

"Home Manufactures for Utah Consumers," is the Slogan

THE strength of our nation is no greater than the strength of the individual states comprising it, according to an old truism, and the strength of a state is in direct proportion to the number, capacity and stability of the manufacturing and mercantile institutions to be found within it. Utah, then, contributes no little portion to the general welfare.

Though among the younger states, Utah has been fortunate in enjoying the services of men who were quick to detect any feature of trade or commerce that would contribute to the material welfare of the commonwealth and who are creating here an inland empire, whose glory is as radiant and in the morning of its power.

The past few years have brought wonderful changes in this western country, and in no place is this more noticeable than in Utah. Where a short while ago were but sagebrush, sand, and alkali wastes, now can be seen thriving farms and prosperous villages and cities. Where formerly roamed but the howl of the starving coyote, came echoing back from the hills now is heard the whirling and pounding of the busy wheels of industry. Threshers, unceasing, day and night, their mighty labor goes on, steadily striving to turn out their product in quantities sufficient to meet the demands of an ever increasing population, that has built up cities and spread itself out over the land, transforming the former desert with its solitude and desolation into a veritable garden spot.

A BUSY PEOPLE.

So busy have the people of Utah been in the past, that the majority are not aware of the wonderful advancement in the line of manufactures which Utah has made. A perfect epitome of the United States, providing every kind of raw product to be found in the nation, from cotton to spruce, from fireclay to gold, with coal fields unlimited in extent, and mountain streams pouring their torrents upon her land, and lavishing the wheels of industry to measure their strength with the energy of her cataracts, small wonder that factories have sprung up as if by magic and that their finished product is now considered to be among the best of its class in the world.

SOME INDUSTRIES.

Clothing, shoes, candles, yarn, electric fixtures, spools, metal and stone works, tiles, mantels, castings, gloves, knitted goods, optical goods, woollens, condensed milk, fruits, hats, soap and chemicals, sugar compressed yeast, house furnishings, mattresses and bedding, are but a few of the many articles of Utah manufacture now being placed on the market.

HOME IDEALS.

During the time these factories and



business institutions have been passing through this period of their incipency, however, many of the people of the state have got so firmly fixed in the habit of buying from the big mail order houses of the east, that it has become imperative that the local businessmen get together in order to direct their attention to what Utah has to offer. To this end the Manufacturers' and Merchants' Association of Utah, is working, comprising within its membership some of the most progressive businessmen of the state, whose time and means are always accessible for any movement looking to the betterment of Utah.

The association closes its second year of activity, this month. In the two years of its existence it has done much to bring before the people of not only Utah, but also the adjoining states, the advantages found here. Among other features, the organization, in joint connection with the Utah State Fair association, the Salt Lake Real Estate as-

sociation, and the State Board of Horticulture, is maintaining a free exhibit of whatever is made or produced in Utah, at the headquarters of the four organizations in the Chamber of Commerce, 55-58 west Third South street, in Salt Lake City. The exhibit presents the appearance of a veritable museum. Line upon line, of glass cases filled with various products of farm, mine, orchard and factory, extend around the sides of the spacious room, animals of

every kind to be found in Utah are arranged in various attitudes among the other exhibits, miniature mines, of both coal and precious metals add to the attractiveness of the room, and in a cozy little compartment off from the balance of the display, is exhibited the various "prize winners" of the local art exhibitions. Dozens of visitors both residents and non residents of the state visit the Chamber daily, and the result is an increased interest

in Utah as a producing and distributing center.

SPREADING INFORMATION.

The association also maintains a bureau of information at its headquarters, where the secretary is kept busy answering the many inquiries that come daily from interested outside parties, regarding opportunities for investment which Utah has to offer.

The "M. & M." as the association has come to be known, has been heard of

throughout the western country, its hearty support of any new industry that has passed through the struggle for existence incidental to becoming established in a new community, has won for it the admiration of progressive men and women, its efforts toward the satisfactory adjustment of freight rates that will not discriminate in favor of one section of country, to the detriment of others, have been worthily spent, and already the state is beginning to feel the benefit of the labor of the association in this regard.

The famous "get acquainted" excursions of the different cities of the state have come to be looked upon as gala occasions, and have served an admirable purpose in stimulating interest in home institutions, and bringing the buyer and the distributor into closer acquaintance with each other, to their mutual benefit.

The frequent "get together" meetings of the members held in Salt Lake have not been barren of results. In these gatherings the prominence of Salt Lake City as a distributing center has been discussed. Her geographical situation as the base of supply for an area of

country over 200 miles square in extent, has not been lost sight of in the activities of the association, but fertile minds and bustling hands have been busy in the effort to develop a common sense to the various ways and means by which Utah can be best benefited and advanced, as evidenced by the many who have been disseminated by men whose every utterance is wrapped up in the general welfare of the state, and already men, who will continue to be of untold value to not only those in attendance upon the meetings but to every interest in Utah.

MAIL ORDER EVIL.

Not the least of the labor of the "M. & M." has been the vigorous campaign which it has steadily conducted, and is still actively carrying on, against the "mail order evil." At the end of the association has put out a circular stream of propaganda throughout the state and the whole western country, calling the attention of the people to the fact that it is the local merchant who pays taxes into the treasury of the state, who keeps the mails in profitable condition, who creates credit in times of need, who lends to the many ventures, who don't make the building of houses of worship and other laudable purposes, who "picks up a market for the products of the state by putting the money into circulation here at home, who fosters the manufacture upon whose wheels the commonwealth is dependent, and who maintains the very property of the mail order houses of the east, whose apparent ambition is to keep the state of all and give nothing in return.

These and many other points equally pertinent, have been brought to the attention of the consumer through the efforts of the association, and the result can best be told by the many busy business men whose testimonials are the best evidence of what the association is doing in this regard.

The "M. & M." enters upon its third year of existence with a splendid and enthusiastic membership, with the hearty support of the local press, whose columns have ever been open to its cause, and with the very best wishes of the entire commonwealth for a continued prosperity and success. The directorate comprises the following well known men:

Oscar H. Hewlett, president; George S. McAllister, first vice president; Wm. C. Lambert, second vice president; John R. Bruff, treasurer; Lon J. Haddock, secretary; with the following directors: Neptali L. Hunt, J. R. Valentine, Theodore Norton, George Austin, Oliver R. Meredith, R. H. Hunt, F. J. Alexander, John G. Critchlow and A. R. Cook.

LOAN J. HADDOCK.

Busy Year for the Creameries Throughout the State of Utah.

THERE was an increase in the market price of butter during the past 11 months of this year over the same period of last year. During 1906 it ranged from 18 cents to 35 cents, but this year the lowest was 30 cents, while the highest point reached was 45 cents per pound. In the months of June, July and the early part of August prices were somewhat reduced although there was some fluctuation. In the spring and early summer months, when the pasturage is best, there is a greater supply of milk and the cost of production is therefore less than in the winter months.

In the fall and winter months when there is a shortage of milk the cost of production is higher, and keener competition in purchase and production affects the market considerably. There are now operating in the state of Utah about 40 creameries, the majority of them being in Sanpete and Sevier counties with some in Rich county.

There is not a great deal of butter shipped out of the state. It is sent out only when there is a surplus on the local market and a big demand from other points.

FULL OF SURPRISES.

The creamery business is one full of surprises each year. Not only has the market conditions been a surprise during the past year, but also the development of the business. The year began with high prices. In fact during the month of March the price for creamery butter was higher than for any time during fifteen years, butter selling at 35 cents wholesale and 45 cents retail. This was followed by a sharp decline, when during the months of May and June production was at its highest point.

Due to the high prices prevailing it was thought that the market was manipulated and that there was a trust formed with the larger producers, but such, according to a local creamery man, was not the case. He says there never has been a butter trust and adds there never will be one unless all the producers are members of the trust. On the other hand there has been the sharpest kind of competition among the creamerymen.

PRODUCER INDEPENDENT.

The producer has been independent because he has had so many buyers after his product. The creamery man knows that the smaller the volume of his business that the smaller will be the expense per pound in making his product and consequently each creamery man is anxious to pay the highest price he can pay in order to increase his business. There is probably no business in the state where competition is keener than it is among the creamerymen. Some of the things that may be mentioned as influencing the price of butter and cheese are, increase in population in Utah and surrounding states, the general prosperity of the farmers, the higher cost of hay and grain and the higher cost and scarcity of labor; these with the high prices prevailing all over the United States are the real reasons why high prices have prevailed here.

OUTLOOK FOR FUTURE.

The outlook for the future of the

SALT LAKE BUILDINGS DESIGNED BY R. K. KLETTING, ARCHITECT

Onega School
Rocky Mountain Bell Telephone Building, 1907
1902
1907

Farmer's Grip on the Financial Situation Can't Be Pried Loose.

We know a South Carolina farmer who has 20 bales of cotton in the warehouse. He has sold 10 bales and all his debts are paid. Five bales remain to be harvested, ginned and packed. He has no house rent to pay at the end of the month. He has no water rates to pay; his water comes from a spring under the hill. He has no electric light bills. He has corn and wheat and the mill is two miles away. Five hogs are in the pen, and they weigh 200 pounds each. The pig crop has been good; he has plenty of cotton-seed meal and hulls; he has been fattened on peanuts, though he had 10 bushels of the latter saved for the family. Half a dozen pear trees on the farm are bearing, and he has plenty of delicious fruit. There's popcorn in the barrel for Christmas, enough for the winter and to give to the neighbors, too. The spring crop was fair, and real serious crop is quite as good as "mashed potatoes" in quotation points. The two or three more milk and butter than an average farmer is sold every week. Of course the supply of honey is abundant. He usually, and the surplus yields a little cash. One or two heaves might be sold to the butcher and would fetch a price, though the producer being plentiful, they will be fetched for a month or two and sold later. The land on the farm have been carefully looked after, and fuel is to be had for the cutting and hauling. The supply will never be exhausted, so long as it is husbanded by the farmer as are speckled turkeys includes at least two golden turkeys that weigh 20 pounds each, and there are guinea fowls, ducks, and chickens in local banks and cotton mills, the dividends from which are \$100 annually. He may have a mortgage for \$100 on a neighbor's farm besides. He has \$200 deposited in bank, and his credit up to \$500 is as good as Rockefeller's in any store in the county town.

Can this farmer hold cotton? Why not? The clothes for his family for the winter cost about as much as one talk-or-made outfit for a city man. He fancy that he can hold the 10 bales in the warehouse until they wear out— Charleston News and Courier.

DESIGNS IN ARMY DIRIGIBLES.

Great Interest Taken Following Announcement of Opening of Bids. Plans and designs for the first two dirigibles of the war department's aerial fleet are coming in at the signal corps offices following the announcement that bids for dirigibles would be opened next month. Dr. General James Allen, chief of the signal corps, is keeping in close communication with balloon experts who are submitting ideas to guide him in making out his specifications, which will be made public later. While many of the designs submitted by inventors are impracticable, they reflect general interest taken in ballooning by scientists throughout the country.—Boston Transcript.