Trenton, the Eden of the West

Great Opportunities For Investors

"The wilderness and the solitary places shall be glad for them; and the desert rejoice, and blossom as a rose."

If the prophetic eye of Isiah looked through 3,000 years of time and saw that part of the world which is now Utah, his vision has come true.

A transformation has astonished the world and has made a once barren desert and wilderness a garden spot the products of which are known throughout the land, and which find a ready sale wherever offered.

These 61 years have been a struggle, nay a battle, between those who have been "winning the west" and the forces of nature.

At times it has been a fearful fight, a fight of life or death on the part of the pioneer and his family; nature was loath to give up her treasures and refused to do so until conquered by a people who knew no such word as fail.

"STICK-TO-IT-IVENESS."

Years ago there lived in Salt Lake City a man who was personally known to practically every man and woman in the state. For many years he was connected, in an official capacity, with the then Utah Central, now a part of the Oregon Short Line system. His position brought him into daily contact with many young men who were starting the battle of life. If one of them became discouraged, George Bywater, for he was the man, would pat him on the back and say, "My boy, it's the 'stick-to-it-iveness' that counts in this life." And that one word is the secret of the success of the pioneers of this state. "Stick-to-it-iveness."

This is an empire that has given to the world more gold and silver, more copper and lead, and will yet give to the world more iron than any other similar area in the world. An empire that is just beginning to become known as one of the best places in the world for raising of the finest flavored fruits and vegetables.

True, there is much of this vast empire that is not capable of producing either fruit or vegetable, but there are tens of thousands of acres that are capable of this production and a large part of this acreage lies in the state of Utah. Its productiveness is made possible by the lessons learned by the pioneers, and it is to this state that the greater part of the hundreds of great mining camps in the intermountain country are looking for a large part of their supplies.

What of fruits? This has been one of the neglected industries of the state, an industry which is just coming to the front, and one that bids fair to make the name of Utah known in every part of the Union as well as in Europe. Experts who have visited this state declare that in no part of the world can finer fruits of certain kinds be raised than can be raised in this state, and they are free to predict that when the people of the state will turn their attention to the raising of certain classes of fruits the demand will be so great that the entire acreage of the state will not be able to supply it, and that, too, at prices that will pay the raiser a handsome profit with but little labor.

Such in brief are a few of the possibilities of the State of Utah. It is not the purpose of this article to dwell at length on this subject, but rather to tell of some of the wonderful opportunities which are open to the small investor and the man who wishes to make his home where he will not have to work 15 hours a day for a mere living and then have the same kind of work taken up by his children and his children's children, but a place where in a few years he may become independent and know that in his old age he will not have to depend on his children or charity for sustenance, and that his children are provided for without having to go through the same hardships as did the pioneers.

Such opportunities are offered in Utah and that too to men of moderate means, to the wage earner who does not want to all his life be under the dictates of another man without knowing at what moment he may be out of work and out of wages. And they are offered on such payments that a man need not impoverish himself to secure that which within a few years will make him independent.

From the time that Brigham Young entered the Salt Lake valley and said "this is the place" until today, the wisdom of his choice is known to all who care to take the time to study, and it will take but little time to prove that he was right.

Wonderful indeed has been the transformation. Even the last 25 years, which length of time is within the memory of the writer. And more wonderful still will be the transformation within the next 25 years, nay within the next 10 years.

To tell the story and history of each of the valleys of Utah would make an article that would fill more than a hundred pages. To tell the full story of any of the larger valleys would make an article such as only the student would care to read. The story of one town as told to the writer proved interesting enough for one article, for it is a story full of wonderful possibilities for the home seeker, a story which proves that the old spirit of "stick-at-it-iveness" is not dead and that the lessons of the past have been well learned and that the trials of the pioneers need not be a part of the man who cares to enter its precincts.

INTO THE GRANARY OF UTAH.

As the traveler from Salt Lake City or Ogden goes north to Idaho, Montana, Oregon or Washington, he passes through miles and miles of country lined with farms on both sides of the road, and when told that less than 60 years ago every foot of the land was a desert and a wilderness he almost doubts his senses, or your word. Passing along, he emerges into another valley, Cache valley, and a short time later the conductor announces next stop Trenton. Before telling the story of Trenton, let me digress long enough to say a few words about Cache valley, the most productive valley not only in Utah but in all the intermountain country.

Officers and Directors of Trenton Land and Investment Co.

Charles A. Smurthwaite, Prest. & Mgr.. Alfred Smurthwaite, Director. Thomas H. Cutler, Vice Prest.
Roy N. Rasmussen, Director. William F. Toller, Secy. & Treas.

Not only is it a wonderfully productive valley but it is one of the most beautiful valleys in the world, nestling among the high peaks of the Wasatch range, protected from high winds by the mountains, without winter weather that kills stock or farm products, with a never failing water supply, the best water supply in the valleys of the state, and with a soil the equal of any in the world.

By some of the pioneers the valley was known as the "hidden" or "concealed" valley, for hidden it is, surrounded by mountains on every side. The name "Cache" means to hide, to conceal and the county not only derived its name from the concealed valley, but also from the fact that certain trappers and emigrants cached some goods in the valley more than 50 years ago.

The valley was first settled in 1856, seven years after the pioneers had arrived in Salt Lake City. A year previous, acting on information which he had received from trappers, Brigham Young sent out an exploring party composed of Samuel Roskelly, Andrew Moffat, Stephen Taylor, Brigham Young, Jr., later a member of the quorum of the apostles, Simon Baker, Joseph Baker, John Garr and Bryant Stringham. This party took with them several hundred head of cattle, their intention being to pasture them upon the luxuriant grass, which the trappers had informed Brigham Young covered a large part of the valley, and also to cut sufficient hay to winter the stock. This party wintered in the valley and the following spring were joined by the first settlers consisting of the following six families: Peter Maughan, William Maughan, George Bryan, John Tate, Morgan Morgan and Zial Riggs, who had been sent to make a new settlement by Brgiham Young. The settlers located at Wellsville in the southwest end of the county and the following spring planted the first wheat in that part of the state. The only known July frost in the history of Cache valley followed, killing the wheat. The little band of pioneers were discouraged and were on the point of giving up the struggle. A meeting was held to decide whether or not the little band should return to Salt Lake City and report their failure to Brigham Young. John Thurkel, who had joined the party that spring, urged that a new crop be planted and predicted that it would yield crop enough to furnish them flour for the winter. His words were accepted and a crop was raised. And it may be said in passing that the year 1857 was the nearest to a crop failure that Cache county has ever known. That fall more settlers went to Cache valley and the following spring there was a big influx of settlers. Year by year new settlements sprang up until today the entire valley is covered with farms and homes.

In the early sixties, Brigham Young visited the valley, to see how his people were getting along. During that visit he said that there was no more beautiful valley in the world, that some day it would grow wheat enough to feed more people than any other valley in the then territory, for a number of years this prediction was literally fulfilled. It was during this visit of Brigham Young that he prophecied that all of the dry bench land of the county would one day be brought under cultivation, and that the waters of every stream running through the county would some day be used for irrigation. The former prophecy has been fulfilled and the latter is fast becoming a reality.

Such in brief is a history of the most productive valley in the intermountain country.

A FORMER TRIP RECALLED.

Sixteen years ago the writer made a trip from Salt Lake City to Idaho and return. He has a distinct recollection of that part of the trip going to Idaho, at one station at least, Cache Junction, for there the train was delayed over an hour waiting for another train. He has a distinct recollection of some remarks, not fit for print, which a number of the passengers made about the railroad service and the junction where they stopped. He also remembers that a few minutes after the train had left Cache Junction a man was made to let a passenger off at a point where there was not even a platform, and that in answer to a question the conductor informed some of us that that place was Trenton. "That place" was a byword with us tired travelers for a few hours, every time the train stopped we remarked, "another Trenton." For Trenton 16 years ago to a through traveler on a belated train was not a very inviting spot. Trenton there was plenty of land, and a few farms in the neighborhood, but they looked dry and parched. True, the Bear river was to the east of the track, but it was a good way east and offered no sight of a cooling stream to the dusty traveler; true to the east of us, also, several miles away, were green farms dotted here and there with neat homes, but Trenton? Well, the only way that we could figure out the business of the man who left the train at Trenton was that he was something of an agent with a new kind of graft that he was about to work off on the people who might be found in that vicinity. But Trenton was on the map of the Oregon Short Line with a small "t" in front of the name which signified that trains stopped there only on signal. Two years later, still with the memory of that stop, the writer passed through Trenton again. There were a few more farms, more sagebrush had been cut from the land. It looked a little better but the memories of the two years before, when he was on a belated train and trying to make connections with a through train at McCammon, Idaho, were still present. Five years later the writer met an old Cache valley settler who had some land in the Trenton district and who insisted that all the district needed to make the best and most productive section of Cache county was water, and he remembers that to that old settler, who knew what he was talking about, the writer said: "Yes, h—l might be a good place if it had plenty of water and good society."

AN OFFER THAT WAS REJECTED.

Eight years ago the writer visited Lewiston, which is a few miles east of Trenton, and an old friend, who owned land in the Trenton district offered to sell him land at $10 per acre, and said the old man, who was an old settler, "there is no better land in the world; it will only be a few years before there will be water for all of it and it will be worth at least $500 per acre. Had the writer's foresight have been as good as his hindsight at that time he would not have been working for a salary at the present time, but would have been on the highway to a fortune. "What fools we mortals me." The offer of $10 per acre with easy payments was turned down.

A few days ago business called the writer north. His time to a certain extent was his own and so when the conductor announced: "Next stop Trenton." Curiosity got the better part of him and he decided to stop off one train at Trenton.

Here let me digress long enough to say that Trenton is on the main line of the Oregon Short Line, 57 miles north of Ogden, the Junction city of the west, 94 miles north of Salt Lake City, the center of the great intermountain country and 78 miles south of Pocatello, Idaho, the gateway to the great northwest; and that the four through passenger trains of the Oregon Short Line stop at Trenton without signal.

Three and a half hours after the passenger leaves Salt Lake City he arrives at Trenton. It is one hour less time from Ogden and a half hour less time from Pocatello to reach this Eden of Utah.

The traveler alights from the train at a neat station, with an ample passenger room, baggage and express room, a neat room for the operator and agent, with side since that time I've been putting every stray cent that I could save, or borrow in the land around here. I'm not selling any of mine, it looks too good to me. Why, in a few years I expect to quit work and look on while somebody else does the work and I take in the money. Sell my land here, well I guess not, not in the next 10 years at least and by that time it will be worth 10 times what I am paying for it."

As I walked out of the station I met my old friend of eight years ago, the man who had offered to sell me land in Trenton at $10 per acre. After a hearty hand shake and an inquiry as to how his family and the writer's were I asked him in the most innocent way that I could command if he had any land about Trenton. The old man looked at me for a second and then sat down on a railroad truck and almost doubled up with laughter, when he straightened up, still with a grin on his face he said: "Oh, your are trying to buy land, are ye? Wouldn't believe me 'bout eight years ago when I said that this land was the best in the valley, and that some day it would be worth $500 per acre, and darn you I offered it you then at $10 per acre on easy payments. You thought that I didn't know what I was talking about. Well, just let me tell you something. I have still got some land here, not as much as I had eight years ago, but still some, now if you want any of it you will pay me $300 per acre and I don't care if I don't sell it at that price for within five years it will be worth at least $500 per acre.

"Remember I told you that in a few years there would be plenty of water for every foot of this land. Well there is; we've got a canal over there that will irrigate all of this land and then some. See that orchard down there, well in five years the apples from those trees will be commanding the best price of any apples in the United States. Why? Because they will be the best apples that are raised, at least they will be the equal of any raised in the world. What did I do with the rest of my land here? Well, I sold it to the Trenton Land and Investment company and I got a good 10 times more for it than I offered it to you for eight years ago, and the company has made what land I still own worth 30 times what I offered it to you.

"Better see them if you want a good thing, I'm not selling my land."

"Who is the Trenton Land and Investment company?" I inquired, "have they an agent here and what are they doing?"

NO DECEPTION.

"The Trenton Land & Investment company owns 582 acres of the finest fruit land in the world," said Mr. Cutler, "On those 582 acres we have planted 14,750 of the finest apple trees that could be secured. You may laugh at me, but mark my words: within five years the Trenton apple will find a place in every market that is willing to pay the price for it, and that price will be above any now paid in this section of the country and the supply will not equal the demand. This is not all the land that we own, but this is what we have already put in fruit trees. As to water, that magic touch of the west, we own 775 shares of the capital stock of the West Cache Irrigation company, the largest canal in the county, which will furnish water to irrigate 25,000 am going to take the story away from him. I can tell you something about Trenton just as well as he can and without some of the modesty that he might have to put in.

"It's about three years ago since Tom, (that's what all of us call Mr. Cutler) came to Trenton. I have heard it said that he had been all over the west and that he sold everything when he saw Trenton and said, 'This is the place for me.' If he did, I think that he was right. Before he had been at Trenton a week the old fellows here knew him. He got busy. He went out and told 'em that they had the finest country in the world. They knew that, but they needed to be waked up. He interested outside capital to assist in finishing the canal. He opened a store here, and later another store was opened. Then came the big flour mill which grinds a flour that has no superior in the state. Next they got a fine passenger station here, where the through trains on the Short Line stop. Then came a postoffice with daily mail. Next come electricity, to operate the flour mill and light the homes of the people. Then came a telephone connection by which they could talk with anyone in the intermountain country just as well as they can from Salt Lake City.

"Answering your second question first I would say that the company has started out to make of Trenton the garden spot of the state. What their plans are they can tell you better than I, but if they keep at it the next five years as they have the last two years they will make Trenton one of the most desirable places in the west to have a little home. Your first question, "who is the Trenton Land and Investment company" has already been answered in part. The officers of the company are Charles A. Smurthwaite, president, Thomas H. Cutler, vice president, William F. Toller, secretary and treasurer, Alfred Smurthwaite and Roy N. Rasmussen, directors and T. D. Johnson counsel. If you know any of them you know that they will do what they say. By the way," said the old man "you will find Tom Cutler over there in the big store. We all call him Tom here, for we all like him. He's done a whole lot for this part of the country in the last three years," with a parting good bye the old man climbed into his wagon and said: "Better get in on Trenton land now and not wait another eight years, you won't have money enough then to buy one acre." It was a mean shot but it was merited and I had to stand for it.

THINNING BEETS AT TRENTON.

The officers of the company as named by my old friend were familiar names to me. I had known "Charlie" Smurthwaite and his brother Alf for over 20 years, though in recent years we have seldom met. Years ago Alf and the writer worked for the same company and many were the pleasant hours that they spent together, 20 years ago.

After a trip through Cache county for the firm for which we both worked, Alf said to the writer: "Cache county is the finest county in Utah and if I ever get money enough ahead of my expenses I am going to put every cent of it in Cache valley lands." For the last 15 years "Charlie" Smurthwaite has been one of the leading grain buyers in the west.

The writer needed no introduction to Mr. Rasmussen, Mr. Johnson or Mr. Toller. He has met all of them, the first named is the horticultural inspector of Weber county and in his official capacity has made a most enviable record. T. D. Johnson is one of the best known members of the bar of the state. Mr. Toller is secretary and treasurer of one of the largest produce companies in the west.

But it was "Tom" Cutler, "the man on the ground," that my old friend had advised me to see. I had never had the pleasure of a personal acquaintance with Mr. Cutler. All of his friends call him "Tom" and before I had been with him a half hour I fell into the same familiarity. Before I left Salt Lake City for the trip north an old friend said: "If you stop off at Trenton see Tom Cutler." Since my visit to Trenton I have learned from a source other than Mr. Cutler that he has traveled every part of the west and visited every valley in Utah and finally decided to cast his lot at Trenton.

The writer found Mr. Cutler at his store. He was busy waiting on a customer. Coming from behind the counter the genial merchant said, "Now sir, what can I do for you?" The question stumped me for a moment. Really I hardly knew what he could do for me. Finally I said: "Just stopped off between trains. An old man down at the station told me that you had some of the best land in the west here and told me to see you about it."

And "Tom," bed pardon, Mr. Cutler, told me about the Trenton Land and Investment company project.

I told Mr. Cutler at the outset that I might not buy a foot of land, "Don't care if you don't, but if you are looking for a good investment or for a place where you can make your home and in a few years be independent you will do well to hear what we have to offer.

It is the best shipping point for a large part of the richest district in Cache county. Last year they shipped from Trenton 410 carloads of wheat alone. The Amalgamated Sugar company has established at Trenton the largest beet dumping platform in the state and soon we will have a sugar factory over on this side of the county. I know what I am talking about. The site for the factory has been selected and while you may think that I am "stringing" you I know that a little over half of the capital stock for the factory has already been subscribed, and why not? Last year the best land of Trenton netted as high as $85 per acre, and this year the Trenton district has planted 10 per cent of all the beet land in Cache county. The orchard that you have just visited will soon be the finest in the state, and the Trenton apple will be widely known, because every one of those trees are going to be carefully tended, and they are the best trees that can be purchased. They are adapted to this soil, and climate, are going to pay $500 per acre for every acre before seven years has passed and after that they are going to pay more than that."

"Now, sir;" said he, "I want to prove to you that there is money in apples and that the only reason that the people of this state have not made money in the raising of apples is because they have not tended to the industry in the right way." Here is a clipping from a Salt Lake paper. It is headed "Growers of Utah Neglect an Opportunity. They allow other states to supply the market that should be all their own."

It tells the story of thousands and thousands of boxes of apples being shipped into Utah every year where there ought to be enough raised in this state not only to supply the local demand, but to ship to other states. It quoted State Fruit Tree Inspector John P. Sorenson, who said: "Utah has as good climate as any state in the Union for the raising of apples and the only reason that the state is not sending apples to nearly every part of the Union is because the people of the state have not paid the proper attention to the raising of apples."

OREGON SHORT LINE STATION, TRENTON.

"Now," said the old man, "the soil and climate at Trenton are particularly adapted to the growing of apples. It is a deep, rich, sandy loam, without stone or alkali and there is plenty of water for every acre of it. But it was of the possibilities of Trenton as an apple raising district that I wanted to talk. Here is a part of a report from Roy N. Rassmussen, horticultural inspector of Weber county: 'I have examined the land at Trenton and find the soil second to none for fruit growing, such as apples, pears, plums and small fruit of all kinds, and for sugar beets, grain and alfalfa. I have examined the soil, conditions, and location, and my confident judgment is that they are perfectly adapted to the growing of the abovementioned fruits. I have examined the small orchards in the vicinity and find them in a healthy, growing condition, free from pest and disease; and that the recent frosts, so disastrous in other places, have done no damage whatever to the fruit in Trenton.' Pretty strong testimony but not too strong," said my old friend. "Now," said he, "I am going to show you some apple figures which will prove to you that there is money in apples. P. O. Vaade, of Malaga, Wash., in 1905, picked and sold from 20 seven-year old trees: 16 bushels of apples to the tree, being at the rate of 800 bushels to the acre, which apples sold at $1.10 per box, or $880 per acre.

"J. A. Burton, in a recent issue of the Fruit Grower, says that he took apples from 110 trees which sold for $1,700, or $15.50 per tree, a rate of $775 per acre in one year."

In a speech before the Northwest Fruit Growers' association, David R. McGinnis showed that western grown apples had brought $7.50 per barrel, as against $2.80 for eastern apples, and that there were records to prove where $1,000 had been made in one year on one acre of apple land. Mr. McGinnis said that the western grower need have no fear of the east because they cannot raise apples of the quality of those raised in the west.

Four years ago J. F. Wakefield of Paonia, Colo., bought a young apple orchard for $8,500, he raised three profitable crops and last fall refused $28,000 for his investment of a little over four years.

In the Denver-Greeley district, Colo, fruit land without a tree on it but with a high priced water right is held at $1,000 per acre. Coming nearer home, you can't buy good fruit land in Weber or Boxelder counties for less than $350 per acre, and that is without a tree on the land. Orchards in bearing command from $600 to $1,000 per acre. Over in the Corinne district the price is as high, and land would be as high in the Moab and Washington county district were it not for the fact that they lack railroads to carry their fruits to a market."

THE GOVERNOR OF UTAH CORRECTS SOME FALSE IMPRESSIONS.

"I have given you these few figures, culled from a hundred to show you that there is good money in apples," said my old friend as he looked across the table at me.

Some time ago somebody wrote to Gov. Cutler and told him that the writer understood that he was interested in Mexican fruit raising schemes. Here is the governor's reply and you can use what part of it you wish. It was published in the Deseret Evening News of April 16; here is the part of the governor's letter referring to fruit lands in Mexico:

"Certain agents have declared that I am interested in a certain tropical fruit companies land in Mexico. In reply to your question I beg to state that I am not interested in this company's land. And I would advise you that anyone who buys land in Mexico on the guaranty of any party to plant fruit trees on the land, which will be turned over to the purchaser when they produce, enters into a hazardous, long-winded proposition. And it is likely that most of those who buy will sell out before anything is realized from the investment."

In view of the fact that it is evident that agents who are inducing people to invest in their various propositions make it a practise to quote the governor as having taken stock in this or that enterprise, using the statement as an argument for others to purchase the stock, I will say this: Sometimes the statement is true; sometimes not. But whether or not the governor has taken stock in an enterprise, each one approached by an agent selling that stock should investigate the matter closely and carefully, and decide whether or not he would do well to purchase it. Every man should invest his own money. One man should not depend on the judgment of another. If I think I can take a chance on a certain investment, it does not necessarily follow that any other man should make the same investment. It is and should be a matter of personal investigation.

As to Mexican land propositions and similar ones, I might say that there appears to be an element of unfairness in the fact that the land is purchased at a very low rate and immediately sold at an advance of several thousand per cent, the ground for the advance being the supposition that the land will be planted with fruit trees or some other vegetation, which at some time in the future will produce big values for the investor. On this supposition and representation the man buys the land at a fabulous advance. The sales are hastened by the statement on the part of the agent that the price of the land is about to be advanced $25 or $50 an acre, and purchasers are urged to "get in" at the present price! And that sort of argument catches many people.

And yet the purchaser is not sure, perhaps, for the reason that he cannot investigate personally, whether or not the land can be cleared, the trees planted and taken care of, and the fruit harvested and marketed at a cost low enough to realize the great hopes he has for it. In brief, he buys blindly; the size of the promised profits being usually in direct ratio to the distance of the land from his own home. The average man cannot afford to go to Mexico to investigate the location and nature of the land, to find out whether or not it is adapted to the purpose proposed, and near a railroad, or at least a good wagon road, so that perishable fruit grown upon it can be easily taken to market, or whether or not there is a market. In fact, the very essentials of an investment he has to know by second hand, and on the word of a person who is vitally interested in the sale of the proposition. The advantage is all on the side of the person selling the land.

Buying land away from home at a reasonable price, in the hope of a reasonable increase of value through regular processes, is a good proposition. This may be done without great hazard, if the purchaser is sure that the land is at present worth the price paid, and is likely to become more valuable with the development of the country and its resources. This I have done in California, where I own property, every dollar of the investment being clear profit made on property in that state.

It may not be out of place to lay down as a fundamental principle of investment the rule that all other things being equal, money should be invested at home rather than abroad. The two reasons for this are, first, that such investments can be made with accurate knowledge of conditions, gained by personal investigation; second, that the money so invested is used to build up one's own community. Regarding orchards, for example, I think I can safely say that there are thousands of acres of land at the foot of our mountains and the mouth of our canyons where the ground can be cleared, planted, watered, and splendid profits secured, without the risk and the lack of personal supervision attending similar investments in Mexico or other foreign countries. And people are coming in from the east and the west and doing this, establishing fine commercial orchards, and reaping a golden harvest, while many of our Utah people are making impossible investments in comparatively unknown regions.

And at any rate, I think that if investments made at home in farms and orchards are not successful, there are many more chances of failure when they are made at long distances."

At a banquet given by the governor to a number of friends at the Commercial club in Salt Lake City on last Arbor day, after the party had just returned from planting trees on Capitol hill, the governor said that he lieved there were far better opportunities for the investor and home seeker in Utah than there were in any other state in the Union, and urged that the people of the state invest their money at home, in projects that they could watch and where there was little or no chance of disappointments."

After breakfast the writer and his friend left the farm house for Trenton. As we drove past the orchard of the Trenton Land & Investment company, the writer made up his mind that there was where he was going to put some of his wages for an investment. "Well, here we are," said my host, as he drove to the front of Mr. Cutler's store. Go in and talk to Tom, he might tell you something about Trenton that I have forgotten," said my old friend as he bid me good bye.

JUDGE FOR YOURSELF.

I found Mr. Cutler in his store, busy waiting on customers. It might appear that the town can support two stores, but the people come for miles and miles to trade here, to get their mail, to talk over the 'phone and to exchange ideas.

When I got Mr. Cutler to myself, I said: "Now, please tell me something about Trenton and what it has to offer to the investor. You, sir, have been in and around Trenton for nearly twenty-four years, and frankly I want to say to you that if you have not seen enough in that time to convince you that it is one of the best places in the west, it is because you have not had your eyes open. I don't know what you have heard about this being the best fruit country in the state, with a young orchard that has no equal. You left me yesterday afternoon to go with an old friend of yours, who has a sort of fatherly interest in the district. But briefly, this is what we have to offer to you or anyone else who wants a good thing. "The best land in the state, with plenty of water, 14,750 apple trees already planted, and over 15,000 more to be planted within the next year. A little town with two stores, a postoffice, electric light and power, a telephone reaching all parts of the intermountain country, a flour mill with a 150 barrel a day capacity, a good school, a fifty-acre town site, with a site for a graded school building, a new $10,000 meeting-house, and other church buildings. In the county there is one of the best agricultural schools of the country, where the children of the farmer can be educated almost without cost. We believe, sir, that we have the finest opportunity ever offered to the west for the home seeker or the investor. All that we ask is for the prospective buyer to come and see what we have to offer as we are confident that his judgment will do the rest. The company which I represent can offer any man a chance of a life time to make a home or an investment. I do not know what you think of Trenton, the place which within the next ten years will be known as the home of the Trenton apple, but I do know that if you have one one-hundredth part of the faith in Trenton that I have, you would buy land here. And I do know that all we ask is that people come and see for themselves what we have to offer. We do not ask anyone to buy on our word, come and see for yourself. If you know a good thing no agent need talk to you, if you want to ask questions, ask them. We have a good thing in Trenton the best in the west. We can prove it. All we ask is for you to investigate."

"But suppose I did not care for fruit land could I purchase anything else here?" I asked. "Yes, you can be furnished with any size farm that you want in the district. With the new canal, it will be impossible for many of the farmers to tend to the land which they formerly utilized as dry farming land. Much of this land will be for sale and there will be opportunities for the raising of beets, wheat, alfalfa chickens and a dozen other things. Briefly, we offer the home seeker and the investor one of the best, if not the best, offers ever made in Utah or the west. All that we ask of the intended investor is to come and see what we have got to offer. We have no fear as to his judgment."

Mr. Cutler and the writer left his store for the station, for it was now close to train time. As we walked to the neat little station house he asked me once more what I thought of the orchard that the company had planted. This was my answer: "I understand that you are selling that land for $300 per acre, with a guarantee that the trees will be cared for during the time of payment and that the buyer has 72 months to make the payments." Yes sir, that is right. "I looked into my pocket book; the largest part of the money that I had when I left Salt Lake City was still there. "Here, Mr. Cutler, is my first payment on five acres of that orchard, send the papers to Salt Lake, and I will sign them. That was what the writer thought of Trenton fruit land, after 24 hours' investigation.

Before closing this article the writer wants to say just a few words about Thomas H. Cutler. He is a booster and a booster of the real type; there is nothing of the hot air and the "we have it all" about Mr. Cutler. He is cool and conservative. His chief argument appears to be, "investigate for yourself." When he talks to you he looks you in the eye with a something that says, "Now, Mr. Doubter, tell me where I am wrong?" That was the way that he talked to me, and I started out with the intention of making him wrong, and I left praising the district he represented. My impression of the officers of the Trenton Land and Investment company is that they know that they have one of the best propositions ever offered in the state and they only want the investor to come and see what they have got. If the home seeker or the investor will do that they will do what the writer did, take a few acres of land in the finest fruit district in the state