Sept. 9, 1903, there were 3,704 new savings accounts opened. I do not know the exact increase of all the banks in the city and state; but the prosperity shown by our bank has in a corresponding degree been shared by all the others. The demand for money this year is better than during 1902, although the demand has not been abnormal, only indicative of good business conditions. Parties with desirable security can get all the with desirable security can get all the money needed for legitimate business fore. The demand for money is greater, and satisfactory. Collaterals are greatly increased. The mining interests, especially the copper developments at Bingham, are expanding to enormous proprtions. The erection of new shops by the Short Line, the San Pedro and Rio Grande systems in this city, topropositions at reasonable rates of in

## Bankers, Real Estate, Insurance and Brokers.

The strong position occupied by the banks of Salt Lake City is too well known to need very much elaboration. It is one of those state of affairs for which the city is justly noted and just-In the years of panic and disaster to some of the strongest financial institutions of the in times when the moneyed foundations of trade seemed to be crumbling in every direction, when dewere fearful for their funds banks all over the country there was city where there was less signs of anxiety in regard to bank deposits than in Sait Lake. In those black letter in Sait Lake. In those black letter days the local banks stood firm as the rock of Gibraltar and none was stand-Commercial National Bank, which one of the most popular and prosrous financial instituions in the state, has always been conducted in a most able manner by men of great ability and has permanently retained the confidence of the public and gained an enviable reputation in the world of finance. The Commercial National Bank has fine modern equipped banking quarters in the Commercial Block.
The bank has a paid-up capital of
\$1200,000 and this is supplemented by
a large surplus and undivided profits.

A general banking hydrogs is transact-A general banking business is transacted. Current accounts opened with other banks, firms, individuals and corporations and interest paid on time dets. Sound commercial paper is ounted, government bonds bought sold, letters of credit issued to ties going abroad in all parts of the rid and collections are made at all ints. In connection with the bank a safety deposit department and this one of the best equipped and most dern safety vaults in the country and boxes are rented very reasonably. The names of the directors of this bank would inspire confidence in any business undertaken, while its officers are exceptionally talented and able finan-clers. Mr. John J. Daly is president: Mr. J. W. Donnellan, cashier, and Mr. A. H. Peabody, assistant cashier. The president and cashier are also directors, tashier. together with Messrs. O. J. Salisbury, Moylan C. Fox, W. P. Noble, Geo. M.

COMMERCIAL NATIONAL BANK. | great financial institution than the above named gentlemen.

ZION'S SAVINGS BANK AND TRUST CO.

Zion's Savings Bank and Trust Co. is the largest and oldest savings bank in Utah, having been established on Aug. 8, 1873, and its present condition of prosperity is due in no small measure to the able men who have directed its destinies since then. Its last statement at the close of business May 29, 1903 at the close of business May 29, 1903 speaks eloquently of the confidence in which the institution is held by the people of our city and state. Its capital stock, paid in, of \$200,000, was supplemented by an undivided profits account of \$32,047.76, while its deposits totaled \$3,517.605.00 and its resources were \$3,749.651.76. The major portion of the latter were safely and remuneratively employed in loans discounts and real estate, while as necessary in so large an institution the cash on hand was considerably exceeding \$700,000. The considerably exceeding \$700,000. The officers of the bank are Mr. Jos. F. Smith, president; Mr. Anthon H. Lund, vice president; Mr. George M. Cannon, cashier and Mr. Lewis M. Cannon, asfinest office buildings to be found in any city in the west, and which forms an exceptionally safe and income earning asset of the company; and it trans-acts a general savings bank business, receiving deposits of from \$1.00 to \$5,000, larger amounts only being re-ceived by arrangement with the president or cashier. It allows interest thereon at the highest current rates, compounded half yearly, or paid to the depositor as preferred. It loans principally on real estate and first class stocks and bonds, and on such secur-ities gives the lowest market rates, and in all directions gives its patrons a very valuable service and it is unquestionably the most popular of all the state's savings banks.

B. H. SCHETTLER.

Among the old and respected financiers and business men of Sait Lake City, none enjoy a greater confidence or a wider measure of general esteem than does Mr. B. H. Schettler, the banker and Downey, A. F. Holden, J. B. Cosgriff and J. E. Cosgriff. No more able body of men, could stand at the head of a broker of 22 south East Temple street.

i delimination del SALT LAKE BANK CLEARINGS FOR THE FIRST NINE MONTHS OF 1902 AND 1903.

The local bank clearings for the first nine months, and the corresponding period for this year present a contrast inviting study. Up to within a month, the figures for 1902 were considerably in excess of those for this year, but since Sept. 1, there has been a change, and the "balance of trade" appears to be decidedly in favor of an increase. The clearings for the two periods, by months, are

1992.	1903.
January 15,212,649, 18	January 14,383,038.87
February 12,121,526.77	February 10,317,866.66
March	March 11,779,605.09
April	April 11,997,216.47
May	May 11,883,698.3
June	June 12,839,429.0
July	July
August	August 11,205,158,66
September	September\$12,389,993.09
Additional and the second seco	

eign collections, and this branch of his business has grown to large propor-tions. He secures for his clients in-vestments in bonds and stocks, and these he buys and sells on commission, these he buys and sells on commission, giving prompt cash settlements on all sales. He also does a very large business in buying, selling and exchanging property, both city and country. He also undertakes the imanagement of property for residents or non-residents, charging moderately for his sevices. Although he only established the busines in January, 1892, it has grown to very large proportions.

THE MIDDLESEX BANKING CO.

This is one of the large and widely distributed financial and investment organizations doing a branch business in Salt Lake. Its specialty being mort-

He conducts a general savings bank business and receives savings deposits allowing thereon interest at the highest current rates, compounded half yearly. He loans money on first mortgage of real estate, offering a fair margin of security, and loans on sound collaterals at fair interest rates and in this direction his business is very active. He gives his personal attention to forand spring and fall delightful. Fifty cents per acre is the price to be paid to the state for the land, 25 cents on application and 25 cents within three years, while the perpetual water rights cost \$25 per acre, \$3 per acre cash on making contract, \$2 per acre each year for the second, third, fourth, fifth, with a second second second. for the second third, fourth fifth, sixth and seventh years; \$3 per acre for eighth and ninth year, and \$4 at the end of the tenth year, with 6 per cent per annum interest on the unpaid balance. This is a proposition that will bear the strictest investigation, and this is courted, while all particulars can be obtained from the executive of which Mr. F. H. Buhl is president: Mr. W. G. Filer, vice president and general manager, and Mr. M. B. DeLoug, secretary and treasurer.

SALT LAKE ABSTRACT CO.

It would be difficult to conceive of a

STAR CRUISER OF THE NAVY.

itles. Mr. Giesy is well posted on locaguided by good judgment. He is liberal in his loans on good real estate securi-ty, and valid industrials. By the exerelse of good judgment he has made some important investments which have proved fortunate alike for himself have proved fortunate alike for himself and his clients. His insurance business engages his greater energies and activities and he is one of the most enterprising insurance men in the state as agent for the Agricultural Insurance Company, of Watertown, New York and the Western Assurance Company of Toronto, Canada. Besides the ardument labour of his contract the latest the state and the western Assurance Company of the state of the ous labors of his several callings he has other substantial business interests in the city, and is secretary and treasurer of the Salt Lake Vinegar company, in which he is profitably concerned. He also finds time for the affairs of fraternal and social life, and is president of the Universal Associates, one of the popular fraternal organizations of the

HILL INVESTMENT CO.

YOUNG & YOUNG.

It is a fact that cannot be gainsaid that in dealing in real estate matters, insuring property or life, a man always insuring property or life, a man always does best to place his interests with an old established and reliable house. Messrs. Young and Young know thoroughly well the value of the land in every part of the city, as they have been established in the real estate business 20 years, are in close touch with investors at all times and give the very best class of service at the same rate of remuneration as is demanded by firms of the most recent standing. Ten of remuneration as is demanded by firms of the most recent standing. Ten years ago they added fire and life insurance to their business. No firm of real estate and fire and life insurance agents is more widely and favorably known than is the old established house of Young & Young, and none are favored with a larger or more influential patronage. The partners are Mr. Brigham Young, Mr. Brigham S. Young, Mr. Lawrence H. Young and Mr. Joseph A. Young, and all are natives of this city and highly regarded for their great business ability. Their offices are at business ability. Their offices are at 202-203 Whitingham block,and they represent some of the largest and most reliable fire and life insurance com-panies in the world, and prompt payment of all losses by fire or upon proof of death are made. They buy, sell, rent and exchange city, farm, ranch, mining, and fruit properties, manage estate for residents, or non-residents

A. RICHTER.

collect rents, pay taxes, insurance, etc.
They negotiate mortgage loans on real
estate security at low interest rates,
and find safe investments for capitalists

in lands and loans.

Real estate in all its phases and investment as a broker and in part upon his own account, has been the persistent calling of Mr. A. Richter of No. 19 west First South street, for the past ten years in this city. Within the past few years of renewed activity in real etate and general business, Mr. Richter has been alert to the favorable conditions, present and prospective, and has made investments which he has turned Among the recently organized realty ents. While doing a general real estate

Fred Kutnewsky) managers; Fred M. Kelley, cashier, and through their able management, it has a large and rapidly growing membership in this city and state. Kutnewsky Bros. occupy offices in rooms 301-302 McCornick block, and are noted among the most enterprising and accompilished insurance men in Salr. and accomplished insurance men in Salt

EDWARD M. ASHTON BROKERAGE

While the Edward M. Ashton Brokerage company has only been established one year, Mr. E. M. Ashton, its young and very progressive proprietor, young and very progressive proprietor, has built up a most substantial and influential business, which is constantly increasing. He is a native of the city, with a sound business training, having been employed a number of years as private secretary to one of Salt Lake's most successful bank cashiers, and is an excellent judge of present and prospective values of real estate in the city and prompt, honorable and reliable in all his dealing. The office of the company is located at 207 Doseret News building, telephone 207 k. He conducts a general real estate stock bond and a general real estate stock bond and loan brokerage business on a strictly commission basis. He is prepared to execute buying and selling orders for all local stocks, and bonds of high grade character, securing the higher market prices for his patrons and giving them prompt cash settlements of all sales. He negotiates loans on real estate se-curity at lowest market rates, and manages estates for non-residents, buys, sells, rents and exchanges city and country property, improved and unim-proved, collects rents, pays taxes, etc, and for a strictly reliable service charges a very moderate scale of re-muneration.

THE SECURITY MUTUAL LIFE IN-SURANCE CO. OF BINGHAM. TON, N. Y.

There never was a time in the history of civilized nations when the importance of some form of life insurance was as universally recognized as today. was as universally recognized as today. With the rapid increase of knowledge and intelligence, life insurance has come to be recognized, not as a luxury within the reach only of the wealthy, but an absolute necessity, and those in the middle walks of life are now more generally insured than ever before.

One of the most reliable insurance companies represented in Salt Lake City is the Security Mutual Life Insurance Co. of Binghamton, New York. The Security is a purely mutual company, owned and controlled by the policy holders, to whom all the profits

pany, which and controlled by the policy holders, to whom all the profits after paying expenses, belong, while it has the largest deposit of any life company with the state of New York, namely, \$250,000, and its system of registration of policies with the state of New York is constantly increasing this deposit, while the policy holders are made absolutely secure; the registered policy being practically government bonds. Its policy contracts are broad, lib-

eral, simple, explicit, and non-restrict-ive; it gives its policy holders the am-plest protection at the minimum cost. Every form approved by skilled actu-aries-life, endowment, annuity, limited payment, or combination policy, are written as well as their famous P. L. policy, making the company one of the most popular in the state.

For further particulars call on S. J. Stookey, manager: 722 McCornick block, Salt Lake City. Telephone 1505Y.

THE AMERICAN MERCANTILE &

REPORTING AGENCY. It is now generally recognized that in the United States millions of dollars are lost annually by bad debts, many of which were contracted by "dead beats" who never intended to pay if they could help it. For the protection of merchants, bankers, loan agencies and others the American Mercantile and Reporting Agency has been established, and it is doing great work in the recovery of bad debts, as well as in their prevention by a well devised system of acquainting their patrons with the names of "skip outs," "dead beats," and undesirable customers generally. The names of "skip outs," "dead beats," and undesirable customers generally. The office of the company is in the Galena block, 'phone 2025 x, its cable address being Kinney, Salt Lake City, It is incorporated under the laws of the State of Utah, with an ample capital, and its officers are Mr. Charles E. Stratton, president: Mr. W.Benj, Putnam, manager, both able men of strict reliability and integrity and highly esteemed in business circles. The company in addition to making reports also collects business circles. The company in addition to making reports also collects "bad debts anywhere," locates missing people in any part of the world, while reports are made on individuals and firms. It has many salient features to firms. It has many satient features to recommend it to every business house, features which would occupy too much space in this issue to set forth in full, but which can readily be ascertained at the office. It gives a splendid list of references to the banks and bankers of Salt Lake City, and is thoroughly reliable, while it may be added it affords a most excellent service at very mod-

It will be remembered that some months ago Dr. Doyen, the eminent surgeon, performed a delicate operation

Doodica being in an advanced stage of tuberculosis, it was decided to separate them in the hope of saving the life of

them in the hope of saving the life of Radica.

The operation was successfully performed, and Doodica subsequently died, but it was hoped that Radica might be saved. In spite, however, of every effort to prolong her life, she has grown so weak that she is not expected to live through the summer.—Paris Correspondence London Mall.

## BAKER'S COCOA CHOCOLATE

122 years with constantly increasing sales and of high grade; (1) be-

cause they yield the most and best for the money; (1) because they are unequaled for smoothness, dalleacy, TRADE-MARK and flavor.

age of the gonuine goods

Walter Baker & Co. -- Limited ---DORCHESTER, MASSACHUSETTS 40 HIGHEST AWARDS IN EUROPE AND AMERICA

business enterprise more essential to ! the well-being of a community than that of the abstract company. It is only necessary to consider the immense amount of land and mining litigation over defective titles that is yearly takover defective titles that is yearly taking place to propertly appreciate the
truth of the above statement. The reverse of such conditions are equally appreciated by the people whose transactions are governed in strict conformity
to an authorized and properly managed
abstract company, and no person should
buy a piece of property, however insignificant in price, without first having an
abstract of title brought down to date
from the original grant, and furnished from the original grant, and furnished by a responsible abstract company, Such are the services benceforth to be Such are the services benceforth to be guaranteed to the people of Salt Lake City and Salt Lake county, by the Salt Lake Abstract company. This company was established only one year ago, and it is a licensed company, under a bond of \$10,000 and managed by some of the most responsible citizens of the state, its work is performed under the able supervision of Mr. A. W. Smith, manager, and J. W. Smith, chief abstracter, assisted by two other responsible abstracters, all having long experience as real estate title examiners, and theroughly familiar with the county records and the history of the realty and oughly laminar with the county rec-ords and the history of the realty and mining business in the city and coun-ty. The office of the company is at 19 west First South street, where every fa-cility is provided for prompt and eff-

TWIN FALLS LAND AND WATER CO.

gage loans. The home office of the com-pany is in Middletown, Conn., the main

pany is in Middletown, Conn., the main western office at St. Paul, Minn., branch western offices at Denver, Colo., Memphis, Tenn., Dallas and Sait Lake City. The Sait Lake office is at 607 McCornick building, with Mr. W. H. Daie, manager. The company also maintains a branch office in London, England. The offices of the general organization are Robert N. Jackson, president: M. E. Vinton and C. E. Jackson, vice presidents: D. T. Haines, secretary; E. A. Gladwin, assistant secretary. The company in its general capacity makes

pany in its general capacity makes

loans on good mortgages. Mr. Dale is the manager for Utah and Idaho and his

loans are restricted to these two states.

Mr. Dale makes the simple announcement that his company loans money on improved farms in Utah and Idaho, at low rates and easy terms, an opportu-

nity of relief or assistance in business

enterprise that many people in all coun-tries avail themselves of. The company

has in this rich section a fruitful field for its operations and Mr. Dale has proved himself a man of unusual enter-

prise in negotiating for good securities such as Utah and Idaho afford. The business of the company was organized

in 1892 and is now becoming well known

The eastern and northern farmer who is tired of working wornout land for a mere living and whose yearly earnings will not allow him to refertilize the soil can now turn to the state of Idaho and there find an ideal home and an early independence. Although the climate of Idaho has always been known to be nearly perfect for agriculture, there dano has always been known to be nearly perfect for agriculture, there was in some parts a scarcity of water. Capital and brains are overcoming this shortage, and irrigation canals are now being constructed and water privileges which are perpetual are sold, while the land is practically given free. In this direction the Twin Falls Land & Water company is working a leading part and is doing a grand work for the section of Idaho over which its operations extend. For the Snake River Valley, in the vicinity of the Shoshone Falls, second only to Niagara there is a tract of land comprising 240,000 acres, which is about to be made available for cultivation under the canals of the Twin Falls Land & Water company, whose head offices are at 221 south West Temple street, Salt Lake City. This land is readily irrigated and is exceedingly fertile under irrigation, growing every crop that is grayn in the mast favored.

cient work. The company's facilities for making mining abstracts are probably the greatest of any abstract company

W. S. GIESY.

Among real estate and insurance men Among real estate and insurance men of Salt Lake, no individual or firm has been more active and progressive than Mr. W. S. Giesy, who occupies room 40; Progress building, and engages in general insurance and all phases of the real estate and loans business. Seven years ago on the eve of the raylval through, which Salt Lake has made splendid progress to the present day. Mr. Glesy entered the arena of real entate investment and insurance with the

placing capital advantageously. ! prices and buy, sell, rent and exchange city and country, mining, ranch and farm properties, negotiate mortgag interest rates. They also underwrite fire insurance risks on stanch, liberal and prompt paying companies. W. J. HALLORAN. No class of investment presents such

The Maryland, launched from the shipyards of the Newport News Shipbuilding company, promises to be the star vessel of our new naval ships. Not

alone is she expected to prove the fastest vessel in the fleet, but she is heavely armored and is equipped almost equal to a battleship.

UNION PACIFIC GRAZING LANDS. where to sheep raisers and cattlemen than is offered by Mr. E. J. Wills, local agent for the Union Pacific railroad lands, with office at 15 West Second South street. The Union Pacific Railof Idaho over which its operations extend. For the Snake River Valley, in the vicinity of the Snoshone Falls, second only to Niagara there is a tract of land comprising 240,000 acres, which is about to be made available for cultivation under the canals of the Twin Falls Land & Water company, whose ple street, Sait Lake City. This land is readily irrigated and is exceedingly ferent tile under irrigation, growing every crop that is grown in the most favored parts of our country including, wheat, oats, corn, rye, barley, cornwheat,

and financial institutions in Satt whose offices are at rooms 39-40 Latimer block, 63½ west Second South street, business, which includes rentals and business, which includes rentals and the care of property and other interests for various classes of holders, resident and non-resident, he makes a specialty of handling the property and looking after the business interests of estates, and is known for his reliability and thorough integrity. The manager is Mr. R. B. Hildebrand, an experienced real estate valuator and a progressive and enterprising business n. The company makes a specialty securing safe and reliable interest bearing and income earning invest-ments for clients, in lands and mort-gage loans and finds no difficulty in and is prominent ; in business circles.

absolute security with the assurance of fair returns for the capital invested than does that of Salt Lake City investments in real estate, and in that direction of finding these for clients no one is more successful than W. J. Hal-loran, whose office is at 14 West Third South street, telephone No. 823. Mr. Halloran established his business in 1887, and is an expert judge of present city and suburbs. He conducts a general real estate commission business, and buys, sells, rents, and exchanges improved and unimproved city and country property cares for the property of non-residents, collects rents, pays taxes, insurance, etc. He also negotiates mortgage loans on the security of real estate at low interest rents and of real estate at low interest rates and on terms to suit borrowers. He has al-ways a number of good investments on hand to offer ellents.

No better opportunity is offered any-

thorough integrity in this responsible phase of his calling. Mr. Richter is exceedingly active, and progressive in his ideas and in his practical works, and is prominent and highly esteemed in his practical works.

## THE EQUITABLE LIFE ASSURANCE

The Equitable Life Assurance Society

of the United States, with head offices in New York City, is the youngest of the great companies. Nevertheless, during its comparatively brief history of 43 years, it has established a record unparalleled in the history of life assurance. Its fame has spread with its surance. Its fame has spread with its business all over the world. Its directorate is composed of some of the foremost business men, financiors, capitalists, lawyers and railroad operators in America. If nothing more laudable could be presented, the figures—representing monumental sums, as contained in the forty-third annual report of the society, Dec. 31, 1902, would form a most interesting chapter in life assurance history, showing that from this source alone, millions upon tens of millions are going out in a steady annual stream in benefits under the several attractive forms of assurance, to the people of the world, a larger part—nearly half, returning to the living policy holders in dividends, endowments annullies and surrender values. The assets of the Equitable Assurance society are stated at \$\$\$3,935,537.12: its The assets of the Equitable Assurance society are stated at \$559,395,537.72; its surplus. \$75,127,496,77; its total income, \$69,067,012,25; its outstanding assurance, \$1,292,446,595, showing an increase in assurance for the past year of \$113,169,870. The amount pold in dividends to policy holders in 1962 was \$1,477,921,15, and it paid for the same neglection and its condensation. seld for the same period in endowments and deferred dividend policies, \$6.527, 45.59. Among the intest and most at-

a most excellent service at very mod-erate contract rates. HINDU TWIN DYING.

on the Hindu twins Radica and Doo-The twins were joined together, and