

## BUSINESS REVIEW SHOWS ACTIVITY

Local Commercial Situation Has  
Been Decidedly Satisfactory  
During Past Week.

### BANK CLEARINGS SOAR HIGH.

All Institutions in This City Give Evidence of Unbounded Settled Prosperity—Trade Outlook.

The local commercial situation has been satisfactory during the past week. In banking, the conditions continued normal, with a very fair demand for money, and rates about the same as those of the week previous. Wool money is being received by the local banks for deposit which is easing up the money market considerably, so that in a week or two money ought to be plentiful. The bank clearings this week are soaring high, as compared with those of the corresponding week in the previous year, showing a remarkable increase of general business which bodes well for the current year. That the banks are going an increasing business is evident from the fact that the Utah National bank has appointed two assistant cashiers, just as the Commercial National bank has found it necessary to have also two assistant cashiers. All of the banking institutions in this city are in a prosperous condition, as witness the building of one of the finest business structures in the west by the Utah Savings Bank & Trust Co., on Main street. The new building with its white stone front and heavy, elaborate copper cornice, makes a fine showing.

### REALTY INQUIRIES.

The real estate market has not been especially eventful during the week, but there have been many moderate sized transactions and many inquiries received from home people, as well as from outsiders. A prominent realty man was asked today, why the real estate market in this city is not coming the way as to bring in more people than could find lodgment here. He replied that was all right; let them come, even more than that, and let them stay, and they will find some place to roost anyhow, and it will not only stimulate building, but give the city a reputation in the east as an enterprising commercial center.

### BUILDING ACTIVE.

Contractors report building going on over the city as fast as material and labor can be secured. Moderate homes continue to spring up all over town, especially on the east side, southeast of the city, and on the west side, where the railroad population is being more and more located. However, there is a slackening up of—well, contractors and the Gould railway depot site, so that there is no certainty when actual construction is to be commenced. Realty values continue to appreciate, property on the west Third South street being noticeable in the tendency to rise. It was reported this morning that a piece of property on that street had been transferred for \$10,000, but local real estate men who were questioned, professed ignorance. The work of reconstructing Second avenue is progressing, and the north side of east Second South street has been asphalted to Ninth East, with preparatory work on the south side of the roadway being pushed as fast as possible.

### HARDWARE ACTIVE.

The hardware trade reports the past week one of the brightest and heaviest in the history of the local trade. There has been a call for everything in the hardware line, from carvers' implements, cutlery and miners' supplies, builders' hardware and wire, household hardware, sporting goods and bicycles. The trade reports the sale of more bicycles than for a long time past; in fact there seems to be a renaissance in this line of vehicles, notwithstanding the marvellous development of the automobile trade. The demand for harnesses continues unabated.

### LUMBER TRADE.

In the lumber trade, dealers report a better feeling and a general willingness to proceed with building operations than was evident 30 days ago. People conclude that labor and material will remain about the same, and as all pay the same price, it placed all investments in that line on a par with the assurance of a return on investments in the way of real estate. Dealers also report "more work in sight than we have seen this far, and are figuring going on." The local yards have so much difficulty in securing material that they are obliged to buy from competitors to a greater extent than before. Local dealers pay a high premium on cedar shingles, to maintain their supply until the car situation has improved. Shingles have just been brought into Lake from the Puget sound country to San Francisco and then hauled here, because it was impossible to secure cars in the northwest, and here are always cars to be had at San Francisco because there is so much building material being hauled in there. But it is round about the way of shipment involves an excess of 100 per cent over the usual freight rates, and premium dealers are forced to pay to maintain their stocks of shingles. Dealers report the business situation in this line is not profitable in this particular line. However, this condition will change. Within 60 or 90 days if the railroads will supply cars, as the supply of cars is. It is claimed that if the northwestern millmen take no orders for the next four months, it will take them all that time to catch up with the orders now on hand. It is remarked in the trade that while in some lines there has been advance of 50 and 60 per cent in the last two or three years, in the way of house linings, quilts, blankets and men's furnishings. The general situation is indicative of confidence, with elasticity of the permanency in high prices, and merchants throughout the state are buying more freely than they were a year ago. It costs more to produce goods now than ever before, owing to the high cost of labor and material. A noticeable feature of the week has been the manufacture by a prominent Salt Lake house of 600 wool bags in response to a request. Hereafter, these have been made in San Francisco mostly, but the call in this section has been so urgent that the house varied from its usual salted and made up the goods in salted, salins, jacks and ribbons, high prices still obtain with every promise of their continuing at a more or less astounding figure. Raw silk that a year ago was selling at \$3.55, now brings close to \$7. This is due to the action of the

## PALE, WEAK PEOPLE

MADE STRONG AND ENERGETIC  
BY DR. WILLIAMS' PINK PILLS.

General Breakdown Caused by Deficient Blood, Quickly Corrected by This Tonic Remedy.

A feeling of general weakness, poor appetite, loss of energy, the slightest exertion and broken sleep are some of the symptoms of general debility. You may think you are not ill, but you will worry about it, and you will feel better soon. This is a mistake, for very often the symptoms of debility are not noticed until they are made permanent by neglect. A tonic treatment is necessary and for this purpose there is no better remedy than Dr. Williams' Pink Pills.

Mr. J. G. Harvey, of 95 Willow St., Chelsea, Mass., says: "I was sick for a number of years from general debility and indigestion. I was never free from stomach trouble and my nerves were so shattered that the least excitement unfitted me for any serious work. I seemed to be a blur constantly before my eyes. I couldn't concentrate my mind on my work, and the attempt to do so completely exhausted me."

"I was finally forced to give up a position I had held for twenty-eight years. After trying several medicines without help, I read of Dr. Williams' Pink Pills and gave them a trial. They made me feel so much better and so much stronger that I started in business for myself here in Chelsea. I have never had a return of my former sickness and cheerfully recommend Dr. Williams' Pink Pills as an excellent nerve and blood tonic."

Dr. Williams' Pink Pills have long been recognized as an excellent tonic remedy in cases of indigestion and general debility, where the stomach and other organs of the body are weak and disordered, simply through lack of proper nourishment. They have also been especially successful in curing anemia, rheumatism, after-effects of the grip and fever.

A pamphlet on "Diseases of the Blood," and a copy of our diet book will be sent free on request to any one inquiring.

Dr. Williams' Pink Pills are sold by all druggists, or sent, postpaid, on receipt of price, 50 cents per box, six boxes for \$2.50 by Dr. Williams' Pink Pills Company, Schenectady, N. Y.

### ADVANCE IN COTTONS.

Jobbers in hosiery report an advance of 10 and 15 per cent. It is said that hosiery is the only article manufactured in the west that has not met a strong advance. Print cloths have advanced 100 per cent, ducks, denims, outings, Osnaburghs, calicos have all advanced from 35 to 40 per cent, and hosiery has advanced only 5 to 10 per cent. Jobbers claim that up to the present time they have been trying to give the trade practically the same values for the same money, and the retailer is giving the consumer about the same values in staple hosiery as when yarns, supplies and labor were at their lowest level, and the loss is being borne between the jobber and the manufacturer.

### AMONG THE RETAILERS.

In the retail trade there is complaint that the late spring has cut out some six weeks of what would otherwise have been a good spring trade. People are still wearing the winter clothing, and thus saving that much time on their summer wear, to the grief of the retail dealer. However, trade is fairly steady and general, but not as brisk as it was when winter comes, there is not any strong advance expected in purchasing. There is a good display of parasols being made in the retail markets this spring, the styles being in many instances very attractive. Manufacturers some time ago concluded that the coming summer season would prove unusually good for parasols, and their efforts were made to compete with the imported article. There proved to be a demand for the lighter shade of the same color. Tucked parasols which were last season's style, are also considered good property during the coming months. The tucks run from one to two inches in width and are frequently seen in contrasting color from the body material. Very light shades of green are particularly good and sell freely.

### SPRING CARPETS.

Spring carpets are selling well, with domestic lines unusually attractive, and the rug season is being auspiciously started. The domestic lines are claimed to be the finest ever turned out by American mills and include Axminsters, Wiltons, Berberes, Smyrnes, tapestries and high art squares. In addition to this the trade offers Chinese and Japanese matting with extensive supplies of matting and fibre rugs in carpet sizes.

### CLOTHING DEMAND.

The wholesale clothing trade reports excellent sales on next fall goods. The retail trade reports exceptionally good, notwithstanding the weather. The demand appears to be almost entirely for sack coats, also pants without the vest. In the wear trade continues good, and in hats, the panamas are at present selling the best.

### LEATHER AWAY UP.

The shoe trade continues stronger than ever, with white canvas goods selling like hot cakes at Eastern tide. The general market is so strong to come down; at the same time, the trade believes that prices will now go no higher. The leather market is being very active. The reason of this is the growing use of the articles in many lines of business. Buggies and carriages are being upholstered more than ever in leather, as more cleanly to say nothing of being more sanitary. Automobiles are upholstered in leather, furniture is being made of leather, and the demand for shoe manufacturers are placing large stocks in London, Paris, Berlin and other European cities, and a great field is being opened up in Alaska, with the leather extending at such a rate the demand for leather is constantly increasing.

### GOOD WALL PAPER NEWS.

We have in our employ 30 first-class paper hangers, nearly all the good men in town. Can execute all orders promptly. Where they carry the big stock at Geo. W. Ebert & Co., 67 Main.

Music in our Grill Room every evening, from 6 to 8—Royal Cafe.

## SPRING BUSINESS WEAK BACKWARD

Almost Unprecedentedly Unseasonable Weather Conditions Have Been the Cause.

### EXPECT NO RECORD-BREAKING

May Very Cold Thus Far—Freight Congestion Relieved and Traffic Very Heavy.

New York, May 10.—R. G. Dun & Co.'s Weekly Review of Trade will say tomorrow: Weather conditions, unseasonable almost beyond precedent, have retarded retail trade and agriculture to an extent that cannot yet be measured. Spring opened with bright prospects for business, but record-breaking results can no longer be attained. May thus far has brought complaints of excessive cold from almost every section of the country, and in many cases it is found that mercantile collections have been slow. Freight congestion is relieved, however, and traffic is very heavy, partly in fall and winter business, which is viewed with confidence. The outlook in the iron and steel industry was never brighter. Steel sales are constant, and much new business being in line for trolley lines, and makers of agricultural implements are purchasing bars freely.

Weather reports have dominated commodity exchanges, the net result being a further rise in prices. Domestic statements of injury by insects and cold were supplemented by poor progress in the wheat crop. Demand for wheat was maintained in the face of discouraging prices. Better traffic conditions and attractive quotations bring large orders of wheat at primary markets, and exports are favorably with last year's movements.

### BANK CLEARINGS.

New York, May 10.—Bradstreet's bank clearings report for the week ending May 9 shows aggregate \$2,850,000,000, against \$2,800,000,000 the week before last, and \$2,750,000,000 the week before that. The following is a list of the cities:

New York	\$1,542,200,000
Chicago	285,300,000
Boston	183,700,000
Philadelphia	148,800,000
San Francisco	91,200,000
St. Louis	82,500,000
Pittsburgh	62,500,000
San Antonio	43,700,000
Kansas City	29,500,000
Cincinnati	23,400,000
Los Angeles	12,400,000
Louisville	12,500,000
Memphis	11,400,000
Portland, Ore.	1,140,000

### BUSINESS NOTES

The main feature of the week has been the active demand for money reported at all the banks. One prominent house states that the demand comes principally from two sources, first those who are building, second, those who are speculating. To the latter class, this particular bank turns a cold shoulder, and the banker in question states that he thinks it would be an excellent idea if all the banks would do what they could to check the tendency to speculate in mining stocks and real estate, that is, on the part of those who have not the adequate capital to carry their plans through, and who are not in a position to stand a slump in the market. The stocks in the commercial list have sagged, as is generally the case when the money market is tight. The following are the latest quotations:

Amalgamated Sugar Co., pfd.	\$39.00
Amalgamated Sugar Co., com.	168.00
Beneficial Life Insurance Co.	102.00
Barnes Banking Co., Kan.	100.00
Can. Wagon & Machine Co., pfd.	118.00
Can. W. & M. Co., com.	105.50
Commercial National bank	185.00
Deseret National bank	294.00
Deseret Savings bank	230.00
Davis Co. bank, Farmington	130.00
First National bank, Ogden	325.00
First National bank, Murray	136.00
First National bank, Logan	130.00
Home Fire Insurance Co.	174.00
Idaho Sugar Co.	8.85
Lewiston Sugar Co.	11.25
Nevada National bank	109.50
National Bank of the Republic	157.00
Ogden Savings bank	246.00
Provo Com. & Savings bank	155.00
Rocky Mt. Bell Tel. Co.	53.00
Silver Bros. Iron Works Co.	100.00
Bank of Utah	202.00
Sugar City Townsite Co.	145.00
State Bank of Brigham	126.00
Thatcher Bros. Banking Co.	145.00
Utah Sugar Co., pfd.	9.40
Utah Sugar Co., com.	2.35
Utah County Light & Power Co.	1.95
Utah Ind. Telephone Co.	.35
Utah Banking Co.	146.00
Utah National bank	153.00
Utah Savings & Trust Co.	110.00
Western Idaho Sugar Co.	10.00
Western Loan & Savings Co.	165.00
Zion Savings Bank & Trust Co.	218.00
Z. C. M. I.	204.00

### BONDS.

Salt Lake City Railroad	102
Salt Lake City Railroad 2nd Mtg.	101 1/2
Sumpter Valley Railroad	102
Utah County Light & Power Co.	100 1/2
Utah Sugar Co.	101 1/2

### INCREASED ACTIVITY EVIDENT IN VEHICLE BUSINESS.

The opening weeks of spring find the vehicle and machine business in strong condition. Inquiry at the leading house engaged in these lines, the C. W. & M. Co., draws the attention to the fact that the only branch that is a little quiet just now is the plow trade, but the Case traction plowing machines of 32 horse power, such were exhibited here during conference, are finding great favor. The last machine went out yesterday, but within two weeks a new supply is expected. The company sold today two more Buick automobiles and are now unloading a fresh car. A car load of Columbus electric is expected the first week in June.

Assistant Gen. Mgr. Knauss of the Parlin & Orendorff Co., Canton, Ill., one of the largest steel plow manufacturers in the world, is visiting the C. W. & M. Co., after having finished a trip to all the points where that company does business in the north. Mr. Knauss goes east on the Rio Grande tonight.

## CO-OPERATIVE FARMING BEST.

It Affords Better Opportunities Of Marketing Crops.

SECURES BETTER PRICES.

Is Really Better for the Buyer as Well as the Producer.

One frequently hears the complaint from the agricultural or horticulturalist that the great drawback to the industry is not in raising but in marketing what is raised.

They are compelled as a rule to accept whatever price offers for their product, and this is true of fruit marketing. When fruit is ripe it must be sold. It is perishable and a better price can be no waiting for a better price. It is perishable and must find a user right away—so if the market it dill it goes for a song.

If the farmers would all unite and form an organization they would in some degree at least be able to say how much they should receive for their products of their labors. There are, however, countless difficulties connected with such a movement, not the least of which is the fact that in many cases it will be found difficult to make every member have complete support, movement and lend complete support.

The ideal way of effecting such an organization is the plan adopted by the Fruit Co., with their Mexican Banana plantation. Under their acreage they have sold the under what is known as the harvest share plan, which, briefly explained, means that each purchaser owns an undivided share of the proceeds of the entire 1,000 acres of fruit. This plan preserves the farm as one large plantation, it enables the grower to expand his business to become interested and share equally in proportion to his investment with the man of greater means.

Already this company has been approached by transportation companies who are anxious to contract for a term of years for their entire output at a stated price. It removes all doubt as to the question of marketing and the price to be received. It makes it possible to forecast with reasonable accuracy what each acre will yield in dollars and cents. They claim that their net return will be \$200.00 per year per acre will undoubtedly be realized. The latest offer they have received comes from the Southern Steamship and Importing Co. The letter follows:

San Juan Bautista, Mexico, April 7, 1907.  
Mr. E. R. South Secy.,  
Temple Fruit Company,  
Salt Lake City, Utah.

Dear Sir: I have your letter of March 20th relating to the banana business and am glad to hear of the production, etc., of the banana. I do not know if I can add anything to the data already in your printed pamphlet, to practically all of which I can subscribe. We get returns from the plants in eight months and average about four bunches of eight hands up to each cluster annually. We plant 216 per acre quinquennial system, and do not cultivate nor do we ever irrigate. Nothing to do but plant and gather the crop and clean up by cutting out

stalks after the fruit is taken from it. The Tabasco banana is superior in size and flavor to any I know, except the Port Limon and it is fully equal to that. Our plants were originally brought from Port Limon though we have some Bluefields and Belize plants. As to the future of the banana business I am not able to predict, my belief, however, is that it is now in its infancy and in time will assume proportions beyond calculation, unless perhaps you can compare it with the cereals as a food product. Banana flour, while worth more than wheat flour, or other cereals or fruits and vegetables, either for that matter, in its nutritive value, will never become a staple commodity in the provision markets until it can compete in price so as to be a daily article of consumption by all classes as is wheat flour. That is today we must look forward to cheaper prices and prepare for them rather than to higher prices. I WOULD MUCH PREFER A FEW HUNDRED ACRES SET TO BANANAS THAN TO HAVE THOUSANDS IN A WHEAT OR CORN FIELD.

I have spent the best part of 15 years in Tropical and semi-tropical Mexico, Central America and Cuba and while I am by no means an expert in the culture of Tropical fruits, I believe I know something of the business, and my opinion is that there is no safer investment or more certain profit than in the business of Tropical fruits. I believe I know something of the business, and my opinion is that there is no safer investment or more certain profit than in the business of Tropical fruits. I believe I know something of the business, and my opinion is that there is no safer investment or more certain profit than in the business of Tropical fruits.

Our Company is primarily engaged in buying fruit for the United States markets, and in order to hasten the production as well as for the profit, we are planting by thousands of plants monthly. The steamship line is of course a great help, and we are glad to get a share of your business, whether it be buying your product under contract for a term of years, selling your plants for your plantation or hauling your fruit to or from Galveston and New York.

If you think we can do something along this line I will be glad to hear from you, and if there is any information I am able to give you do not hesitate to call on me at your pleasure. Await your further inquiries. I remain, Very respectfully yours,  
W. L. McDaniel,  
Manager for Mexico.



# MADSEN'S BIG FIRE SALE

## WILL BE CONTINUED ALL NEXT WEEK !!

The same great values that characterized this sale the first week are the magnets that still draw the crowds to this store.

It is a fortunate sale, coming as it does right in the very height of the spring season when house cleaning time demands many new things to make the summer more comfortable. The stock is still unbroken notwithstanding the tremendous selling of the past week so that choosing is good

Everything on the Third Floor - ONE-HALF OFF  
Everything on the Second Floor - ONE-THIRD OFF  
Everything on the Main Floor - ONE-FOURTH OFF  
Everything in the Basement - ONE-FOURTH OFF  
All Go-Carts and Refrigerators - ONE-FOURTH OFF

LOOK FOR THE RED TAG. Our Plain Figure Prices on everything make buying easy

## The Sale is FOR CASH ONLY!

# P. W. MADSEN

## Furniture and Carpet Store,

51-53-55-57 EAST FIRST SOUTH STREET.

## 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 \$300,000.00. 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.

### VALUE RECEIVED

You get one hundred cents in value for every dollar's worth of lumber purchased at this year. Long experience tells us what when and where to buy.

## GEO ROMNEY LUMBER CO.

O. D. ROMNEY, Mgr.  
65 N. First West St.

## When Afflicted

Get the benefit of recent discoveries in medicine. The Best Is none too good.

Dr. Orrin Powell's Nerve Tablets. The very latest treatment for Nervous Debility, Insomnia, Melancholia, Failing Memory Impaired Energy, Physical and Mental Weakness. A positive cure guaranteed by the manufacturers through their agents, who are under instructions to refund your money if not satisfied with results. Price \$1.00 per box; six boxes for \$5.00. At all drug stores or by mail, we curely sealed. Address Doull Bros., Salt Lake City, Utah, sole agents for the United States.

### THE STATE BANK OF UTAH

Salt Lake City, Utah  
Established 1890.

Collects accounts of Banks, Firms and Individuals, and extends to customers every reasonable courtesy and facility.

Joseph F. Smith - President  
Wm. R. Preston - Vice President  
Charles E. Burton - Cashier  
H. T. McEwan - Asst. Cashier

### Utah Commercial & Savings Bank.

Wm. F. Armstrong, President  
BYRON GROOM, Cashier

Commercial Banking in all its Branches. Four per cent interest paid on savings deposits.

ACCOUNTS SOLICITED.

### U. S. DEPOSITORY.

## Deseret National Bank,

Salt Lake City, Utah.

Capital \$500,000.00  
Surplus \$250,000.00  
Safely Deposit Boxes for Rent.

L. S. Hills, President  
Moses Thatcher, Vice President  
H. S. Young, Cashier  
Edgar S. Hills, Asst. Cashier

### WALKER BROS., BANKERS.

(Incorporated). Established 1890.  
Capital \$250,000.00  
Surplus \$100,000.00  
Absorbed the Salt Lake Bank & Wells-Fargo & Co's Bank

### McCormick & Co., BANKERS.

SALT LAKE CITY - UTAH  
Established 1872

### National Bank of the Republic

U. S. DEPOSITORY.  
FRANK KENNY, President  
JAMES A. MURRAY, Vice President  
W. F. ADAMS, Cashier  
CAPITAL AND SURPLUS \$425,000

A thoroughly modern savings department conducted in connection with this bank. Safe deposit boxes for rent.

### The Deseret Savings Bank

W. W. Riles, President  
Moses Thatcher, Vice President  
Ellis A. Smith, Cashier  
James A. Murray, Asst. Cashier  
J. A. W. Carlson, George Romney, J. Reed Smoot, W. F. James, J. P. H. Per Cent Interest Paid on Savings

### J. E. COSGRIFF, H. P. CLARK, OPEN AN ACCOUNT WITH Commercial National Bank,

An Exponent of Conservatism Combined with Enterprise.  
A. H. FEABODY, Asst. Cashier.

### UTAH NATIONAL BANK, SALT LAKE CITY, UTAH.

Pay interest on time deposits. Safely deposit boxes for rent.  
Capital and Surplus \$250,000  
J. H. R. Cutler, V. P. J. Nelson, Cash

### Edward L. Burton

11 E. First South St. Phone 271.

## BANK STOCKS SUGAR STOCKS

And Other High Grade Investments Bought and Sold.

### JOHN C. CUTLER, JR., INVESTMENT BANKER.

(Established 1890).  
BONDS  
SUGAR STOCKS  
BANK STOCKS

Other High Grade Investments Bought and Sold.  
Both 'Phones 127 & Main St.

### Can Now Fill Orders Promptly

## CENTRAL COAL & COKE CO.

"At the Sign of the Peacock."  
'Phones 2600. 38 S. Main.

## HEWLETT'S

### THREE CROWN TEAS

are pure, delicious and satisfying—the very cream of the world's choicest tea gardens. They're good and wholesome, too. Always ask your grocer for HEWLETT'S TEAS in red and gold cartons.

## Pinaules

For Backache, Rheumatism and the Kidneys—Bladder

Sold by Z.C.M.I. Drug Dept. 112-4 Main