

THE SECRETARY'S REPORT.

To the Honorable President, Board of Directors and Stockholders of the Chamber of Commerce:

Gentlemen--I have the honor to submit the fifth annual report of the secretary of the Salt Lake Chamber of Commerce. In explanation of its brevity, which will render it more acceptable to those of you here tonight, if a less valuable contribution to the records of the Chamber, I have this to say: I assumed the duties of the office of secretary about August 1, having been elected to fill the vacancy created by the resignation of my predecessor. The period covered by my incumbency, therefore, represents but one-third of the year. And for reasons which appear imperative to me, I can only touch, officially, on such events and occurrences as have transpired during that time. I may say, however, that if the work of the present directory for that portion of their term which preceded my official connection with the Chamber has been proportionately equal in volume and importance to that of the past four months, the gentlemen whose terms of office expire tonight are entitled to the fullest measure of praise which this organization is capable of bestowing; but of this I will speak later.

The first important question which received the attention of the Chamber of Commerce after my official connection with it was that of

THE DISCRIMINATION OF THE RAILROADS

against this city and Territory in freight and passenger rates. The intricacies of the question, the magnitude of its minutiae, the expert knowledge and experience requisite to handle it understandingly, and the paramount importance of perfect integrity and stability of character, which must need be possessed by the person or persons who undertake to act as mediators between these great railway corporations and the shippers of Salt Lake City, are considerations which commended themselves to the careful thought of the Chamber. These considerations alone were sufficient to justify the directors in refraining from hasty action. I am informed by the president that this question has been under consideration for two or three years, and that the present modus operandi has been shaping itself most of that time. It is only now that the Transportation Bureau, headed by a commissioner of acknowledged ability, experience and integrity, has commenced work on a systematic and improved plan, and with decidedly good prospects of bringing this work to such successful conclusions finally as will result in the establishment of such rates as will be highly satisfactory to the shippers, as well as extremely beneficial to the entire community. I need not enlarge on the evils that exist under the policy of the railroads, or the great general good that will surely result in their correction. It is sufficient to call attention to the fact that a city with a population of 57,000 people, situated geographically as is Salt Lake, should be as great a distributing point as is St. Paul, Kansas City, Omaha or Denver; and yet the fact remains that the trade of Salt Lake City does not equal that

of such great centres as I have mentioned. This fact is all the more deplorable when it is known that all conditions exist necessary to render this city the greatest distributing point between the Missouri River and the Pacific Coast, save that of equitable freight rates. The only obstacle which has prevented her from ranking with these cities as a wholesale point heretofore has been the lack of concerted, systematic and aggressive action on the part of the shippers themselves. This obstacle is now removed and it is to be hoped that no single circumstance or combination of circumstances will arise to render the efforts of the chamber in this direction futile.

Early in September two gentlemen were sent to different points in Colorado in the interest of the chamber, and at its expense, to work up an

EXCURSION TO SALT LAKE CITY.

This was one of the most successful excursions ever undertaken by the chamber, and several investments of considerable magnitude were made by these excursionists while in Salt Lake City. In addition to this, of course, were the ordinary benefits derived at such times by the hotels, lodging houses, restaurants, merchants, etc.

On September 21st the chamber sent three gentlemen to all important points in Colorado for the purpose of working up a second excursion to Salt Lake City. This was still more successful in its results than the one which preceded it, considering the extremely short time which was allotted in which to make arrangements. Nearly a thousand people visited Salt Lake City at this time, and many of them invested large amounts in Salt Lake real estate.

On September 5 the Montana editors were entertained by the chamber, which resulted in the publication of many flattering notices in their journals, relating to our city's hospitality and the opportunities which she offered for profitable investments. Since that time a considerable amount of Montana money has found its way into our market, and many desirable citizens from that State have cast their lot among us.

On September 5 the chamber published a comprehensive and attractive advertising folder which received widespread and favorable notice. This folder contained a short reference to the various resources of this city and Territory, their resorts, products, finances, business and miscellaneous attractions. The first edition (of ten thousand) was soon exhausted, and two additional editions have since been published.

On September 3 a spirited correspondence, both by wire and letter, took place between the Denver and Salt Lake chambers of commerce and President Harrison, with reference to the appointment of the Hon. Thomas M. Patterson, of Denver, to the position on the Interstate commerce commission, made vacant by the death of General Bragg. The President, however, did not see fit to thus recognize the claims of the west by making the appointment suggested.

THE MINERAL EXHIBIT

of the chamber of commerce at the last territorial fair, under the superintendence of Mr. C. E. Wantland, assisted by Mr. W. C. B. Allen, was, perhaps, the best of its kind ever displayed in

this Territory. To the zeal and taste of these gentlemen was due the success which attended this exhibit. An acknowledgment of our gratitude, while coming thus late, is none the less merited.

About September 10th, the chamber sent a committee to the city council and county court to secure aid for

THE IRRIGATION CONGRESS.

The former corporation granted an appropriation of \$500, and the latter \$1,500. These amounts, together with the amounts raised by private subscription, made a handsome sum with which to carry out the designs of the general committee of arrangements. Of the congress itself too much cannot be said. It was probably one of the finest and most representative conventions ever assembled in the western intermountain region. The broad scope of its deliberations presented at once questions of scientific moment, of unique and unprecedented political economy, and of the purest and simplest utility, was traversed by the keen intellects of its members with an ease and ability that is seldom seen in similar gatherings. The Salt Lake Irrigation congress has passed into history; its record is made and has been scattered broadcast over the entire country; its platform is before the national Congress at Washington, but long after the latter body will have acted, or refused to act, on its memorial, the bright, keen faces of its members, the sparkling wit and eloquence of its debaters, and the deep earnestness prevailing in its every movement and action will be remembered by all who were in attendance, either as delegate or observer.

On October 13 the chamber called a mass meeting to consider ways and means for the building of

THE DEEP CREEK RAILROAD.

This was a most enthusiastic and representative meeting, embracing as it did the projectors of the railroad, many of Salt Lake City's strong bankers and business men, and many capitalists of high rating. It was clearly demonstrated at this meeting that there would be no difficulty in raising one hundred and fifty or two hundred thousand dollars, as Salt Lake City's bonds to the enterprise, provided the road would be built directly west from Salt Lake City, and provided further that the projectors could demonstrate their ability to carry their project to a final completion. Doubtless that amount could be raised as well today if assurances could be given that the road would be built, and at least temporary control would remain in Salt Lake City after its completion. It is now stated in certain quarters, with more or less assurance, that negotiations are pending that will soon bring about all of these conditions.

On October 29 a movement was inaugurated by the chamber which promises results commensurate with the greatest expectations of its promoters.

A MEETING OF MANUFACTURERS

was first called to discuss questions pertaining to their special interests. This was a most gratifying meeting, and much valuable information was thereby obtained. Immediately following this meeting the chamber published a strong address to the consum-