### DESERET EVENING NEWS: SATURDAY, OCTOBER 3, 1903.

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There is not now and never has been any question as to Salt Lake City being the jobbing center of the intermountain country. Its business this year will eclipse with a very substantial margin, that of last year, which means that all previous records will be demolished. It is estimated that Salt Lake merchants and business men will do not less than \$35,000,000 of business in 1903, which is an advance of several millions over 1902.

The increase is due to two or three conditions, foremost among which is the city's growing facilities to handle greater business and supply constantly expanding needs. Another fact worthy of mention is the high standard of Utah made goods which are attracting attention in surrounding states, and where many of them find a ready market. The Utah traveling salesman with characteristic push and energy is reaching out farther each year and each year he brings more and more orders home to the house he represents. That this condition will continue until Utah becomes an important manufacturing center is the conviction of every conservative business man. Already all of the immediately adjacent states are regular patrons and California, Oregon, Washington, Nebraska and some in the far east are calling for various Utah products.

MELLO, SMITH! HAVE A LOAD OF POTATOLS



### ROCKY MOUNTAIN BELL TELE-PHONE COMPANY.

of the interesting indications of existing prosperous times is the option of the telephone throughout agricultural and grazing sections of inter-mountain country. There are oughout Utah, Idaho and Wyoming such telephones in use by ranch The Rocky Mountain Bell Tele company's offices all over the country, are besieged by appli-for additional facilities. Probmany more actual orders for rvice which the company will mable to supply before spring, ow-to the rapid increase in the demand this class of service. Ninety per cent of the ranch lines mentioned have constructed during the present

CLEAVELAND COMMISSION CO. Since its establishment four

sign no house in the commission trade of this state has afforded its patrons such a splendid service and both ship-pers of produce to Salt Lake City and the dealers of our own and nearby states are to be congratulated on havstates are to be congratulated on hav-ing this modern house through which they can come together to their mutual advantage. The office of the company is at 15 West Second South, while the codes used are Robinson's Revised and Western Union. The manager of the company is Mr. G. R. Cleaveland, and no higher econium on bis ability is needed than the record of the splen-did business he has built up in so short a period and the influential connec-tions he has made for the company. He tions he has made for the company. He is a large realty owner, wide awake is a large reality owner, wide awake and progressive, and a business man of strict integrity, who enjoys a very wide measure of esteem. The com-pany operates branches at Corinne, Dewey and Cache Junction, Utah, and Preston and Idaho Falls, Ida, and util-izes a large warehouse at 326 South Third West street, two stories high and 32x150 feet in ground area configurates

Third West street, two stories high and 32x159 feet in ground area, contiguous to the railroad tracks. They are ex-clusively car lot handlers, and do a wholesale trade on grain and produce. Choice milling wheat, alfalfa, and pota-toes, they buy and sell for spot cash. and also receive consignments of fresh produce. They solicit consignments for which they secure the best current prices and charging a very moderate scale of commission give their consign-ors prompt cash returns. They are wholesale dealers and carry at all times a large stock, filling orders for the trade at the closest price quota-tions and shipping promptly in good order. Their immense yearly trade amounts to over half a million doilars and extends over Wyoming. Utah. and extends over Wyoming, Utah, Idaho, Nevada, California and Color-ado and in a smaller degree to every state west of the Mississippi river.



The large and excellent clothing cuse of which the Messrs. Isaac Barton is president and Mr. Isaac R. Bar-ton is the secretary and treasurer, has been a most popular establishment of Salt Lake for many years. The senior member, Mr. Isaac Barton, has been member, Mr. Isaac Barton, has been a resident of Salt Lake for the past forty-two years. The Messrs. Barton occupy a high position in the mercan-tile life of the city, and are also large owners of real estate. They occupy a main floor of 40x160 feet, at Nos 45 and 47 main street, where they carry an immense stock of clothing, hats and furnishing goods, which they sell both wholesale and retail, and their terri-tory of trade covers the city and the state. The Messrs, Barton are accom-plished merchants, and they strive to state. The Messre, Barton are accom-plished merchants, and they strive to keep their house supplied with every-thing the people want in the clothing lines. Their house is a most popular trading place, and has a large country as well as city trade. Barton & Co,  $ke \in p$  a very desirable and popular line of clothing and can outfit the most fan-ciful and fastidious patron, at the same time supplying the trade with substantial lines of merchandise, which include men's and boys' clothing of every kind.

J. H. R. FRANKLIN.

Passing in review everything that s substantial or beautiful and luxurious in the marts of trade, strong and magnificent in the industrial arts and noble and benign in the institutional life of the city, we pause within the deliciously tempting precincts of Mr. J. H. R. Franklin, the famous and region even to the coast.

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THE GREENEWALD FURNITURE

quarters of a cent per pound more than the best price up to that time. Of course he hauled apples, (1,600 pounds,) The completion of the new store of the Greenewald Furniture company gives it one of the finest business build-

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unexcelled caterer at 108 Main street, one of the best known and most fre-quented paces of refreshing delights in the city of Salt Lake. Mr. Franklin is the thoroughly trained manufacturer the thoroughly trained manufacturer of pre-eminently superior candies, ice cream, sherbets, water ices, fancy moulds, individual pundings, and al-most everything edible fin the fancy lines, served in elegant style or fur-pished in quantity to families and pri-vate parties. Mr. Franklin makes a menditud of a factor is bence in the second specialty of catering for banquets, par-ties and social functions, taking entire ties and social functions, taking entire supervision of the service and render-ing every detail in the most tasteful fashion. He has been engaged with great success and with gratification to the public for the past six years in this business. His store is handsomely ap-pointed, equipped with every modern convenience two telephones, 530 and 135, sneedal messeners service accommoda. special messenger service, accommoda tions for private parties, and every de tail of courteous attention to his pat rons. Mr. Franklin is especially popu-lar with his lady patrons for whom he especially provides the finest of fresh candies and all other dainties of his store every day.

# LAMBERT PAPER CO.

Among the most prominent and re-liable houses in the inter-mountain re-gion engaged in the handling of print-ers' supplies and wholesale dealing in paper, stationery, etc., is the Lambert Paper Co., of Salt Lake City, whose annual volume of business is immense, Their office and warehouse are at No. 51 to 57 west South Temple street, and here they own and occupy a three story and basement, modern, brick building, 56x110 feet in ground area, and carry at all times a very extensive and fully accepted at the store of the sto and fully assorted stock-the produc-tion of the leading factories and mills of the old and new worlds. This includes printers' and book binders' sup-plies, stationery, wrapping papers, pa-per bags and boxes, twines, etc., in fact, everything in the paper line. No stock in the intermountain region is larger or more completely assorted, and no house in the trade offers better or more liberal inducements as to prices and terms than does the Lamber Pa-per Co. Their goods are to be found class of stationers, printers, and mer-chants generally in Utah, Idaho, Wyo-ming and Nevada, over which states their large staff of traveling salesmen make frequent and regular trips, with constantly increasing success. All orders are accurately filled and promptly shipped, and the company make a specialty of filling mail orders, which is ione in the most satisfactory manner Each year the trade of the house steadily grows in volume and this is unquestionably due to the able, liberal and honorable lines upon which it is conducted by Mr. George C. Lambert, president and manager and his sons George C.Lambert, Jr., and James N. Lambert, the former of whom is secretary and treasurer and the latter vice president. These gentlemen enjoy the esteem and respect of the company's many patrons. The Lambert Paper Co. possesses an advantage over every other house in this region that handles wrapping papers in having the only press to print roll paper a shape in which it is now so extensively used. They do it in as good style too as it is done anywhere, and can fill orders on much shorter notice than if the print-

ing had to be done in the east. An-other very important feature of the company's business is the manufacture of Calendars. They import the litho-graphs direct from the leading manu-facturers of this and other countries and do the rest of the work here, employing quite a force of hands in that department. Their product in this line extends into all the surrounding

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| leaders in our business world, Mr. Hy man A. Leipsiger being president; Mr. Carl S. Schmidt, vice president; Mr. J. A. Greenewald, secretary, and Mr. Ferdle Strouse, treasurer; gentlemen to

which has four floors, 66x140, and the first floor double-decked being occupied by the company, and the building is an

### BRUBAKER-CAMPBELL HARD WARE CO.

ong those houses of Salt Lake City who have brought our city prominently before the trade of the western states as a leading wholesale and distributing center, and one of the best shopping cities in the intermountain region, is that of the Brubaker-Campbell Hardware Co., and the extensive and always increasing trade they have built up, has been deservedly merited. The company is incorporated under the laws of our state, with an ample paid up capital, and the officer who are able and suc state, with an ample paid up capital, and the officers who so ably and suc-cessfully conduct its affairs are Mr. C. E. Bruhaker, president; Mr. N. B. Campbell, secretary and freasurer, and all are business men of the highest standing and reputation. Their office, store and warehouse are located at 27-29 west Third South street, telephone 1061 x and here they occupy a main floor and basement, each 44x132 feet in area and carry a heavy stock of general floor and basement, each 44x132 feet in area and carry a heavy stock of general hardware. This embraces sheep and builders' hardware, iron, lead, and other metuls, pocket and table cutlery, stoves, ranges, and general house-furnishing goods, guns, ammunition, etc., the stock being kept constantly assorted. To the trade they quote the closest prices and most favorable terma, while, to the general unblic they sail creasing success while to the generat lowest city prices general public they sell

### THE MURRAY MEAT AND LIVE STOCK CO.

As a state Utah is self-contained and very industry is carried on here with emarkable energy and enterprise. That being the case it only needs the peopl to appreciate thoroughly the advatages of supporting home industries, in preference to supporting those whose interests are not local. Among the best conducted of all our food industries is the Murray Meat and Livestock company, whose business was founded 14 years ago, and has been very successful and whose office and sales department are at 330 State street, telephone 528, and whose stockyards and slaughter houses cover an area of 10 acres at Hustler's mill on State street, between Thirteenth and Fourteenth South, con-nected by private switch with all railentering the city. The plant, was recently erected at a cost roads of \$25,000, has every modern improve-ment, both for the prompt trade and the preservation of their meats in the primest condition, and their cold storage, cooling rooms, etc., are not surpassed in any city, while their slaughter house work is done in the most careful and cleanly manner. Livestock is bought on the foot by experts and only the choic the foot by experts and only the choic-est animals are secured insuring the highest quality of meats to be found in any part of our country. To the trade thoughout, the entire state the company quotes the chosest prices and delivers all meats in the primest con-dition, while they also sell the finest of solid and ared meats lard etc. In of salted and aired meats, lard, etc. In their city branch they cater to the trad and carry a fine stock of their produc and carry a new stock of their produc-tions, selling at very moderate prices and promptly delivering all orders, their anual sales being very large and stead-ily increasing. The officers of the com-pany are: Mr. A. Roland, president and manager, who has been one of our most compacted residents for the next outarter respected residents for the past quarter of a century, and Mr. Arthur Pitts, sec-retary, who is one of Salt Lake City s native sons.

### SAM WILLIAMSON.

That Salt Lake City is a great and growing wholesale and distributing center is forcibly demonstrated by a review of her leading wholesale and jobbing houses and each year sees new additions to their number. One of the most reliable of such houses is that of Mr. Sam Williamson, wholesale dealer in grain, flour and provisions, who established his business here in 1896, while he has resided in Salt Lake City for the past 13 year, and is widely known and greatly respected. His office is at room 215-21 west First South street, telephone 540, while his whom the company's unqualified suc-cess is largely due. The stock carried by the company is extensive, compre-hensive and complete in every line, and includes fine and medium grade furnispacious warehouse is at 341 Second South street and this is 60x 125 feet in area. He carries a heavy stock, securing his suplies of grain from the best growing sections of our

### H. B. PROUT. While Salt Lake City is a recognized

wholesale and distributing center for many of the necessities of life, it is not less noted as a supply headquarters for agricultural implements and machinery and we have here located some houses and we have here located some houses which do a very extensive annual trade all over our own and adjoining states. One such is that of Mr. H. B. Prout, who although but recently established; has alreedy opened up influential trade connections and is doing a very sub-stantial and rapidly increasing trade. He is a gentlemen who is thoroughly posted on his business and conducts it on honorable and liberal methods. His office and salesrooms are at 207-209 State street, telephone 918-y. P. O. Box office and salesrooms are at 207-209 State street, telephone 918-y, P. O. Box, 562, and here he catrices a very heavy stock, selling to the trade only. This includes Moline plows all lines of Deer-ing machinery, such as, reapers, mow-ers, binders, rakes, harrows, etc., as well as Henney buggles, Weber wagons, Old Hickory, various, the well as Henney buggles, Weber Wagons, Old Hickory wagons, etc. In these lines Mr. Prout is prepared to quote the closest prices and most liberal terms known to the trade. His traveling sales-men cover the states of Utah and Ne-vada regularly and always with in-creasing success.

VOGELER SEED AND PRODUCE CO.

Among the leading seed, produce and commission houses of Salt Lake City, who are in daily receipt of consign-ments from all sections of our states is who are in daily receipt of consign-ments from all sections of our states is the Voegler Seed and Produce Co., whose office and spacious warehouse are at No. 60 west First South street, and who yearly do a very extensive and constantly increasing trade. This is largely due to the fact that Mr. Au-gust H. Vogeler has built up a high reputation for promptness and strict integrity in all his dealings, which is an absolute necessity to success in this business, and that he is a gentleman of great business ability and very pop-ular with the retail trade of this city and surrounding towns. He is open to receive and solicits, consiguments for sale or commission, of hay, grain and seeds of all kinds, also four,honey, salt, poultry, supplies, fruit and country produce. For these his excellent fac-ulties enable him to secure the best current prices, and he charges a very moderate commission current prices, and he charges a very moderate commission, making cash re-turns the day of the sale. They also manufacture Vogeler Pouliry food, the best in the market. Mr. Vogeler usu-ally has on hand a large stock of all kinds of goods received fresh and di-rect from the producer and retail mer-chants find this the best source from which to obtain their supplies. They publish annually a handsomely illus-trated catalogue which will be mailed free upon application after the 1st of December.

### E. O. REILLY.

One of the oldest established men's and boys' outfitters in Salt Lake City is Mr. E. O'Reilly, who has been suc-cessfully established for thirty years, and who today does a very large busi-ness in high grade goods in this city, and ness in high grade goods in this city, and who is noted for his clean, well kept and expertly bought stock. He is an expert judge of goods and thoroughly understands the requirements of his many patrons. His store is located at 210 south Main street, where he occu-pies the main floor and basement, each 25x115 feet in dimensions, and he makes a specialty of handling fine unlow made

25x115 feet in dimensions, and he makes a specialty of handling line union made clothing , while he has but one price to all. His Sterling ready to wear cloth-ing is surpassed by no maker in our republic, while he handles Stetson's hats, and Stacey Adams' shoes, a crit-erion of the class of high grade goods to be found in his stock. In gents' fur-nishings he shows all the latest New York novelties and a full line of hosie-ry, underwear, shirts, collars, cuffs, umry, underwear, shirts, collars, cuffs, um-brellas, etc., and in all lines his prices will be found consistently the lowest for the boat events. for the best grades of goods.

### TRENCHARD & HARRINGTON FUR-NITURE AND CARPET CO.

Although only established 10 months ago the Trenchard & Harrington Fur-niture & Carpet Co. has built up a large city and country trade, and this large city and country trade, and this is not surprising in view of the great popularity of the proprietors, their wide business experience and approved in-tegrity. Mr. John Trenchard comes from Denver and Victor, Colorado, where he has been engaged in the fur-niture business for the past twelve years, while Mr. Nocl Hardcate, republic, and handles the best brands of bakers and housekeepers' flour, and a full and complete line of provisions which are received from the leading packing houses of our country, and is the first consideration with Mr. Williamson, although his prices will be found as low as any ou the niture business for the past twelve years, while Mr. Neal Harrington was for three years with the Salt Lake Hardware Co., and both have a wide circle of friends in this section. The office and store are located at 228-230 south West Temple street, just around the corner from the post office, and car-ry at all times a year large and at trade. Orders are accurately and promptly filled and shipped, and the annual value of trade transacted is ry at all times a very large and at-tractive stock of goods, and sell both at wholesale and retail, salesmen cover-Among the many other substantial and worthy business establishments which have been made in Salt Lake ing the surrounding country for or-ders. Their stock includes fine and medium grades of artistic furniture of the most reliable grades, cuitable for every room in the house; very handwithin the first three years of the century, and in great part attracted hither by the rapid growth and splensome single pieces and suites are to be had as well as a fine line of the latest patterns and colorings in carpets of al kinds, rugs, oil cloths, mattings and other household furnishings, while low prices and easy payments prevail.

an upright, liberal and honorable business man. The company is prepared sell, buy or forward livestock on usual moderate scale of commiss commission charges and none accord a better sur-vice to their patrons or secure more favorable results. On all sales they their patrons the promptest casilements, and to those desiring i ey send telegraphic reports of the ate of the market, also the railroad rights to all point and make a feaare of keeping their patrons well osted by sending out a weekly circu-r letter of market conditions. Advances are made on consignments, and the business annually transacted is very large.

33

### HUBBELL BROS.

The operations in the prosecution of the trade in flour, grain, hay and feed are conducted upon a mammoth scale in Salt Lake City and constitute a prime factor in its business growth and development. One of the most pros-percus houses engaged 'n this line is that owned by Hubbell Bros., who oc-cupy spachous premises at No. 353 west Second South street, with private rafl-way switch in connection. They also have an elevator at Shelley, Idaho, caway switch in connection. They also have an elevator at Shelley, idaho, ca-pacity 50,000 bushels, equipped with 12 horsepower gas engine cleaner, capacity 1,000 bushels per hour, roller and grinder. The partners are Mr. Thos. I. Hubbell and Mr. John I. Hubbell, both experts in their business, keen buyers in the best producing centers of our republic and reliable, honorable and stock is carried and tenaste, nonorable and progressive business mon. A very large stock is carried and the firm also hand-dies car lot order which are sold from sample and shipped direct, the firm doing an immense wholesale as well as large retail trade. Orders are promptly filled and shipped, city orders being delivered by syagon, and the house is questionably a representative one in Its line.

#### ----BARROW BROS.

No invention of the past century has done so much to expedite business in the professional, commercial and railroad worlds than has the typewriter and today there are in universal use all over the civilized world. A leading all over the eivilized world, A leading firm in Sait Lake City handling the most reliable make of these machines is that of Barrow Bros. of 43 west Second South street, telephone 1283-z The solo propretor is Mr. J. L. Bar-row who has been identified with the stationery business since 1885, and who evaluated his present business. stationery business since 1885, and who established his present business here six years ago, and is highly re-garded by his patrons. He occupies a neatly appointed store, 18860 feet in dimensions, and handles a full list of Mormon publications, as well as peri-edicals, for which he receives subscrip-tions nevyspances social and office sto tions, newspapers, social and office sta-tionery and supplies and the celebrated Wellington typewriters' supplies of all kinds. His prices will be found ex-ceptionally moderate in all lines, and Mr. Barrow is prepared to take sub-scriptions for all classes of publica-tions, while he sells his typewriters either for cash or on easy payments, treats his patrons in a liberal and hon-orable manner and does a very sub-stantial and always increasing busitions, newspapers, social and office sta stantial and always increasing busi-

# HAMILTON'S.

One of the comparatively new and most excellent features of the retail trade by which the business precincts of Salt Lake City have been brightened and greatly enlivened in recent years. is the elegant store of Mr. N. M. Ham-ilton, established two years ago, at No. 216 Main street. Mr. Hamilton is an exclusive dealer in and maker of la-dies' garments and ladies' furnishings. specialties consist of tailormade s, cloaks, furs, skirts and waists, His SUITS, model hats and street hats. In all de partments a more excellent house similar nature does not exist in this or any other city, and it is a favorite trading place for the ladies of Salt Lake; also attracting custom from many towns and cities over the state. All garments are made with the most skillful workmanship and in the per-fection of style, while any garment of any style desired is made to fit. In these particulars, Mr. Hamilton him-self a connoiseur and an artist in the business, is the local leader of style and fashion and his elegant store is the leading place of its kind in the city. It It is greatly popular, the more particularly with the fashionable class of our feminine cltizenship, while the ladies furnishing department is attractive alike to all classes of custom.

be a business man and employ up-to-date business methods in the transaction of his affairs. The rural free delivery system has been a great educator and has served to show the ranchman the tremendous advantage he gains by his ability to communicate promptly with his neighbors and es-pecially with his trading center. His adoption of instantaneous communica-tion by telephone is the logical result of investigation of the greatest source of farmer's losses; by the lack of prompt means of summoning help in case of accidents or disease among his stock, which are constantly occurring. Perfrom a money making point of view, is the ability to keep in touch with the markets for his products. An added cent or two, per pound, upon a wagon load of grain or vegetables, pays for the telephone for many months at the rates now effective pany's man announced that his tele- i events as the city man,

course he hauled apples, (1,600 pounds.) and discovered that potatoes were a quarter of a cent off in price that day so as he expressed it he, "double shot the game," not only did he make three-quarters of a cent per pound on his ap-ples, (\$12.00) but saved one-quarter of a cent per pound on the spuds or \$4.50. It is needless to say that this man is a strong advocate of rural telephone service, as his telephone paid more than eight months' telephone rental (at \$2 per month) within 10 minutes after it was connected. Such results as the case recorded are of daily occurrence and are the direct cause of the tele-phone company having 10 construction crews in Utah and Idaho alone, working week days and holidays trying to supply the demands of the farmers of these states for telephone service be-fore winter. The "News" heartily com-mends the movement and urges its rural readers to avail themselves of this "annihilator of distance," the telephone, There is another aspect of the mat ter which should not be overlooked, the possibility of your wife stepping to the "Wizard of the Wall" and speak-ing to her sister or friend for a few moments, thus breaking the monotony of the days which frequently grow very which average throughout this part of the country, the very low price of \$2 per month. An instance cited by a Suake river farmer was an occasion where he had loaded his wagon with polatoes for market as he was about Shake river farmer was an occasion where he had loaded his wagon with polatoes for market, as he was about the terest or local happenings, furnishing house his team standing wagon, the telephone com-nities for keeping up with the tide of

phone. for which he had just subscribed

was then in service with the Rexburg exchange and suggested that he test

it. The man stepped to the instrument and called up the commission firm for

whom he was hauling his spuds and informed them that he was about to leave with 1,800 pounds of potatoes, the

commission man promptly informed him that they were short a consign-ment of apples, which had to go the next

day, and suggested that he bring him in a load, quoting him a price of three-

# Wholesale and Retail of Every Description.

### THE KING HARDWARE AND STOVE | dimensions 50x135 feet, and is one of the

CO.

Although the King Hardware Co., was mly incorporated in May, 1903, its busia developed to very extensive -reaching proportions and the met with substantial prosperhouse 1 F. C. O. King, the manager, was lears with the Geo. M. Scott Hardware company, and is a lan well posted in every detail business, while Mr. Henry Newell ident, Mr. J. W. Farrell vice at, and Mr. A. J. Farrell secrend treasurer and all are gentle-f marked business ability, strict and modern and up to date in business dealings. The office, I warehouse are located at No. Main street, telephone 748, and y occupy a main floor and t, 25x150 feet each in dimenth warehouse in rear 20x24 feet and area, and two stories high. iness is both wholesale and re a very heavy stock is carried mes. This includes shelf and hardware, table and pocket cut-ves, tinware, and general house ng goods. To the trade they prices and liberal terms, general public they sell at vest city prices in every line and ers are accurately filled and all orders are accurately filled and promptly delivered in the city of shipped to outside points, and they make a specialty of filling mail orders. 01 they

COHN'S DRY GOODS STORE

COHN'S DRY GOODS STORE Almost for the period of a generation, Cohn's big dry goods store at Nos. 222-24's south Main street has been a fam-household word in every family. It is one of the most popular places of trade not alone for Sait Lake, but for the peo-ple of all the country round about, and to merchant is better known or endoys renater popularity that Mr. Milton E. Ipman, its capable and enterprising manager. This store was established Years ago and has steadily enlarged and improved and extended its trade to the city has grown step by step to wards it. status as the great metropo-its of a vast region. It now occupies to a fa vast region to the pool to a fa vast region to the source to a fa vast region to the pool to a fa vast region to the pool to a fa vast region to the pool to a fa vast region to the lls of a vast region. It now occupies a at whit two story building and basement, in perts.

finest and largest stores in the city, always crowded with an immense stock of dry goods, dress goods, white goods, silks, laces and ladies' furnishing goods of all kinds and descriptions. No business concern in the city has striven with a more persistent and conscientious effort to provide for every want of the ladies of Salt Lake in the way of dress material and special articles of apparel, nor has any house en-joyed more gratifying rewards by the liberal patronage of the people. This is an establishment that is altogether creditable to the city and one in which the people justly take a pride. Mr. Louis Cohn, the head of the firm is one of Salt Lake City's most respected and es-teemed citizens and one of its ploneer residents. He is public spirited and progressive and has done much towards building up the interests of the city and placing it where it is today.

# BOYD PARK.

goods in large quantities in the world's

In the jewelry trade of the west no nouse has ever commanded a larger or more confidential patronage than that more confidential patronage than that of Boyd Park, successor to the time-honored house of Joslin & Park, who established in Vermont in 1862 and their Denver, Colo, house in 1865, and have been represented by a branch house in Sait Lake City for the past 32 years, always in charge of Mr. Boyd Park. Their immense annual trade at both branches enables them to buy new goods in large quantities in the world's

You have but to peep in his satchel and

for misty blue eyes view the world with

ng alarmed at what they term the desigh, and in great variety, database and other precious stones, set and un-set, clocks, silverware, souvenirs, cut glass, bric-a-brac, etc, while they do expert watch and jewelry repair work, at which they are considered to be exdegeneration of the German youth. In ountries like Germany where a term of military service is required of every able man, the examinations for army fitness are pretty api to indicate the true state of the ration's health, and when 17 out of

architectural acquisition to the city, which does credit to the ability of the ture, artistic in design, and of the finest ture, artistic in design, and of the finest material and workmanship, for parlor, dining room, bedroom, library, hall and kitchen, Axminister, Wilton, Turkey, Brussels, velvet, tapestry, wool and hemp carpets, in all the newest pat-terns and colorings, rugs, mais mat-tings, linoleums, and other floor coven-ings, window shades, curtains and draperles and a good line of house furnishing goods. Cuality and low which does credit to the ability of the architect and the enterprise of this very flourishing company. It is an elegant modern three-story and base-ment building, equipped with every modern convenience and facility for the display of the fine stock at all times carried and for the ready handling of goods, and is located on Third South between Main and West Temple streets, one of thhe best business loca-tions in town, while its telephone call is No. 462, and the P. O. box 1201. The officers of the company are among the furnishing goods. Quality and low prices have combined to draw the ex-tensive patronage this house receives, and it is a distinct leader in its line in the state.

### READY FOR SCHOOL.

There's a bustle and stir in the brisk morning air, For school days have come and vacation

For school days have come and vacation is o'er;
There are books in the satchel and clothes on the chair,
And spick and span boots, standing blacked on the floor;
A new tie for luck, a new cap heside,
An outfit most soothing to any boy's pride;
Mamma is delighted—but not so her Fred-dy.

dy, Though school time approaches, I fear he's not ready.

Though his boots, clothes and satchel stand waiting and ready. 'Tis far from the case of our unwilling Freddy.

OVERSTRAINED YOUTH.

Prussian military authorities are becom-

every thousand applicants have weak hearts, it is no wonder that the authori-ties decide there is something wrong. Between the years 1551 and 1556 the an-nual average of persons with heart trou-ble was low, only 1.5 per thousand, and high water mark was reached in 1555 when the average was found to be 17, 4. Perhaps the best opinion on the cause of this state of affairs is that offered by Dr. Stricker, an army surgeon who has given the matter careful study. He de-clares that overwork, irregular exercise, and immoderate and too early use of to-bacco and intoxicants is responsible for much of the trouble. Another point to which the doctor calls attention is the practise of putting children to work too early. As they offen are required to toll beyond their strength, the strain with ir-regular hours of rest results in prema-ture breakdowns which, the doctor is pos-ilitye, have much to do with the general standard of health.

MONT BLANC'S GHOST.

nality

very large.

ive stores of its kind in the city, car-rying a large and excellent assortment of men's clothing, hats and furnishings, Their stock comprises the best and most reputable manufacturers of the articles suited to the general custom, ascending from reasonable lines to the most fachionable attire, and in their line of imported goods they are not ex-celled by any similar establishement in the city or in any market for ultra fine clothing. Among their specialties they are sole agents for he Stein-Block tailor made clothing, which ev where passes like the gold coin for genuineness and elegance. Messrs Nicol & Crabbe are merchants of great Messra enterprise and industry and personally gentlemen of genial social quality, having many friends.

### KOLITZ FINE CONFECTIONERY.

ery in the city fifteen years ago. Mr. Kolitz also provided the most charming Kolitz also provided the most charming refreshment resort to be found west of the great citles, now famous as the Palm Garden. This excellent establish-ment at No. 60 Main street and a simi-lar branch house at 272 main, are under the proprietorship of Mrs. Anna Kolitz, who took charge of the business upon the death of her husband one year ago. Mrs. Kolitz is a manufacturer of the confectionery, supplying a large retail trade by the two houses with standard and fancy candies and all varieties of trade by the two houses with standard and fancy candies and all varieties of confections, that are unexcelled by the noted candy manufacturers of the large eastern cities, and the great specialty of her manufactory is the "Twentleth Century Chocolates," which are ex-cendencies more by the the varies of ceedingly popular with the people of this city, and is the fashionable present box and theater package. In rear of the store at No. 60 Main, covered with a glass roof, so that it is equally com-fortable and attractive in winter and in summer, is the Palm garden, at night illuminated with electric lights, and lanterns, and containing a number tables handsomely arranged in the fo est of palms, ferns, flowers and flowing fountains. In the midst of these charm-ing and restful scenes the visitors and patrons are served with ice-cream ar other refreshing dainties, and it is th other refreshing dainties, and it is the favorite refreshment resort of the fash-ionable people of Salt Lake. Both stores are elegantly appointed, provided with beautiful soda fountains, ever flowing with their delicious sparkling waters, and they are the handsomest places of the kind in the city.

## ROWE & KELLY CO.

No city in the country can boast of a more elegant or more thoroughly equipmore elegant or more thoroughly equip-ped clothing store than that with which the Rowe & Kelly Clothing company enlivens the retail district of Salt Lake, at No. 132 Main street, which is one of the most popular places of fash-lonable trade in the eity, being succes-sors to the S. P. Teasdel company, who were established and did business for the greater part of a century. This is as the greater part of a century. This is an incorporated company, organized two years ago, with W. T. Rowe, presi-dent, who has had a large ex-perience in this particular line; W. P. Rowe, who is vice presi-dent, is very widely known through-out the community, having resided here for many years; E. W. Kelly, secretary and treasurer, who formerly was man-ager of a large mercantific establish-ment in the south. Their store com-prises large and finely assorted stocks of high class clothing, furnishing goods and hats, and they are leaders in the styles, carrying clothing of the most famous makes and of materials to suit the greater part of a century. This

styles, carrying clothing of the most famous makes and of materials to suit all classes of customers, from the suits of every day wear to the most fash-ionable and costly dress, while the same order of variety prevails in the depart-ments of furnishing goods and hats. The store is equipped with all modern improvements, being thoroughly up-to-date in metropolitan style (Tel. 1369 z). The company has a large and growing The company has a large and growing trade. The members of the firm are well known gentlemen, very prominen in social circles as well as influentia among the mercantile fraternity of the city.

## FLOTO COMMISSION CO.

As a cattle raising state Utah has As a cattle raising state Utah has always been recognized as a leader among western states, and it is not sur-prising to find that many of the great livestock commission houses of the east are represented in Sait Lake City, and other large citles in Utah. They form a ready medium by which the cattle and when raises can dispose details a ready medium by which the cattle and sheep raisers can dispose of their stock for cash at the best prices, while they act as brokers between the cattle and sheep raisers, and the great meat packing houses of Chicago, Kansas City, St. Joseph, St. Louis and Denver. The leading firm of livestock brokers in this city is the Floto Commission company, whose beadcharters are in ompany, whose headquarters are in Omaha, Neb., with extensive yards and office at Chicago, Omaha, St. Joe, St. Louis, Fort Worth, and Denver, and their local office is at 205 S. West Temple street, Salt Lake City, and this is in charge of Mr. Good. is in charge of Mr. Geo. A. Hawkes, western representative. He is a gentle-man experienced in the stock trade, an expert judge of cattle and sheep, and

#### W. J. NEWMAN.

Mr. W. J. Newman has been established for the past five years in Salt Lake, his house being No 120 Main street, as a leading dealer in fine footwear for men, women and children, Mr. Newman 'as been in the shoe business 35 years and has anusual faclittles of obtaining from eastern man-vacturers unlimited supplies of the special classes of shoes required for this section of the country. Howefer, the people of Salt Lake are no excepthe people of Salt Lake are no excep-tion to those of any city for refined taste and a fastidious pride in the matter of fine appearing footwear of whatever description, and in describing his stock as adaptable to the western country it is to say that he corners all classes and varieties of roots, shoes classes and varieties of costs, shoes and rubbers, and nowhere can a better fit or better quality of handsome, neat appearing shoes be found than in his elegant store. Such is the excellent character of his stock that he has at-tracted a trade from all classes of people from all sections of the city and country. To those who are found and country. To those who are familand country. To those who are famil-far with the shoe business as it comes from the original sources to the hands of the retail dealer it would be suffi-clent to say that Mr. Newman's stock embraces, the shoes of all the leading makes. He does a good business and is enterprising and prosperous and takes especial pride in giving his cus-tomers a proper St.

HENRY REISER.

Since 1860 Mr. Henry Reiser has been one of this city's leading expert jevel-ers, and watchmakers, and has always been accorded the confidence and es-teem of his many patrons. His nicely appointed store is located at No. 12 East First South street, and he carries a very fine and carefully selected stock a very fine and chrefully selected stock of goods, and all goods sold are guar-anteed to be exactly as represented. The stock includes gold, gold filled and silver watches, clocks, gold and silver jewelry in great variety, and a fine as-sortment of spectaclas and eyeglasses, prices in all lines being very reason-able. Becaleing is evently and mathe able. Repairing is expertly and neatly done and warranted at very moderate charges and Mr. Reiser is especially skilled in cleaning and repairing fine watches. Mr. Reiser makes a special-ty of all kinds of wedding and engage-ment rings made up in special dealgna for the purchasers.

## UNION STORAGE CO.

A prominent concern in Sait Lake City, engaged in the storage of mer-chandise, etc., is the Union Storage Co., whose office and warehouse are located at 337 West Second South located at 337 West Second South street, telephone No. 114. Mr. Eugene F. Hana, proprietor and manager. His marchouse is vermin proof and always kept in a neat and orderly manner and goods are easily taken out of storage when required. He has separate com-partments for his various patrons and undertakes the storage of all descent undertakes the storing of all classes of merchandise. Mr. Hanna is also en-gaged in the merchandise brokerage business, representing a number of leading houses and selling direct to the wholesale grocer.

A ghost has appeared on the Mont Blanc

range! He was first seen by a peasant on the Montanvert slopes, and has since been

nightly patroling these slopes and the Mer

The ghost is described as a tall, shroud-ed Glace. The ghost is described as a tall, shroud-ed figure, with duil, staring eyes and a face of ashen whiteness. The scare has taken hold of the popular imagination-so much so that only a few days ago out of half a dozen village lads who were asked by a tourist to earry his handbag from Chamonix up to the Mon-tanvert hotel towards dusk, five made oburnay excuses, while the sixth confensed openly that he was afraid of the ghost. Many people consider that a practical foker is at work, whereas others suggest that the ghost is a smuggler.-Geneva Correspondence London Express.



hither by the rapid growth and splen-did improvement of the city, is the new clothing and furnishing goods es-tablishement of Messrs. W. L. Nicol and A. H. Crabbe, which opened its doors to the public two years ago, at No. 220 south Main street. Messrs. Nicol and Crabbe have been very successful in their business, both having had a life time experience in this particular line, having held ver- responsipositions in some of the leading establishments in this city previous to embarking in business for themselves. They maintain one of the most atract-

NICOL & CRABBE CO.