

the University of Utah last year, and has the contract for the reconstruction of the physical building.

Mr. T. Ashton, president of the company, has been a resident of this city all his life, and is a member of the firm of Ashton Bros., contractors and builders. Mr. James Whyte, who holds the position of secretary and treasurer, is one of the most experienced stone men in the state, having learned his trade under Watson Bros., former proprietors of the works. Mr. Whyte, the vice president, needs no introduction to the citizens of Salt Lake, as he has been actively engaged here for the past ten years. He enjoys the distinction of having learned his trade as an apprentice upon the Salt Lake Temple.

Individually the members of the firm are held in high regard for integrity and personal worth, and the prosperity they enjoy is amply merited by their progressive and energetic business ideas.

THE ENTERPRISE BRICK COMPANY.

Manufacturers of Wire-cut, Common and Vitified, Sand Rolled, White and Red Pressed Brick.

In the manufacture of the highest grades of common and ornamental bricks, the Enterprise brick companies of the United States are the representative leaders, whose product is without a peer. Utah stands well to the front in the quality of brick manufactured in the state and among the best known plants is that of the Enterprise Brick

a 12-ton crane for the United States Reduction company of Bingham Junction, which is a monster, and one of the largest ever manufactured in this city. They secured the contract for the interior iron work on the Deseret News building, prominent among the work appearing the steel arch that adorns the main entrance on Main street as well as the handsome balcony that incloses the business office. The fire escape erected on the west side of the building is also a specimen of their work, and in the construction of the annex the company will also figure.

Should the growth of this concern continue as in the past, a number of contemplated improvements and additions to the plant will be but the beginning of a material enlargement of the works.

A PIONEER BOILER MAKER.

When it became necessary for the erection of a smoke stack for the Deseret News building, the management at once called upon Mr. Samuel Holmes,



A PORTION OF THE ENTERPRISE BRICK CO'S PLANT.

ness received its foundation, in 1893 a change took place in the management, and the present company was incorporated under the laws of this state with a capital stock of \$50,000. At present the business is managed by Joseph L. Morris, a son of Elias Morris, the founder. Their territory covers the states of Utah, Idaho, Nevada and Wyoming, while twenty-five men are constantly employed in connection with the various departments of the business.

HIGHAM BROS., PLUMBING CONTRACTORS

In no other one line of advancement has scientific research made more rapid progress than in modern sanitation. In order to keep abreast of the times the plumber of today has had to meet problems that never confronted the plumber of a decade ago. Let it be said to their credit that they have accepted the situation as it presents itself and have mastered the complicated situation. Salt Lake City is going through a period of rapid development and in no line is it more noticeable than in that handled by the above firm.

The Deseret News building is a structure that would prove an ornament to any even more metropolitan city than our own. In every essential particular it is without a superior, and in reference to sanitation both as to ventilation and plumbing, nothing has been omitted to make it as perfect as possible. It is, therefore, most appropriate to give a brief description of the plumbing as well as the firm that had charge of its installation. The firm consists of three brothers, J. S. Higham, who learned his trade in this city under the supervision of a New York man, W. S. Higham, also a master plumber with an extensive experience in the east, and A. S. Higham, the youngest member of the firm, who is equally proficient in the trade. These gentlemen established their business in this city nearly thirteen years ago, at 69 West First South street and since that time have succeeded in building up a most gratifying business both gaining new friends and retaining the old. They are thoroughly familiar with every detail of the business and being practical men devote their personal supervision to the work on hand. The contract for the annex has been awarded this firm.

SALT LAKE CITY A MANUFACTURING CENTER

J. P. PAULSON.

No better evidence of the growing importance of Salt Lake as a manufacturing center and supply point for all the inter-mountain states could be offered than the presence here of a branch of the celebrated J. P. Paulson fixture house of Denver. Few people who have not had occasion to visit the extensive factory of the firm located at 179 West Second South street, have an adequate idea of the business conducted in this city by the firm. Formerly all interior finish, show cases, counters, office and bank fixtures were in this city either made in the east or were of inferior quality. It is, therefore, a matter for gratulation that we have in our midst so enterprising a firm as that of the J. P. Paulson company.

The firm has been awarded the contract for supplying the handsome quarter sawed oak fixtures that adorn our business office in the Deseret News building, which will consist of a forty-eight foot counter with a gracefully rounded end, one public writing desk of the same handsome design and material, and all the wainscoting together with the marble base and such other fixtures as may be found necessary. They are also putting in the same fixtures on the three floors occupied by the Oregon Short Line. Among the many numerous contracts filled by Mr. Paulson, since having been established here, is the following, as the most recent: The fixtures of the bank at Nephi, the Stickney Cigar company, and practically all the show cases in the Walker Bros. Dry Goods store. The interior of the Royal hotel, which is the handsomest cafe west of Chicago, is also being provided by this firm. They supply all the western country. A feature that will appeal strongly to people accustomed to the climate of the west is that Mr. Paulson has been doing business in this country so long that he fully understands the absolute necessity of his wood being thoroughly seasoned.

Mr. Paulson has his head office and factory in Denver, Colorado, with a branch at El Paso, Texas, and the one opened in this city three years ago un-

der the management of Mr. N. Paulson. They have commodious quarters, the basement and two floors with a frontage of sixty and a depth of 100 feet. The business has met with such success, however, that it has been deemed necessary to build another story on the plant which will be done next spring.

Over 35 skilled woodworkers and cabinet makers are constantly employed and the factory is equipped with the latest and most approved patterns of wood working machinery. With a traveling man on the road the firm does an extensive business as far north as Butte, Montana, west as Boise City, Idaho, and throughout Nevada and parts of Wyoming. A feature that will appeal strongly to those who desire the best and do business with Mr. Paulson is the presence in the factory of the latest patent in the way of a dry kiln, here every piece of material is treated before being used with the results that the firm has established a reputation that cannot be excelled for workmanship and their famous dealing. It is able to present to our many readers this all too brief description of what we are pleased to term a model establishment, which deserves the recognition which has been accorded it. The firm are sole agents for the goods manufactured by the celebrated Brunswick-Balke-Collender company, and the line they carry is at all times full and complete. No order is too trivial to receive their most careful attention and it is a matter of pride with the management that they have never received one so large that it was not handled on time and to the complete satisfaction of all parties interested.

F. M. ULMER & SON.

The past year has marked an era of great activity in building in Salt Lake City and prominent among the modern buildings that have been added to the already long list of modern business blocks, the home of the Deseret News and the "Annex" stand at the head of the list. The many handsome residences, commodious office blocks and commanding public buildings that have been designed and erected are the highest testimonial that the exceptional attainments of our architects could have, and their eloquent proclamation well-merited prosperity for the city and a staunch maintenance of Salt Lake City's claim to modern architecture throughout its growth and continued development.

The firm of F. M. Ulmer & Son is composed of Messrs. F. M. Ulmer and his son, F. D. Ulmer, C. E. They are both educated to the profession and have been residents of this city since 1890. Mr. Ulmer, senior, was educated at the Lowell Institute Boston, Mass., where he served as apprentice for seven years, with one of the most successful architects of that famous old city, after which he came to Kansas, Mr. Ulmer was attracted to the city of his chosen profession, and acquired a good reputation as a mechanical engineer. When the great building boom was at its height in the state of Kansas, Mr. Ulmer was attracted to the city, and opened an architect's office there. Many of the better class of buildings throughout the central portion of the state are monuments to his skill. In connection with his office, he conducted a contracting and building business, which was also successful for a number of years previous to adopting this city as his home. As an evidence of the recognized ability of the gentleman, it affords us pleasure to state that in January, 1900, he was appointed building inspector for this city, and during his term of office has served with marked ability.

Fred D. Ulmer is a civil engineer and at present is identified with the San Pedro and Los Angeles railroad, as locating engineer, now building between here and Los Angeles, Cal. He has been associated with his father for a number of years and the amalgamation of talent has given to Salt Lake one of the most efficient architectural offices in the city.

THE TELEPHONE SERVICE

Of the Deseret News Building.

What does the word "business" mean? Webster defines it as, "traffic in general; transaction; profession; trade; duty." The definition can hardly be criticized.

Now, in order that a man may do business it is necessary for him to have headquarters or a place wherein to transact it. The wise man will naturally pick out an office centrally located and where his business will be facilitated by modern building improvements such as quick and safe elevator service, steam heat, efficient plumbing, proper ventilation and last but not least, protection against fire. All of these essentials and many more, are to be found in connection with the Deseret News building.

"A fool eschews suggestions and advice, but a wise man profiteth thereby."

Looking into the matter of business still further: After a man has fixed up on a location for his office his next step is to equip it with everything which will help him to do "traffic in general." Assist him in "traffic" or build up his "profession." Deeds, typewriters, files, etc., will of course be included in the outfit, but the first piece of equipment he thinks of is a telephone—the little instrument that runs the business world. If he is a wise man, his business must have the quickest and best means of reaching the public, and must be so fixed that the public can reach him without waste of time or money.

His reasoning is as good as Webster's definition of business and so he orders a telephone.

If, as he says, a telephone is indispensable to a business, then the service from same must be too efficient. The most efficient service is obtained where lines are cabled underground and aerial to the subscribers' station. The Rocky Mountain Bell Telephone company is following this plan as fast as possible through the business district of Salt Lake. At present it has five miles of cables laid underground, each cable containing from 100 to 200 pairs of wires. If the wire in these cables was stretched out and connected in one strand it would reach 1,469 miles.

The Deseret News building is the first building in this city to be connected directly with the company's underground system. The structure is equipped with a 100-pair cable which will provide for 100 individual line telephones or 400 party line telephones. The cable in question runs underground from the telephone building on State street to the basement of the Deseret News building, and from the basement to the attic of this latter building. A lead covered insulated cable has been put in place, connected with the underground cable. At each floor the cable is opened and a sufficient number of pairs of wires connected on permanent terminals to accommodate all officeholders desiring telephone service.

On giving six hour's notice to the Rocky Mountain Bell Telephone company, a business man may have a telephone installed in his office in the Deseret News building, from the attic to the basement, and the best of service will be guaranteed. Rates rang-

ing from \$30.00 to \$50.00 per annum, long distance equipment, extension, telephone, \$1.00 per month and receiving telephones, independent lines, \$2.50 per month.

The weather will not affect lines in this building, these will be free from crosses and all inductive disturbances, noticeable to a certain extent on aerial wires. Hitting floods and earthquakes, the only part of the equipment that can get out of order is the instrument central switch, which can be remedied in short order.

THE ONLY EXCLUSIVE PLANT

Between Denver and the Pacific Coast.

The plant of the Crager Wire and Iron Works company is an important industry of this city, giving employment continually to some twelve to fifteen men, and producing a vast quantity of work, both for local and outside points.

At present its various lines of business embrace iron and steel fences, wire work and fancy iron work of all descriptions, electro-plating gold, silver, brass and copper in all the latest finishes, besides a varied assortment of iron chairs, settees, flower stands, fancy baskets for lawns, etc., all of which are manufactured by the firm in Salt Lake.

Mr. Crager has been awarded a number of contracts on the Deseret News building. Among others we desire to call particular attention to the rear elevator enclosures, the artistic designs in the stairs leading up to the vaults in our book department, the wire doors in the seventh story and many other features of equal contract. He has also secured the contract for the fancy iron work in the Oregon Short Line offices on the three upper floors.

AMERICAN BRIDGE COMPANY OF NEW YORK.

A few decades ago, steel structural work had but a very small place in the erection of modern buildings. The advent of the 20 story sky scrapers, of the great metropolitan cities, made it necessary to find some other materials than the heavy masonry that formerly was used so exclusively in all the larger buildings, and as usual, American inventive genius was equal to the occasion, with the result that today all modern buildings have their framework composed entirely of steel.

The Deseret News building is no exception to the rule, and it is a credit to the work of the structural engineers of the American Bridge Company, who secured the contract through their local agent, Mr. H. A. Fitch, who looks after the interests of his company throughout Utah, Montana and Idaho. The company gives employment in this city to between 30 and 40 experienced men and the work of erecting all work is executed under the personal supervision of the engineers of the company.

The American Bridge Company of New York is a part of the United States Steel Corporation recently organized by J. Pierpont Morgan and associates. They have exceptional facilities throughout the United States and foreign countries for contracting on steel bridge and structural work, with representatives in every principal city. In this section the contracts that provide most attractive to the company are mining and railroad work. Enumerated below are a few of the contracts most recently filled, the work on the new plant of the American Smelting & Refining Company at Murray, the immense smelter of the Bingham Copper & Gold Mining Co. at Bingham, the plant of the United States Mining Company at the same place, the Golden Gate Mill at Morenci, the tramway towers of the famous Silver King, at Park City, the galloway frame and hoisting plant, etc., of the Grand Central Mine at Tintic. The company is at present doing the extensive work at Pocatello for the shops of the Oregon Short Line R. R. Co.

Mr. H. A. Fitch, contracting agent of the company has represented the interests of the American Bridge Company in this city for three years. Previous to accepting the position in this city, he was connected with the same company in the capacity of head draftsman, at their Minneapolis offices.

Saw Death Near.

"It often made my heart ache," writes L. C. Overstreet, of Elgin, Tenn. to hear my wife cough until it seemed her weak and sore lungs would collapse. Good doctors said she was so far gone with Consumption that no medicine or earthly help could save her, but a friend recommended Dr. King's New Discovery and persistent use of this excellent medicine saved her life." It's absolutely guaranteed for Coughs, Colds, Bronchitis, Asthma and all Throat and Lung diseases. 50c and \$1.00 at Z. C. M. I. Drug Dept. Trial bottles free.

No one knows the unbearable torture one undergoes from piles unless they are so afflicted. TAILOR'S RUCKY, PILE OINTMENT is a quick, safe and painless cure. Price 50 cents in bottles, Tubes 75 cents. Z. C. M. I. Drug Dept.

When children have earache, saturate a piece of cotton with BALLARD'S Price 50 cents. Z. C. M. I. Drug Dept. SNOW LINIMENT, and place it in the ear. It will stop the pain quickly.

Annual Statement for the year ending December 31, 1901, of the condition of the

LONDON AND LANCASHIRE FIRE INSURANCE COMPANY.

The name and Location of Company, London and Lancashire Fire Insurance Company, Liverpool, England. Name of U. S. Manager, Annabald G. McCann, New York City, N. Y. The amount of its deposit capital is \$2,000,000. The amount of its income during the preceding calendar year is \$2,544,982.94. The amount of its liabilities (including capital) is \$1,678,053.67. The amount of its income during the preceding calendar year is \$1,822,478.59. The amount of its expenditures during the preceding calendar year is \$1,503,406.69. The amount of losses paid during the preceding calendar year is \$1,073,711.40. The amount of risks written during the year is \$21,410,522.00. The amount of risks in force at the end of the year is \$31,541,450.00.

STATE OF UTAH, Office of the Secretary of State, I, John T. Hammond, Secretary of State of the State of Utah, do hereby certify that the above named insurance company has filed in my office a statement of its condition, from which the foregoing statement has been prepared, and that the said company has in all other respects complied with the laws of the State relating to insurance. In Testimony Whereof, I have hereunto set my hand and affixed the (SEAL) great seal of the State of Utah, this 20th day of February, A. D. 1902.

J. T. HAMMOND, Secretary of State. McCORMICK, COOKE & CO., Agents, Salt Lake City, Utah, 14 West First South Street.

Daynes Music Co.,

THE LEADING MUSIC DEALERS.

GENERAL AGENTS FOR

KNABE PIANOS.



THE ACME OF PERFECTION. USED EVERYWHERE AS THE STANDARD OF EXCELLENCE IN PIANOFORTE CONSTRUCTION. COME IN AND SEE OUR MOST BEAUTIFUL STOCK. VISITORS ALWAYS WELCOME.

DAYNES MUSIC CO., Everything Known in Music. 74 Main St. Phone 715-4.

NEW MAN'S FIRE SALE,

IS NOW ON

And Will Continue Until All Goods Are

Sold at

120 MAIN STREET.

Midgley's BIG

Wall Paper

Offering.

100,000 ROLLS—The choice selections from the leading factories. Unexcelled in LOWNESS OF PRICE. We have some new ideas in Home decoration. We invite your inspection.

FREE!

A helpful booklet on home decoration, showing colored sketches of interior and giving many useful hints on decoration.

C. W. Midgley, 57 Main St.

Makes the old young

Granola Food

digests in the stomach and enriches the blood more quickly than other cereal foods and is capable of maintaining life for an indefinite period - sold by your grocer -

St. Helena Sanitarium Food Company - St. Helena, Cal.

Salt Lake City Store, 63 East First South.