DESERET EVENING NEWS: SATURDAY, SEPTEMBER 8, 1906.



ow Utah Business Has Increased Under Impelus of the Hustling M. & M.

L SINGING ITS PRAISES.

ade Has Gone Forward by Leaps and Bounds as Never Before and All Arc Made Happy.

t is just about one year now since hand began to play in Utah for infustry on a co-operative basis, the forward march on nome goods

we that time Utah has grown, and frat ordered. fast all expectation. Business s that were small a year ago now mselves planning big extensions house has falled. Over \$0 per 21018 of them have furnished employ-to more people than ever before. to more perfectly has gone through ty and the state, and at present commercial poddes are riding on

INDUSTRY MOVEMENT.

decrine of the home industry for the people, serving ds and therefore patronage of 55003 industy meant putting money ther est pockets, no matter in the early days on ertients & Manufacturers' assoded a claim on all mer is membership on the grounds for manufacturers a bit payroll for manufacturers or and increased patronage at a sum store. The big payroll was

but as circumstances happened swooped down immediately afterwards in a way to startle the inhabitants. throw a vastly increased activity into Utah business circles. The causes for this were the building of the Garfield smelters, with the consequent dis-tribution of pay checks, the wholesale laying of gas mains in Sait Lake, the building of the North Sait Lake pack-inghouse, the erection of freight houses at the O. S. T. yards, and numberless other activities that meant the distribution of capital in small allotments

GOOD MONEY YEAR.

The money from the building boon cent first through the hands of the resorts, and out to a largely increased force of attendance. Salt Lake had crowds all this summer for Saltair, Lagoon, Salt Palace, Wandamere, and then had some left over to send to Brighton and Wasatch, and on occaslocal jaunts to the Yellowstone, across to Europe or up to the great lake coun-try. Never in the city's history was there anything like the amount of money on tap in current change.

HEARINGS EASIER NOW. That this money should permanent-

ly affect the busines life is a natural conclusion, and the increased demand is making for important additions to well established business concerns, as well as the founding of new ones. The reliance of local manufacturers on principle of supporting home industry is coming to be a recognized business asset, and Manager Morris of the M. and M. A. reports that it isn't half the work securing a hearing for local advantages now that it was a year ago when prospective manufacturers doubt possibility of securing trade in ed the Salt Lake, when it must be taken away

from eastern houses. from eastern houses. To find out just what the past has done to make Salt Lake greater, a spe-cific study is essential, and it must deal with the amount of extra leather bought by Platt & Co. to go into har-nesses, the extra yards of blue denims that has gone into Z. C. M. I. overalls, the extra sales of Logan gloves, and the increased consumption of Cache valley condensed milk. At the risk of diving reconficous free advertising the

giving promiscous free advertising the "News" has collected from a large "News" has collected from a large number of local merchants statements of their increase in business during the past year.

FUTURE IS HOPEFUL.

coss has been watched as indicating Scores of replies have come in to the questions asked. Not one speaks hope-lessly about the future. Everywhere is a tale of increase and prosperity, that the business has not only secured a hearing at home, but is reaching out into the inevitable market to the north slans for a bigger business future, and promise of the future, a sense of gratitude to the people of and south. Orders are slated daily

Utah for making the home industry cry their gospel, and living tp to it. Some of the specific answers received may be of general interest. from Great Falls, Spokane, Reno and other points. The goods bear the labei "made in Salt Lake City" and if their quality proves standard, will help along The Ensign Knitting company, which the work of making prestige. Mr. Mount says his demand has surpassed was organized recently, and acquired commercial standing after the movehis ability to secure crude materials, and he looks for a bigger opportunity to grow cucumbers and other pickle ment for home industry began, is lavish in its praise of the movement. On the faith its officers had in Salt Lake they vegetables each year, in the Utah valmade heavy investments to machinery Already storage stations are established in Springville, Spanish Fork, Lehi and Kaysville, each with a capacand these of course have been justified. It now claims to have benefited by the fact that Salt Lake is the natural cenity of 100 carloads of vegetables. for of supply for the Intermountain west, for it has had no difficulty in making connections with houses in Montana, Oregon, Nevada, Wyoming, Colorada Aciana and Sciences

and that

and Mexican points.

goods built to fit.

struction.

dus in its trade this year,

the people generally are buying more

THE IRON BUSINESS.

The metal business of Utah is not a

much worked up one. Sliver Bros, are known to be planning extensions to their foundry husiness, and another

plant that is reaching out under the new influence is the Crager Wire and

Iron works. S. E. Crager, its manager

says his business is increasing by leaps and bounds. It now occupies 10,009

feet of floor space, and is building more rooms. Most of their business is in iron fences, bank railings, elevator en-

closures, and such articles, and orders are now beginning to come from the

general western market, including Cal-ifornia as well as Idaho. Wyoming,

ifornia as well as Idaho, Wyoming, Oregon, Montana and Nevada. Mr

Crager recalled gratefully an order

from the Deseret News for the Wuo and iron work in the Deseret News

building, when it was in course of con-

HOME MADE PICKLES.

A concern that came to Utah direct-

facturers and Merchants' association

Mount came to Salt Lake representing another company, became infected with

the spirit here in favor of home goods, and seized the main chance. His suc-

new spirit, and he declares now

was the Mount Pickle company.

under the stimulus of the Manu-

Mr.

THE CANDY TRADE.

Leon Sweet enjoys with DeDonald and Startup of Provo whatever honor olorado, Arizona, and in Canadian there is in the candy business. All declare that the last year has seen th The Salt Lake Knitting company recandy market extend through the west until now Utah candles can be found from Arizona to Canada. They are ollowing up the Bullfrog trade and homemade knit under garments than ever before. They claim that th pro-duct is fully equal to the imported knit will be on the spot at the completion of the new road to corral for Salt Lake he southern Nevada trade. The Motgoods, and that a local man has the fatt road will open up similar mar-kets in northern Colorado, and this additional advantage of having his chance, too, will be quickly taken advantage of.

THE SOAP TRADE.

The soap business has thrived in

Utah, since the days when Heber J. Grant preached for home industry. The Itah Soap company through Manager Bruff answers a query as to sales, declaring that he has tried to hold the trade through putting out honest qual-ities and that the interest of the M and M. A. in insisting on honest qual-ities and finding out wherein they are onest, has encouraged him very much He declares that his traveling men re-port increased sales in every Utah district this year, and that the outside market is healthfully increasing.

HEWLETT BROS.

Hewlett Bros. Co. have thrived on the new spirit. A year ago the com-pany got rid of its soda business to concentrate on the spice and coffee roasting branches. One of the first decof falth in Salt Lake came arations from Mr. Hewlett in the ordering of a complete new equipment of machinery, and the building of a new and much enlarged factory, adjoining the old establishment. As founder of the M. and M. A., O. H. Hewlett has not overlooked possible benefits of the creed his own firm, although it should be said for him that he has never attempted to benefit his company, except by creating conditions on which every line activity could prosper He has got up early and stald up late

roads with parked drives for one city, the cutting out of mail orders for a small country town, or the supporting of a little industry away off in Emery county. O. H. Hewlett's claim for the home industry movement is that it has made the people of Utah understand that Utah goods have merit, that things can be done at home, and that qual-ity can be delivered without freight rates from New York. He is more proud of the satisfaction existing among consumers over the qualities delivered them, than of any other fea-ture of the year's progress. To rigidly watch qualities and force any merchant ir manufacturer caught faking out of the association, he declares will re-main the principal business of the M. and M. A. His own sales, he says, have increased 40 per cent, during the year, and are rapidly increasing in the general western market embracing the entire intermountain section. Fifteen additional hands have gone to work this year in permanent positions.

Z. C. M. I. AS A BOOSTER.

The Z. C. M. I. shoe factory has en one to benefit, and Manager G. S. McAllister is one of the most enthusiastic boosters for home goods He says that the factory, which has run-since 1870, has had its best year this car, the increase being sufficient to

emand larger quarters. January 1, 1996, the capacity was 300 cairs of shoes a day, and it has been noreased to 350 since that time. It is now planning a second increase to 400 pairs per day. The pay roll, since this item is what the general public wants to see built up to make general conditions better, is \$2,000 per month. and 70 people are regularly employed.

The other department of Z. C. M. I. manufacturing activity is that embraced in blue overalls, guaranteed not to do lots of things, and to wear like father's buckskin pants used to in pioieer days. The overall machinery went n 27 years ago, under the administra-ion of Mrs. Bywater, present head of concern. She learned the business in Europe, and like so many other pioneers who brought trade skill with them, started the work here. There was a celebration when the factory reached the point of five dozen pairs a day. It was then thought to be a large business. Now the total is \$40 pairs a day, and 99,000 yards of dealm go through the machines to serve the need f farmers and laborers. The business has been increased recently to include sults for plasterers, khaki trousers,

to think out plans for the uplifting of plies. Sixty people are employed, and houses are already open in Kansas City Utah, whether they embraced good so machines have been installed. There and Omaha, and there is a plan on is room for 40 more persons in the present factory.

GAS AND COKE.

The Utah Gas & Coke company has the thanks of the community for dis-tributing a healthy payroll these days. In addition to its main laying it has figured as a commercial asset to the ommunity in that it is creeting a gas and coke plant, gas to be forthcoming in the early spring. The industry has big possibilities, for the plant is on an extensive scale. There are 15,000 plies under the tanks, and buildings. The telescopic gas tank has a capacity of 1,500,000 cubic feet, 60,000 tons of coal are expected to be used the first 65 miles of gas mains are being laid or projected, with 9 miles already men are on the daily payroll, this number sometimes dropping down to 300, but never below this figure. The pay-roll is over \$15,000 per month.

IN OTHER LINES.

The Union Paper Box company re-folces with the candy manufacturers, for it enjoys their sweetened increase in business. Other concerns, too, are coming in for the locally made paper boxes, and boosting the busines along.

The Salt Lake Mattress & Manufacturing company has a hard row to, hoe for the capturing of trade against im-ported goods. Manager Eberhardt. however, says that each year brings an increase, and the past year it has been specially so. Just now the fac fory is working to full capacity with a number of new men on, and an inabil-ity on the part of the old employes to get away for summer vacations.

The Maxfield Vinegar works is en-joying for the first time this year, trade from points outside Salt Lake. The business has just doubled in volume, and most of the increase is from the outside market.

CONDENSED MILK

ade

the

and

The Utah Condensed Milk company located at Richmond, and the company located at Logan have both thanks pro-fusely to offer the people of Utah for turning their attention to home goods. When the boosters from Salt Lake went north they had a chance to see how clean and sanitary are the milk plants, and how careful are the people in control to furnish only good quality condensed milk and cream cheese. During the past seven me a jump of 100 per cent is recorded in local business, while California and caps, aprons, and hospital linen sup- I Oregon orders ore coming in. Branch | erected foundations,

foot to use local prosperity in opening up trade still farther east, even in Chacago. The factory at Richmond be increased next year, says Manager G. B. Lockhart. Sales

The business of griading up eases and turning out optical goods is thriving, in so far as it is represente by the Alexander-Dibble company Manager Alexander declares he is very happy to note that people are seeing differently since they began to take 10 the home industry, and incidentally declares that he has put on several exfra men this year to help produce the goods to see with.

MISCELLANEOUS.

An old, Utah industry is mattress making, and the Utah Bodding & Man-ducturing company is finding that it us mger has to struggle for existence as it nce did. Orders from outside cities are rowding its capacity, and it looks to a general western trade as an immediate possibility

The Utah Art Glass company is a ittle understood concern. A few of its creations have created a generally favorable impression, and it is rapidly passing out of the struggle for exist-once, into a prosperous era. It has profited directly by the united interest the M. and M. A. has developed in infant industries.

On Richards street the Utah Macaroni ompany is located. It broke into public notice a year ago, when a good housewife sent back eastern macaroni and demanded home made. Its trade is

a constantly increasing one. Not to stretch the tale out further, these instances indicate the general condition. The people of Utan aru pulling together, and drawing in the rest of the natural market bounded by the Rockies and the Sizeran and emithe Rockies and the Sierras, and ran-ning north as far as the continent.

The next move is one on the part of the ladies of the auxillary to the M. and M. It is to organize in every village, town and hamiet. Let the housewives test the goods. They can get instant hearing where qualities are short, and the manufacturer will be put where his bad goods cannot be standard, it is due the manufacturer that the people know it so that the ancient feeling of distrust may not operate to his advan-tage. The work done at home, to make Utah great has been quiet, but it has been tremendously effective during the past 12 months, and the coming commercial season, stretching from autumn to autumn, seems to give promise of a glittering superstructure on the recently



