

## Salt Lake City As A Jobbing Center.

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.



SMITH & Co. COMMISSION MERCHANTS.

"Potatoes are off today, bring me three loads of apples at \$1.50 a box."

ROCKY MOUNTAIN BELL TELEPHONE COMPANY.

One of the interesting indications of the existing prosperous times is the extension of the telephone throughout the agricultural and grazing sections of the intermountain country. There are throughout Utah, Idaho and Wyoming 1,000 such telephones in use by ranchmen. The Rocky Mountain Bell Telephone company's offices all over the western country, are besieged by applications for additional facilities. Probably as many more orders for rural service which the company will be unable to supply before spring, owing to the rapid increase in the demand for this class of service. Ninety per cent of the ranch lines mentioned have been constructed during the present year.

The farmers of the twentieth century is to 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 especially with his trading center. His adoption of instantaneous communication 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. Perhaps the greatest value of the telephone from a money-making point of view, is the ability to keep in touch with the market 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. The average throughout the country, the very low price of \$2 per month. An instance cited by a Shaker river farmer was an occasion when he had loaded his wagon with potatoes for Salt Lake, as Henry Newell, having the house, his team standing hitched to the wagon, the telephone company's man announced that his tele-

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 the potatoes were not in the market, and suggested that he bring him in a load, quoting him a price of three-quarters of a cent per pound more than the best price up to that time. Of course he hauled apples, (1,600 pounds,) and discovered that potatoes were a quarter of a cent off in price that day to his detriment. Such results as this are recorded as of daily occurrence and are the direct cause of the telephone 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 before winter. The "News" heartily commends the movement and urges its readers to avail themselves of this "annihilator of distance," the telephone.

There is another aspect of the matter which should not be overlooked, the possibility of the telephone to the "Wizard of the Wall" and speaking for her sister or friend for a few moments, thus breaking the monotony of the days which frequently grow very weary in the sparsely settled farming section of the west. Arrangements have in a number of instances been made with local newspapers, to bulletins by telephone anything of local interest or local happenings, thus enabling the ranchman with the same opportunities for keeping up with the tide of events as the city man.

Wholesale and Retail of Every Description.

THE KING HARDWARE AND STOVE CO.

Although the King Hardware Co., was only incorporated in May, 1903, its business has developed to very extensive and far-reaching proportions and the house has met with substantial success. Mr. C. O. King, the manager, was for 25 years with the Geo. M. Scott Street Hardware company, and is a gentleman well posted in every detail of the business. Mr. Henry Newell is president, Mr. J. W. Farrell vice president, and Mr. A. J. Farrell secretary and treasurer and all are gentlemen of marked business ability, strict integrity and modern and up to date in all their business dealings. The office, store and warehouse are located at No. 16 south Main street, telephone 748, and here they occupy a main floor and basement, 25x150 feet each in dimensions, with warehouse in rear 20x24 feet in ground area, and two stories high. The business is both wholesale and retail and a very heavy stock is carried at all times. This includes shelf and builders hardware, table and pocket cutlery, stoves, tinware, and general house furnishing goods. To the trade they quote close prices and liberal terms, while to the general public they sell at the lowest city prices in every line and all goods are accurately filled and promptly delivered in the city or shipped to outside points and they make a specialty of filling mail orders.

COHN'S DRY GOODS STORE

Almost for the period of a generation, Cohn's big dry goods store at Nos. 222-224 south Main street has been a familiar place to Salt Lake people and a household word in every family. It is one of the most popular places of trade in Salt Lake, and for the people of all the country round about, and no merchant is better known or enjoys greater popularity than Mr. Milton E. Cohn. His capable and enterprising manager, Mr. Henry Newell, has for 20 years ago, and has steadily enlarged and improved and extended its trade as the city has grown step by step to its status as the great metropolis of a vast region. It now occupies a two story building and basement, in

dimensions 50x125 feet, and is one of the finest and largest stores in the city, always crowded with an immense stock of dry goods, dress goods, and fine goods, silks, lace, and all the latest fashions 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 enjoyed more gratifying rewards by the display of the fine stock at all times and for the ready handling of goods, and is located on Third South between Main and West Temple streets, one of the best business locations in town, while the telephone call is No. 482, and the P. O. box 1201. The officers of the company are among the

architectural acquisition to the city, which does credit to the ability of the architect and the enterprise of this very flourishing company. It is a beautiful modern three-story and basement building, equipped with every modern convenience and facility for the display of the fine stock at all times and for the ready handling of goods, and is located on Third South between Main and West Temple streets, one of the best business locations in town, while the telephone call is No. 482, and the P. O. box 1201. The officers of the company are among the

READY FOR SCHOOL.

There's a bustle and stir in the brisk morning air, For school days have come and vacation is o'er; There are books in the satchel and clothes on the chair, And snipe and span boots, standing in a row; A new tie for luck, a new cap beside, An outfit most soothing to any boy's Mamma is delighted—but not so her Freddy. Though school time approaches, I fear he's not ready. You have but to peep in his satchel and see: Pens, pencils and pads, in a goodly array; And a lunch box as tempting as tempting can be; And a sun smile a welcome that brightens the day; But the rain might as well patter heavily down, For misty blue eyes view the world with a frown. Though his boots, clothes and satchel stand in a row, waiting and ready, 'Tis far from the case of our unwilling Freddy.

OVERSTRAINED YOUTH.

Prussian military drill is becoming alarmed at what they term the degeneration of the German youth. In countries like Germany where a term of military service is required of every able man, the examinations for army fitness are pretty apt to indicate the true state of the nation's health, and when it out of

unexcelled caterer at 188 Main street, one of the best known and most frequented places of refreshing delights in the city of Salt Lake. Mr. Franklin is the thoroughly trained manufacturer of pre-eminent superior candies, ice cream, sherbets, water ices, fancy molds, individual puddings, and almost everything edible fit the fancy line, served in elegant style or furnished in quantity to families, private parties. Mr. Franklin makes a specialty of catering for banquets, parties and social functions, taking entire supervision of the service and rendering 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 appointed, equipped with every modern convenience two telephones, 530 and 135, special messenger service, accommodations for private parties, and every detail in the kitchen and most fashionable. Mr. Franklin is especially popular with his lady patrons for whom he especially provides the finest of fresh candies and all other delicacies of his store every day.

LAMBERT PAPER CO.

Among the most prominent and reliable houses in the intermountain region engaged in the handling of printers' supplies and wholesale dealing in paper, stationery, etc., is the Lambert Paper Co. of Salt Lake, 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 building, block building, 56x110 feet in ground area and carry at all times a very extensive and fully assorted stock—the production of the leading factories and mills of the United States. Their stock includes printers' and book binders' supplies, stationery, wrapping papers, paper 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 Lambert Paper Co. Their goods are found among the largest and most progressive class of stationers, printers, and merchants generally in Utah, Idaho, Wyoming, Nevada, California and Colorado, and in a smaller degree to every state west of the Mississippi river.

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J. H. R. FRANKLIN.

Passing in review everything that is 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

THE GREENWALD FURNITURE COMPANY

The completion of the new store of the Greenwald furniture company gives it one of the finest business buildings in the city, the entire structure, which has four floors, 60x140, and the first floor double-decked being occupied by the company, and the building is an

leaders in our business world. Mr. Hyman A. Leipschitz, president; Mr. Carl S. Schmidt, vice president; Mr. J. A. Greenwald, secretary, and Mr. Ferdie Strauss, treasurer; gentlemen to whom the company's distinguished success is largely due. The store, carried by the company is extensive, comprehensive and complete in every line, and includes fine and medium grade furni-

ture, artistic in design, and of the finest material and workmanship, for parlor, dining room, bedroom, library, hall and kitchen. Asminster, Wilton, Turkey, Brussels, velvet, tapestry, wall paper, and in all the newest patterns and colorings, rugs, mats, linoleums, and other floor coverings, window shades, curtains and draperies and a good line of house furnishings goods. Quality and low prices have combined to draw the extensive patronage of the people, and it is a distinct leader in its line in the state.

every thousand applicants have weak hearts. It is no wonder that the authorities decide there is something wrong between the years 1881 and 1898 the annual average of persons with heart trouble was low, only 1.5 per thousand, and high water mark was reached in 1898 when the average was found to be 1.5 per thousand.

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 declares that overwork, irregular exercise, and intemperance are responsible for much of the trouble. Another point to which the doctor calls attention is the practice of putting children to work too early. As they often are required to toil during the summer months, the doctor is positive that much can be done with the general standard of health.

MONT BLANC'S GHOST.

A ghost has appeared on the Mont Blanc range! He was first seen by a peasant on the Montanver slopes, and has since been nightly patrolling these slopes and the Mer de Glace.

The ghost is described as a tall, shrouded figure, with dull, staring eyes and a face of ashen whiteness.

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Many people consider that a practical joke is at work, whereas others think that the ghost is a smuggler—Genève Correspondence London Express.

KOLITZ FINE CONFECTIONERY.

In establishing the leading confectionery in the city fifteen years ago, Mr. Kolitz has made the most charming refreshment resort to be found west of the great cities, now famous as the Palm Garden. This excellent establishment at No. 60 Main street and a similar branch at No. 100 Main street, 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 fine confectionery, supplying a large and varied trade by the two houses with standard and fancy candies and all varieties of confections, that are unexcelled by the east and are the most popular variety in eastern cities, and the great specialty of her manufacture is the "Twentieth Century Chocolates," which are exceedingly 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 comfortable in winter and in summer, is the Palm garden, at night illuminated with electric lights, and lanterns, and containing a number of tables handsomely arranged in the forest of palms, ferns, flowers and fountains. In the midst of these charming and restful scenes the visitors and patrons are served with ice-cream and other refreshing delicacies, and the favorite refreshment resort of the fashionable people of Salt Lake. Both stores are elegantly appointed, provided with beautiful soda fountains, ever flowing with their delicious and varied water, and they are the handsomest places of the kind in the city.

FLOTO COMMISSION CO.

As a cattle raising state Utah has always been recognized as a leader among western states, and it is not surprising to find that many of the great livestock commission houses of the east are represented in Salt Lake City, and other large cities in Utah. They form 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 great stock and commission brokers in this city is the Floto Commission company, whose headquarters are in Omaha, Neb., with extensive yards and stock pens at Chicago, Omaha, St. Joseph, St. Louis, Fort Worth, Denver, and their local office is at 205 S. West Temple street, Salt Lake City, and this is in charge of Mr. Geo. A. Hawkes, eastern representative of the company, a man experienced in the stock trade, and expert judge of cattle and sheep, and

UNION STORAGE CO.

A prominent concern in Salt Lake City, engaged in the storage of merchandise and livestock, is the Union Storage Co., whose office and warehouse are located at 337 West Second South street, telephone No. 114. Mr. Eugene Hanna, proprietor and manager, has been in the business for many years, kept in a neat and orderly manner and goods are easily taken out of storage when required. He has separate compartments for his various patrons and undertakes the storing of all classes of merchandise. Mr. Hanna is also engaged in the merchandise brokerage business, representing a number of leading houses and selling direct to the wholesale grocer.

HUBBELL BROS.

The operations in the prosecution of the trade in flour, grain and hay 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 prosperous houses engaged in this line is that owned by Hubbell Bros., who occupy spacious premises at No. 339 west Second street, with private railway switch in connection. They also have an elevator at Shelby, Idaho, capacity 50,000 bushels, equipped with 12 horsepower gas engine cleaner, capacity 1,000 bushels per hour, and a roller and grinder. The partners are Mr. Thos. I. Hubbell and Mr. John I. Hubbell, both experts in their business, keen buyers in the producing centers of our republic and men of honorable and progressive business men. A very large stock is carried and the firm also handles car lot order which are sold from sample and shipped direct from the doing an immense wholesale as well as large retail trade. Orders are promptly filled and shipped, city orders being delivered by wagon, and the house is unquestionably 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 world than has the typewriter and today there are in universal use all over the civilized world. A leading trade in Salt Lake City handling the most reliable make of these machines is that of Barrow Bros., of 43 west Second South street, telephone 1283-2. The sole proprietor is Mr. J. L. Barrow, who has been in the typewriter and stationery business since 1885, and who established his present business here six years ago, and is highly regarded by his patrons. He occupies a neatly appointed store, 18x60 feet in dimensions, and handles a full list of Mormon publications, as well as periodicals, for which he receives subscriptions, newspapers, social and office stationery and supplies, and the celebrated Wellington typewriters, and mimeograph and typewriter supplies of all kinds. His prices will be found exceedingly reasonable in all lines, and Mr. Barrow is prepared to take subscriptions for all classes of publications, while he sells his typewriters either for cash or on easy payments, and he handles a liberal and honorable manner and does a very substantial and always increasing business.

HAMILTON'S.

One of the comparatively new and most excellent features of the retail trade by which the business of Salt Lake City have been brightened and greatly enhanced in recent years, is the elegant store of Mr. N. M. Hamilton, established two years ago, at No. 216 Main street. Mr. Hamilton is an exclusive dealer in and maker of ladies' garments and ladies' furnishings. His specialties consist of tailored suits, coats, dresses, and waists, model hats and street hats. In all departments a more excellent house of 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 perfection of the proportions and in the selection of any style desired is made to fit. In these particulars, Mr. Hamilton himself a connoisseur and an artist in the business. The local leader of style and fashion and his elegant store is the leading place of its kind in the city. It is greatly popular, the more particularly with the fashionable class of our feminine citizens, while the ladies' furnishing department is an attractive ally to all classes of custom.

W. J. NEWMAN.

Mr. W. J. Newman has been established for the past five years in Salt Lake, his house, No. 120 Main street, is a fine building and is a favorite place for men, women and children. Mr. Newman has been in the shoe business 35 years and has unusual facilities of obtaining from his own manufacturing, wholesale and retail, of the special classes of shoes required for this section of the country. However, the people of Salt Lake are no exception in their desire for the best and the latest 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 be noted that he carries all classes and varieties of boots, 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 attracted a trade from all classes of the city and country. To those who are familiar with the shoe business, it is a pleasure from the original sources to the hands of the retail dealer it would be sufficient to say that Mr. Newman's stock embraces all the shoes of all leading makers. He does not do a business that is enterprising and prosperous and takes especial pride in giving his customers a proper fit.

HENRY REISER.

Since 1890 Mr. Henry Reiser has been one of Salt Lake's leading jewelers, and watchmakers, and has always been accorded the confidence and esteem of his many patrons. His nicely appointed store is located at No. 12 East Third South street, and carries a very fine and carefully selected stock of goods, and all goods sold are guaranteed 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 assortment of spectacles and eyeglasses, prices in all lines being very reasonable. Repairing is expertly and neatly done and warrants at very moderate charges and Mr. Reiser is especially skilled in cleaning and repairing fine watches. Mr. Reiser makes a specialty of repairing all kinds of watches and watches made up in special designs for the purchasers.

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CLEVELAND COMMISSION CO.

Since its establishment four years ago no house in the commission trade of this state has afforded its patrons such a splendid service and both shipping and commission business. The company is located at 15 West Second South, while the codes used are Robinson's Revised and Western Union. The manager of the company is Mr. R. Cleveland, and no higher eulogium on his ability is needed than the record of the splendid business he has built up in so short a time. His extensive international connections he has made for the company, he is a large reality owner, wide awake and progressive, and a business man of integrity, who enjoys a very wide measure of esteem. The company operates branches at Corinne, Dewey and Cache Junction, Utah, and Preston and Idaho Falls, Idaho, and utilizes a large warehouse at 326 South Third West street, two stories high, and 32x150 feet in ground area, contiguous to the railroad tracks. They are exclusively car lot handlers, and do a wholesale trade in grain and produce. Choice milling wheat, alfalfa, and potatoes, 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 consignors prompt cash returns. They are a wholesale dealers and carry at all times a large stock, filling orders for the trade at the closest price quotations and shipping promptly in good order. Their immense yearly trade amounts to over half a million dollars and extends over California and Colorado, and in a smaller degree to every state west of the Mississippi river.

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No invention of the past century has done so much to expedite business in the professional, commercial and railroad world than has the typewriter and today there are in universal use all over the civilized world. A leading trade in Salt Lake City handling the most reliable make of these machines is that of Barrow Bros., of 43 west Second South street, telephone 1283-2. The sole proprietor is Mr. J. L. Barrow, who has been in the typewriter and stationery business since 1885, and who established his present business here six years ago, and is highly regarded by his patrons. He occupies a neatly appointed store, 18x60 feet in dimensions, and handles a full list of Mormon publications, as well as periodicals, for which he receives subscriptions, newspapers, social and office stationery and supplies, and the celebrated Wellington typewriters, and mimeograph and typewriter supplies of all kinds. His prices will be found exceedingly reasonable in all lines, and Mr. Barrow is prepared to take subscriptions for all classes of publications, while he sells his typewriters either for cash or on easy payments, and he handles a liberal and honorable manner and does a very substantial and always increasing business.

HAMILTON'S.

One of the comparatively new and most excellent features of the retail trade by which the business of Salt Lake City have been brightened and greatly enhanced in recent years, is the elegant store of Mr. N. M. Hamilton, established two years ago, at No. 216 Main street. Mr. Hamilton is an exclusive dealer in and maker of ladies' garments and ladies' furnishings. His specialties consist of tailored suits, coats, dresses, and waists, model hats and street hats. In all departments a more excellent house of 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 perfection of the proportions and in the selection of any style desired is made to fit. In these particulars, Mr. Hamilton himself a connoisseur and an artist in the business. The local leader of style and fashion and his elegant store is the leading place of its kind in the city. It is greatly popular, the more particularly with the fashionable class of our feminine citizens, while the ladies' furnishing department is an attractive ally to all classes of custom.

W. J. NEWMAN.

Mr. W. J. Newman has been established for the past five years in Salt Lake, his house, No. 120 Main street, is a fine building and is a favorite place for men, women and children. Mr. Newman has been in the shoe business 35 years and has unusual facilities of obtaining from his own manufacturing, wholesale and retail, of the special classes of shoes required for this section of the country. However, the people of Salt Lake are no exception in their desire for the best and the latest 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 be noted that he carries all classes and varieties of boots, 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 attracted a trade from all classes of the city and country. To those who are familiar with the shoe business, it is a pleasure from the original sources to the hands of the retail dealer it would be sufficient to say that Mr. Newman's stock embraces all the shoes of all leading makers. He does not do a business that is enterprising and prosperous and takes especial pride in giving his customers a proper fit.

HENRY REISER.

Since 1890 Mr. Henry Reiser has been one of Salt Lake's leading jewelers, and watchmakers, and has always been accorded the confidence and esteem of his many patrons. His nicely appointed store is located at No. 12 East Third South street, and carries a very fine and carefully selected stock of goods, and all goods sold are guaranteed 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 assortment of spectacles and eyeglasses, prices in all lines being very reasonable. Repairing is expertly and neatly done and warrants at very moderate charges and Mr. Reiser is especially skilled in cleaning and repairing fine watches. Mr. Reiser makes a specialty of repairing all kinds of watches and watches made up in special designs for the purchasers.

UNION STORAGE CO.

A prominent concern in Salt Lake City, engaged in the storage of merchandise and livestock, is the Union Storage Co., whose office and warehouse are located at 337 West Second South street, telephone No. 114. Mr. Eugene Hanna, proprietor and manager, has been in the business for many years, kept in a neat and orderly manner and goods are easily taken out of storage when required. He has separate compartments for his various patrons and undertakes the storing of all classes of merchandise. Mr. Hanna is also engaged in the merchandise brokerage business, representing a number of leading houses and selling direct to the wholesale grocer.

HUBBELL BROS.

The operations in the prosecution of the trade in flour, grain and hay 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 prosperous houses engaged in this line is that owned by Hubbell Bros., who occupy spacious premises at No. 339 west Second street, with private railway switch in connection. They also have an elevator at Shelby, Idaho, capacity 50,000 bushels, equipped with 1