

WEATHER IS GOOD FOR BUSINESS

While Some Lines Are Affected Unfavorably by Snow, All Benefit in the End.

DULL AND QUIET IN NEW YORK

Financial Observers Evidently Overlook Great Agricultural Industry—The Situation Locally.

The week has been one of satisfaction to the agriculturist, and some lines of city trade, by the advent of the heavy snowfall of Wednesday and Thursday. And while some lines of business are unfavorably affected, at present, all will be benefited in the end. In financial circles, there is little doing locally of special mention. The bank clearings continue to run just about as far behind the figures of last year with the promise of pulling up even within the next 60 days when spring opens. From correspondence just received from New York, it is learned that the past week was dull and quiet though some activity was noticeable in metal shares. United States Steel corporation, American Smelting & Refining company and National Lead company shares made a better showing than for some time past. This was due to the more encouraging reports received. There has been considerable purchasing of copper for European account, while further orders have been given by the railroad companies for steel rails. The metal business was the first to feel the signs of depression, and the first to show improvement.

IGNORE GREAT INDUSTRY.

Local financial observers claim that during the period of depression, Wall street apparently ignored one of the sustaining forces of the country, and forgot that practically one-half of the population of this country is dependent upon agriculture for a livelihood. No one can tell how far trade reaction will run but it is certain the productive and purchasing power of the farming class should remain undisturbed, having had several years of great prosperity and having little felt the recent panic. The present outlook for this year's crops is excellent, as there has been an ample supply of snow covering the winter wheat belt, and trade journals speak optimistically of the conditions of the winter taken as a whole. Railroad reports continue to be poor, particularly that of the Erie for December, which showed a decrease of \$500,000, and for the last six months of 1907 a net decrease of \$2,600,000. The bond market has been colorful and dull, with the most important of the new offerings \$2,500,000 in Chicago Railway company first mortgage \$3 and \$5,000,000 B. & O. one year 6 per cent notes. The prices at which these offerings were made illustrate that investors must still be tempted by liberal interest returns in order to induce buying in any volume.

The unfortunate experiences of not a few banking institutions in the country of late have induced the American Banker to remark: "It is necessary to call the attention of depositors and non-depositors to the principles of banking. Tell them what the banks mean to the country as a whole and to them individually. Help them. Show them that banking is not a money making scheme, recently invented by 'male-factors' to deprive the workers of that which they have honestly earned. Once let the public appreciate the fact that there is a fundamental principle involved, clean and strong, and true, and it will take more than pol-

50 Fathoms Deep

Way down on the bottom of the sea under three hundred feet of water is the favorite home of the codfish. The ice-cold water of Norway and the North Atlantic is his joy. He has the power to grow fat under severe surroundings. The same natural power is in

Scott's Emulsion

of Cod Liver Oil. Nature herself put it there. This power produces new flesh and new life in those who suffer from wasting diseases.

All Druggists: 50c. and \$1.00.

tical moves to again shake confidence to its foundations.

WILL BE MUCH BUILDING.

In such weather as this, real estate "cuts very little ice," and dealers are prone to put in most of their time speculating on the more or less immediate future. There have been no "startling developments" the present week, but dealers say there have been enough inquiries to buoy in their hopes. The present tendency seems to be toward buying rather than renting homes, and investors are considering the apartment house proposition more favorably than ever. The belief continues to gain ground that if prices of labor and material remain reasonable, Salt Lake will see the greatest building boom in its history. One contractor reports six houses, another reports eight, to be erected by them; and at the present writing the prospects were never better. The brick men are selling large lots of material; so that nothing but a killing the goose that laid the golden egg policy will kill off the building boom.

HARDWARE FAIR.

The hardware trade reports retail business good, with the mining feature continuing to increase. The storm will benefit the trade later on, provided there is no continuous tempestuous weather. Harnesses and saddlery are selling well, and the staples are going out the same as last week. The demand continues for sporting goods, while there is a steadily increasing call for automobile and bicycle supplies and sundries. While it is lawful now to fish, it is too cold, so it will be later before there is any appreciable call for fishing tackle and equipment.

COLLECTIONS EASIER.

The lumber trade is gratified at the news of the re-election of Mr. George E. Merrill of this city to the presidency of the Western Retail Lumber Dealers' association as well deserved. He will return the coming week. In the local city trade, collections are looking up, and there is a lot of figuring going on, though for the time being the storm has tied business up here, just as the snow and cold have frozen things up in the north. Shingles and fir have been in an unsettled condition for 10 days. There is no change in prices, and there is also no more car famine. Shippers can get all the cars they want now.

DRY GOODS BUYERS CAUTIOUS.

In the local wholesale dry goods market, jobbers are sending out moderate quantities of goods, including mohair suitings, voiles, panamas, batistes, wash goods, etc. Parties returned from New York report buyers as very cautious, with purchases not up to anticipations, as only 60 per cent of the normal trade is likely. The claim is advanced that mills much now reduce the cost of production, while wage reduction has already begun in the south. The best buyers are said to be retailers in agricultural communities. The postal carding of the country by large jobbers has led retailers to anticipate a lowering of all values, and until the effect of price cutting to move accumulated stocks has passed, the movement must continue one of small and steady purchases for prompt shipment. The buyer for one western jobbing house writes his firm,

"Looks like we have found the jobbers with the goods on them this season. They certainly do press us to buy, and our credits don't stand in the way." Hand to mouth buying is the outlook for the spring trade. Sales of printed cloths are very light. Fall river reporting about 40,000 pieces last week. The trade is under the general impression that wages are to be lower, and hold that operatives must bear a share of reduced cost of production. Many mills are running on short time, and to reduce wages or allow operatives to work only part of the time would not give them living wages. The most acceptable plan appears to be to put part of the operatives on full time and on a lower wage, which will ensure a livelihood at least.

THE RETAIL TRADE.

Retailers are buying more freely of fine white and fancy cottons, and are taking all kinds of goods, stocking up with general styles of cheap stripes and corded plaids and jaquard goods. Then bordered styles in printed goods are popular. The market is reported oversupplied with foreign embroideries, dresses and white goods. The slow trade for spring distribution, and some attractive values are offered. The very fine white batists are not as strong as they were last season, and there is a slight decline in the price of sheer goods of last year. There is less call for fine and fancy gingham, and dress plaids have left the change in cheaper lines, in the demand for square effects. Millinery will continue the slow trade in staple domestics. Retailers have been apprehensive over the extent of the reductions, and are still unable to agree that if staple goods could have been cut 15 per cent or more last year, a further reduction cannot be made at this time when there is a dull trade at hand.

NEW SLEEVE COMING OUT.

In the retail trade, business is dull on account of the storm. But with the return of buyers from the east, goods are beginning to move. The Utah-Idaho Sugar company has again led, and a large number of transactions are reported in both preferred and common, at the figures quoted below. The stock of the Consolidated Wagon & Machine company preferred has also steadily mounted during the week, and is in demand at \$109. The declaration of the regular and special dividend by the Zion's Savings Bank & Trust company had an excellent effect among investors.

CLOTHING NOT IMPROVED.

The clothing trade reports no improvement for the week. The winter goods have practically been disposed of, and the tables are stacked up with spring goods which the cold weather keeps people from buying.

SHOE BUSINESS GOOD.

It is characteristic of the shoe trade to be subject to fluctuations of temperature, and in cold weather, but particularly in snowy weather, business is slow. So both the retail and wholesale dealers are rubbing their hands with more or less exuberance of spirit and hopefulness. Traveling men still on the road report a few spring orders still to send in, and manufacturers are generally satisfied with conditions. Their shops will be busy for quite a while on belated orders, and such contracts for the fall as may be secured early. The trade is being treated to new and novel designs—something, by the way, which happens every season. Designers are considering "wave-top" boots for next fall and winter, and "Napoleons" are promised as one of the features. This latter class of goods was popular 30 and 40 years ago, but fell into a state of innocuous desuetude. Said one dealer today: "Style sells more goods today than price. Therefore be the first to show new things, as it is the firm that shows styles first that does the business. Goods that are not up to date are difficult to dispose of at four bits on the dollar. Consider goods from the following points of view, and in the following order: style, quality, price." The trade reports no falling off in excellence of standards. Among the lines offered for women's wear colors will be noticeable, those including tan, corset tan, and wine color, while the combinations of fancy tippings with patent leather vamps, make an attractive boot. The toppings include pearl, white, blue, green, brown, and wine colors, while some of the tops are made of Ooze leather. Among the low cuts there is much variety of color, with black leathers in shiny and dull finishes. There has been a marked increase in the demand for button shoes, also two eyelet ties, and pumps. The present snowy and wet weather has caused a great run on local stores for rubbers.

DON'T WASTE MONEY ON "FAT" DOCTORS!

Anybody Can Reduce Fat at Home

If you are fat and wish to reduce quickly don't go to a self-styled obesity "Doctor"; be your own specialist. Appropriate to your own use the simple instructions given here and you will be as supple as a fat-reducing expert as there is in the land. The qualifications are few and the expense trifling. Secure from your druggist one unbroken one-half ounce package of Marmola, one-half ounce Fluid Extract Cascara Aromatic, and three and one-half ounces Syrup Simplex, all of which are both cheap and plentiful in any drug store. Take them home and mix them together by shaking well in a large bottle. You are now ready to become a successful fat reducing specialist without further training or preparation. Simply take a teaspoonful of this pleasant mixture after each meal and at bedtime and you will make more progress taking off your excess flesh in thirty days than all the "experts" in the land could accomplish in half a year. This method of getting rid of flesh is, moreover, not only sure and safe but appeals strongly to the average fat person, man or woman, for it gets results without interfering with one's eating or lazy habits—it does the work of exercise.

BUSINESS NOTES

Nearly all the stocks in the local list pay their regular dividends to stockholders at the end of March and the beginning of April, so that there is quite a renewal of activity in the list. Brokers report that the Utah-Idaho Sugar company has again led, and a large number of transactions are reported in both preferred and common, at the figures quoted below. The stock of the Consolidated Wagon & Machine company preferred has also steadily mounted during the week, and is in demand at \$109. The declaration of the regular and special dividend by the Zion's Savings Bank & Trust company had an excellent effect among investors.

THE FOLLOWING ARE THE LATEST QUOTATIONS:

Amalgamated Sugar Co., pfd.	133.00
Amalgamated Sugar Co., com.	135.00
Beneficial Life Insurance Co.,	112.00
Con. Wagon & Machine Co., pfd.	109.00
Con. Wagon & Machine Co., com.	97.50
Commercial National bank,	140.00
Deseret National bank,	285.00
Deseret Savings bank,	305.00
First National bank, Ogden,	232.00
Home Fire Insurance Co.,	182.50
Heber J. Grant & Co.,	139.00
Leviathan Sugar Co.,	125.00
National Bank of the Republic,	145.00
Ogden Savings bank,	240.00
Provo Com. & Savings bank,	148.00
Rocky Mtn. Bell Tel. Co.,	55.00
State Bank of Utah,	192.00
Sugar City Townsite Co.,	125.00
Thatcher Bros. Banking Co.,	147.00
Utah-Idaho Sugar Co., pfd.	8.35
Utah-Idaho Sugar Co., com.	3.10
Utah National bank,	120.00
Utah Savings & Trust Co.,	109.00
Western Loan & Savings,	106.00
Zion's Savings Bank & Trust Co.,	300.00
Z. C. M. I.,	159.00

BONDS.

Salt Lake City Railroad	101.00
Sumpter Valley Railroad	101.00
Utah County Light & Power Co.	100.00
Utah Sugar Co.	100.50

TEA

You will find no poor tea in packages bearing our name. If you find any such, you know what to do.

Your grocer returns your money if you don't like Schilling's Best: we pay him.

WEEKLY TRADE REVIEW

BRADSTREET'S.

New York, March 7.—Bradstreet's says today:

Distributive trade shows growth from week to week as the spring season approaches, and the tone of trade as a whole is more optimistic, but despite the large number of buyers in evidence at leading markets the character of the business done does not vary from that hitherto described. Conservative buying, largely of staples, usually is the rule, and the uncertainty as to prices in many lines acts as a check to fullest activity. This is especially manifest in some lines, as, for instance, cotton goods, where prices have been of late sharply reduced, without, however, evoking the interest expected. In few if any cases are comparisons with a year ago satisfactory, and a number of measures of monthly trade and industrial movement point to shrinkage of 25 per cent or more.

Collections are still widely complained of, and in this direction reports are no better than the advice as to volume of business doleful. Retail trade does not quicken greatly, although large centers show special efforts put forth to stimulate buying either of winter goods at concessions or of new spring season fabrics. The reports received from the leading industries are still conflicting.

The iron and steel industry unquestionably has a better tone, and the output of pig iron in February, a short month, seems to have slightly exceeded that of January, although falling far behind a year ago. Raw wool is selling at low concessions, and the lumber trade is very quiet. One fact brought out is that in distinctively winter trades, as, for instance, ice harvesting, lack of money has caused a restriction of cutting and storing.

Business failures for the week ending March 5 number 287, against 254 last week, 172 in the like week of 1907, 177 in 1906, 180 in 1905 and 208 in 1904.

The fiscal year in exports was 159,094,156 bushels, against 123,924,995 in 1906-07, and 183,524,550 in 1901-02.

Corn exports for the week are 1,481,487 bushels, against 2,491,044 last week, and 2,631,672 in 1907. For the fiscal year to date the exports are 33,094,308 bushels, against 45,316,133 in 1906-07.

DUN'S.

New York, March 7.—R. G. Dun & Co.'s Review of Trade says today:

Favorable symptoms are more numerous in the commercial outlook, especially in respect to the generally improved confidence. Jobbers note more pressure to replenish depleted stocks of staple merchandise, orders in many cases being for delivery next fall. The advancing season has also contributed to the better feeling by accelerating the distribution of spring goods and stimulating interest in the building trades. Industrial plants are more active, pig iron productions rising to the best weekly average in three months. Credits are still closely scanned and mercantile collections are by no means satisfactory, yet payments are more prompt and the volume of business is distinctly heavier.

There is a question of permanence of the steady improvement in the steel and iron industry that would be lacking were recovery more sensational. Each week brings a few more mills and furnaces into the active list, while specifications on old contracts constantly call for a larger tonnage. New business appears in many departments, warmer weather being especially helpful in restoring postponed building operations that will call for much structural steel.

NO USE TO DIE.

"I have found out that there is no use to die of lung trouble as long as you can get Dr. King's New Discovery," says Mrs. J. P. White, of Rushboro, Pa. "I would not be alive to-day only for that wonderful medicine. It loosens up a cough quicker than anything else, and cures lung disease even after the case is pronounced hopeless." This most reliable remedy for coughs and colds, lagrippe, asthma, bronchitis and whooping cough, is sold under guarantee at Z. C. M. I. Drug Dept. 112-114 So. Main, 50c. and \$1.00. Trial bottle free.

GOVERNOR HUGHES TALKS ON TRAFFIC

New York's Executive Declares The People Are Determined To Control.

OUTLINES PROPER MACHINERY

Speaks of Public Service Commission Of Gotham Held Before Guests as Model for Investigation.

New York, March 6.—That the people are determined that there shall be adequate regulation of the railroads, but that they are sincere in their avowed wish that such regulation shall be just, was the belief expressed by Governor Charles E. Hughes in an address before the traffic club tonight. The governor was a guest at the dinner of the club, which also entertained the heads and other officials of many railroad corporations.

The governor's conviction that there was an urgent necessity of first arriving at the concrete facts of the situation and finding out just what was wanted before any attempt was made to regulate, was made plain also. The New York public service commission was used as an illustration of the proper machinery for getting the traffic system and the people who patronized it into touch with each other for their mutual interest.

CHIEFS FOR GOVERNOR.

Governor Hughes was introduced by General Passenger Agent George A. Cullen of the Delaware, Lackawanna & Western, as "the man who does big things." The fiscal year in exports was 159,094,156 bushels, against 123,924,995 in 1906-07, and 183,524,550 in 1901-02.

Governor Hughes said, in part: "There is not the slightest question that the great American people are interested in their railroads and want to see them developed and extended and every possible means adopted to bring them up to the maximum of service."

"Now, in order that the problems of this day may be solved, there must be honest co-operation; there must be co-operation in a necessary effort to have everything that people really desire it to be; and that is right, and as you go up and down this country and you meet the average American citizen, in whatever organization or occupation you may find him, and you come to close quarters with him and try to understand what he really wants, 99 times out of a 100 you will find he only wants what is right."

A PUBLIC BUSINESS.

The governor said that railroad men must recognize the indisputable fact that the people had determined that railroading was a public business, and that it was to be regulated in the interests of the public. Whether this regulation came in the right way would depend, he said, upon the sincerity and intelligence of the methods to deal with these things in a sensible and fair way that all rights may be safeguarded with reference to all parties concerned. The proper machinery should be provided so that anyone who thinks any particular thing is not right will have a place to go where his views will be heard and honestly passed upon.

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SHAKE IT WELL IN THE BOTTLE

Highly Recommended Home Prescription for Kidney and Bladder Troubles.

TO BE MIXED AT HOME.

How to Find Out if the Kidneys Are Inactive and What to Do to Get Prompt Relief at Small Cost.

There are more cases of kidney trouble here now than ever before, while recent reports show that more people succumb each year to some form of kidney disease than any other cause. When there is sickness, examine the urine. Rheumatism is only a symptom of kidney trouble. It is nothing more or less than excessive uric acid in the blood, which the sluggish, inactive kidneys have failed to sift out, leaving it to decompose and settle about the joints and muscles, causing intense suffering; frequently resulting in deformity; often reaching the heart when death ensues.

Pains across the back, frequent, painful and suppressed urination and other symptoms of weak bladder are not the only signs of kidney trouble; many cases of stomach disease, headache, pain in the heart, inactive liver, etc., are but symptoms; the cause of which can be traced to feeble, clogged kidneys.

The physicians for the insurance companies always carefully examine and report on the condition of the urine. It is a certain sign of sickness or health of the human body. A test of the urine should be made by every man and woman at least once each year. A simple test is to void a small quantity of urine in a bottle or glass and let it stand over night; next morning, if there is a reddish brick-dust sediment, or white, fleshy substance present, either cloudy or turbid, the urine is impure, and a good vegetable treatment. The following prescription is recommended highly in these cases, and if desirable the sufferer can mix it at home. Any good prescription pharmacy has the ingredients, which are harmless and inexpensive: Compound Kargon, one ounce; Fluid Extract Dandelion, one-half ounce; Compound Syrup Sarsaparilla, three ounces. Shake well and use in teaspoonful doses after each meal and at bedtime. Where any of the symptoms enumerated above are present, good results are sure to follow immediately the use of this simple prescription.

Our Popular Six Per Cent Certificates.

are secured by first mortgages (double value) and a special withdrawal fund as well as by the bank's capital and surplus of \$200,000.00. They are free from taxation, redeemable on short notice, and double themselves in twelve years, if the interest is left to be compounded.

Salt Lake Security & Trust Co., 32-34 Main Street.

PROMPT PLUMBERS
GEO. G. DOYLE & CO.
PHONES 162.

TROY LAUNDRY WATER SOFTENER

OUR GREAT WATER SOFTENER

The ONLY SOFTENER used by any laundry in the city! The largest used by any laundry in the world! Softens to a rainwater softness 40,000 gallons of raw, hard city water per hour! Precipitates 500 pounds of lime a day from the hard city water! Washing in SOFT WATER allows the use of much milder soap than with the hard city water, hence it gives longer life and wear to your apparel. It produces a color of white not obtainable with hard water. It brightens colors of the colored goods. The installation of this GREAT WATER SOFTENER is but another example of our progressiveness and our constant aim to give our patrons VALUE RECEIVED as well as the BEST OBTAINABLE in LAUNDERING.

TROY LAUNDRY.

THE LAUNDRY OF QUALITY.

BOTH PHONES 192 166 MAIN STREET.