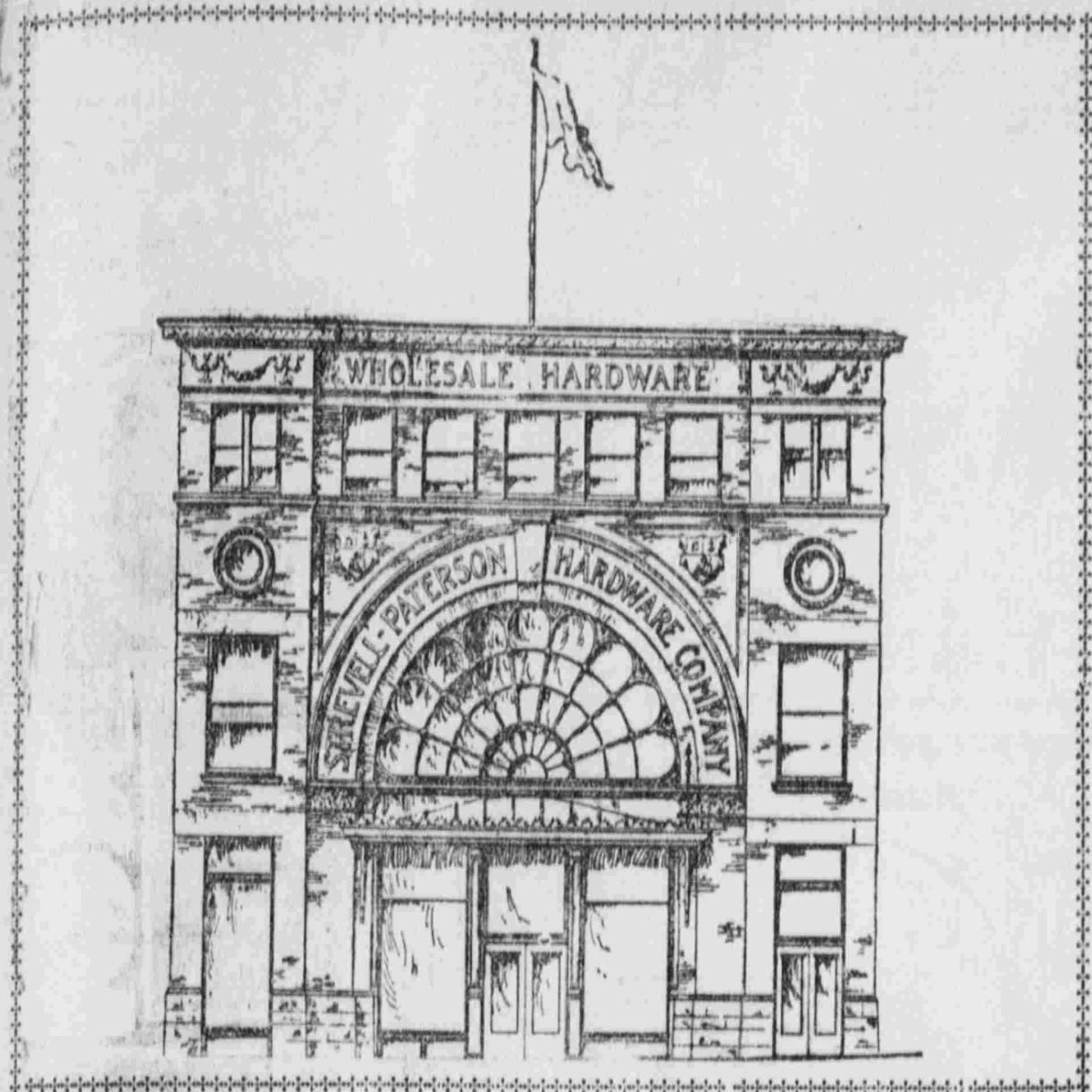


Strevell-Patterson Hardware Company, Wholesale Hardware.



One year ago we illustrated a building to be erected by the Strevell-Patterson Hardware Co. At that time we were talking of something which was to be in the future. We again illustrate this building, but today it represents a building in fact and not one on paper.

The company was very seriously delayed in getting possession of the property, but since getting same the work has been rapidly pushed, and now we find this enterprising firm in possession of one of the handsomest offices in the west.

It is no disparagement to the beautiful banking offices in Salt Lake City to say that none of them have as light and attractive rooms as the new office and sample rooms of the Strevell-Patterson Hardware Co.

After examining in person the new buildings which have been built in the east exclusively for the wholesale hardware business, the firm selected Mr. C. M. Neuhouser to carry out their ideas, and how well they have succeeded can only be appreciated by a personal examination.

The building is "L" shaped, 57x300 ft., three stories high, with the principal front on West Temple street, Numbers 242-25-123, and the warehouse front on West First-South street, Numbers 112-114-116, there being over 60,000 square feet of floor surface. The exterior is red pressed brick with gray stone trimmings, and plate glass windows. There are two entrances on West Temple street, the main entrance being a vestibule one intended for general use, the smaller one being designed especially for the use of the city trades.

The most attractive feature of the building is the office and sample room, in size 17x92 feet, two floors, and in order to be as nearly fireproof as possible, covered with stamped steel in "Empire" design, and finished in "dead" ivory white. This has been pronounced the finest example of steel work yet done in the city, the large dome sky light in the center of the office, 20x30

feet in size, makes the room very light. The office portions, or railings, are stamped steel with oak doors and caps.

On the main floor are fifteen sample rooms in which are displayed samples of the various styles of locks, store door handles, latches, cupboard turns, sash fasteners, pad locks, door bolts, shelf brackets, hinges, spring hinges, butts and many other kinds of building hardware; axes, hatches, hammers, planes, levels, chisels, auger bits, files, tapes, plyers, screw drivers and other tools; shovels, spades, scoops, forks, rakes, hoes; axe, pick, sledges, hammer, hatchet and other hand tools; "Good Luck" triple coat enameled ware, genuine German white enameled ware, "Royal" steel enameled ware, tin ware, copper ware, galvanized and wooden ware. These sample rooms show nearly 1,500 samples in enameled, tin and granite ware lines alone. In hand- some oak cases there are displayed about 1,200 samples of table and pocket cutlery, razors, scissors, shears, carving sets, butcher knives, etc. On show tables are displayed clothes wringers, food choppers, skates, coffee mills, and irons, loaded shells, cartridges, anvils, vises, stocks and dies, thinner's tools and similar goods.

At the rear of the office are two stairways, leading to the sample rooms on the second floor. These rooms are filled with samples of stoves, ranges, refrigerators, ice-cream freezers, churns, washing machines, scales, lawn mowers, wheelbarrows, screen doors, store trucks and other goods which take a great deal of floor space.

After looking over both floors of the office and sample room and noting their size, a visit to the basement discloses the fact that this portion of the building is so large that "a railroad" is necessary to handle the enormous quantity of goods coming in and going out each day. The "S. P." railroad is, indeed, a unique feature and a busy "line." The basement extends under the entire building, and is a very valuable storage room for many goods in a dry climate. Here is stored the stock of nails, horse shoes, tin plate, shovels, bolts, rakes, hoes, horse nails, toe calks, bolts, washing machines, wooden ware, rope, screen doors, refrigerators, hand- dles, building paper, German rice, freezers, loaded shells, etc.

There is an electric elevator of 7,500 pounds capacity, for bringing goods from basement to shipping room on the

main floor, or to stock room on the second floor. Nearly all goods are sent from the main floor to basement, and from the second floor to packing room through steel chutes.

Three stairways connect the basement with the main floor at the rear of the office and sample rooms, where the stock of general and builder's hardware, mechanic's tools, etc., etc., is carried. The shelving here is built after the most approved pattern used in the largest wholesale houses in the country. It is built with a series of steps, which does away with the use of ladders and enables one to reach any part of the shelving easily and quickly.

At the rear of this stock room are the packing and shipping rooms, these having been increased to three times their former size.

In the north wing is the open stock of enameled ware, Royal steel ware, tin and wooden ware, brushes, lanterns, etc., etc.

All of the open stock for filling orders is kept on the main floor, making the filling of orders a matter of minutes instead of hours.

It will be seen from the foregoing description that the keynote in building has been to have plenty of day light, and to arrange for the quick and economical distribution of goods. Nearly all lines of goods are purchased in carload lots, and with a stock of over \$250,000 worth of goods in Salt Lake City, the retailer can have his wants supplied quickly and at St. Louis, Chicago, Omaha, or San Francisco prices, plus freight to Salt Lake City, not to mention the saving of from three to six weeks' time in getting the goods. In addition to the stock contained in the "Strevell-Patterson Building," they are at present occupying three ware houses, two of which are on the railroad tracks in which stoves, ranges, black and galvanized iron, roofing, and other heavy goods are stored.

There seems to be an impression that the Strevell-Patterson Hardware Co. is interested in the retail business in this city, and to correct this the company wishes it distinctly understood that they have no financial interest in any retail hardware business.

The officers and directors are Charles N. Strevell, President; James H. Patterson (formerly Vice-President Wells-Nelgar, Chicago), Vice-President; Treasurer: W. B. Outcalt, Secretary: O. J. Salisbury, W. S. McCormick, W. V. Rice, Newell Beaman.

A CONSTITUTIONAL COWARD.

Gen. Joseph Hooker was a fierce fighter during the Civil war, and was known as "Fighting Joe," the commander of the Army of the Potomac. But, beneath those brass buttons and back of that blue uniform there was a heart as tender as a woman's. He never permitted severe punishments for his soldiers, if they could be avoided.

On one occasion a private soldier had been sentenced to death for desertion. It was his third offense, and there were no mitigating circumstances. Gen. Hooker went to the tent of his judge-advocate general and said: "I want you to recommend pardon on some grounds. This man's dear old mother is in my tent praying for his life, and you must help me out some way."

"But general, I can't do it. The fellow is worthless, always drunk or quarreling; three times a deserter,

and this time in the presence of the enemy. He is a constitutional coward, and—"

"That's it, that's it," interrupted Gen. Hooker. "You forward the case to me recommending clemency because he is a constitutional coward, and I'll pardon him."

And it was done. Inside of five minutes the gray haired old lady went forth from the tent of Gen. Hooker clinging to the arm of her worthless son; but, he was her boy just the same, and she loved him.

Of Interest to Mothers.

Thousands of little ones die every year of croup. Most of them could have been saved by a few doses of Foley's Honey and Tar, and every family with children should keep it in the house. It contains no opiates and is safe and sure. Mrs. George H. Pickett, San Francisco, Cal., writes: "My baby had a dangerous attack of the croup and we thought she would choke to death, but one dose of Foley's Honey and Tar relieved her at once after other remedies had failed. We are never a minute without it in the house." F. J. Hill Drug Co.

# Watch us Grow



## ASSETS

|       |              |
|-------|--------------|
| 1902, | \$12,000.00  |
| 1903, | \$62,061.92  |
| 1904, | \$144,662.15 |

FOR THE PAST THREE YEARS we have paid our members 12 per cent dividend on loan fund; 6 per cent on deposits guaranteed the first year; 7 per cent after second year and if left one hundred months we pay you whatever dividend the Company makes which has been 12 per cent in the past and will undoubtedly be as much, or more, in the future.

What BETTER investment could you make?

Remember we are under the supervision of the state bank examiner.



## Union Savings & Investment Company.

B. H. ROBERTS, President

O. G. SNOW, Vice-President

A. H. SNOW, Secretary

JOSEPH NELSON, Treasurer

201 and 206 CONSTITUTION BUILDING SALT LAKE CITY

A SWISS ANECDOTE.

Mr. Howard Paul, who recently spent a month in Switzerland, says that though he walked many miles over the passes and by the side of the numerous lakes, he did not meet a single tramp or a beggar. Not anyone the worse for liquor, and this cannot be truthfully be said of any other country in Europe or America. Mr. Paul relates the following incident: "At a little hotel at Rapperswil, near Zurich," said he, "where I put up, there was a negro waiter who spoke English, though he had resided in Switzerland for some years. He had come to Europe as a body servant to an American consul at Zurich, and, becoming enamored with the natural beauties of Switzerland, he abandoned his master and sought service as a waiter, and an active, obliging one he seemed to be. He called himself 'Wash'—short for Washington, I presume."

"Wash," said I, "I'll not come to breakfast tomorrow morning. Bring my coffee, at 8 o'clock, to my room. No, and I gave him a satisfactory tip in advance, in order to secure his attention."

"All right, boss," but the next morning the bearer of the tray was not the darky.

"What's the matter with Wash?" I asked of his substitute.

"Nothin', sir."

"Why didn't he bring my coffee?"

"Can't say, sir."

"Go and send him to me immediately."

"Yes, sir."

It was not long before Wash stuck his woolly head in at the door with a sheepish grin on his broad, black face.

"What's the matter with you, Wash?"

"Nothin', boss."

"Why didn't you bring up my coffee?"

"Maffergittery, boss, is so much better than my remembery, I gits mixed sometimes."

"That's a weak excuse, Washington." At this point the darky, seeing me stoop to seize a heavy boot that lay conveniently at my hand, and fearing I was about to hurl it at him, blurted out: "Las' night I got truft; 'deed I does, but I wud de oder waiter, I'm hard up now, and I gambled you off fur him to wait on you for two francs, and he won."

"I never until that moment was aware that probable, prospective tips of hotel guests were put up by servants on stakes in small gambles. One line and learns."—Sale of Man Times.

No Case of Pneumonia on Record.

We do not know of a single instance where a cough or cold resulted in pneumonia and consumption when Foley's Honey and Tar had been taken. It cures coughs and colds perfectly, so do not take which may contain unknown preparation consisting of a condition that retards recovery from a cold. Ask for Foley's Honey and Tar and refuse any substitute offered. F. J. Hill Drug Co.

RICHARD PAPWORTH, SR. President. MILAND KNIGHT Vice-Prest. JABEZ W. WEST Secy. and Treas.

## Utah Packing Co.

WHOLESALE OF FRESH & CURED MEATS



INTERIOR OF COLD STORAGE ROOMS.

OFFICE & REFRIGERATOR 27-29-31 So. W. Temple St.

Office Phone 845 Warehouse Phone 844

SALT LAKE CITY, UTAH

## SEASON THE REASON

WHILST Reductions are general throughout the store in this "season the reason shoe sale" greater stress and particular mention is made of Warm Shoes and Slippers for Women and Children; House Slippers for men and boys. We show the greatest variety in this city and at big savings. What nicer presents that these for any member of the family.

|   |        |   |
|---|--------|---|
| Ladies' felt slippers, leather sole, all felt or side patch of leather, or leather toe cap, valued at 85c, sale price at.....   | 58c    | <p>OUR store is full of good, practical suggestions for every member of the family. What would be nicer for the baby than a cute pair of soft soled shoes, or Dolge feet Juliets—45c to 60c.</p> <p>For the little boys rubber boots or high top shoes and the boys of all ages are just delighted with high top water proof shoes. Buy a pair and make them happy and healthy.</p> <p>For the misses, pretty house or dancing slippers or swell shoes like grown up folks sorts, priced at substantial savings.</p> <p>For the young men, patent leathers in the swiftest of the swell, prices from \$2.35, \$3.50 sorts to \$4.95 for \$5.50 kinds. 57 sorts. Every pair just right.</p> <p>For mother a comfortable house shoe. Placed lined or Juliet. For father a pair of comfortable house slippers. For the young lady or young wife a beautiful line of house slippers, in pretty styles. Dancing slippers galore or swell shoe sorts.</p> |
| Ladies' felt shoes, leather sole, side patch, good and comfortable, value \$1.35, sale price.....   | 90c    |   |
| Ladies' Fleece lined Juliets, Dolges and other famous makes fur trimmed, beautifully lined value to \$2.00, sale price.....   | \$1.45 |   |
| WOMEN'S FELT SLIPPERS, 60c value, sale price.....   | 35c    |   |
| LADIES' FELT JULIETS, fur trimmed, black only, good, firm sole, value \$1.10, sale price.....   | 75c    |   |
| Ladies' Felt Shoes with leather foxing, warm and easy to the feet, value \$1.50, sale price.....  | \$1.10 |   |
| Misses' red felt Juliets, turn soles, fur trimmed, sizes 8 to 11 at 75c, sizes 12 to 2 at.....  | 85c    |   |
| Men's imitation alligator or monkey skin slippers, value 85c, at.....   | 60c    |   |
| Ladies' felt Juliets in red or black, turn soles, fur trimmed, value \$1.35, at.....  | 90c    |   |
| Ladies' felt shoes or fleeces lined, in great variety of styles, \$2.00 value, sale price.....  | \$1.45 |   |
| Green felt slippers for boys and girls, red leather tip, braid bound, sizes 5 to 8, at 60c; sizes 9 to 11 at 65c; 12 to 2 at.....   | 75c    |   |
| Men's good quality goat skin slippers, tan or black, neat pattern, value \$1.50 to \$1.75, at.....  | \$1.15 |   |
| A value of values. 400 pairs of men's high grade \$2.50 and \$3.00 slippers just arrived. These goods include the very newest, swiftest and best styles in the new effects, such as frog skin, monkey skin, seal skin, walrus, Russian calf in black or colors, handsomely trimmed or plain effects. You can't match them short of \$3.00; all go at..... | \$1.95 |   |



106 MAIN ST.

