

# Resume of Salt Lake City's Banking Conditions

IT IS a gratifying fact that the Salt Lake banks are in a good condition, without a single exception, for they have had a prosperous year notwithstanding the uncertain conditions of early months. The earnings have been little, if any, less than those for 1907, and that was a banner year until the panic came. The issuing of clearing-house certificates did not seem to impair public confidence in the banks, and with few exceptions, depositors accepted the inconvenience of not being able to draw ready cash on their checks, with very good grace, giving but little evidence of nervous fear in regard to the stability of the banks. There was a considerable amount of money stowed away and hoarded in safety deposit boxes and elsewhere by people of weak nerves; but there are always such, and the extent to which this has been carried on locally is uncertain. But it is doubtful if there ever was a time in which the Salt Lake banks stood higher in the estimation of the people in the territory tributary to these banks, as well as the financial world outside of this limit, than at present. The slight diminution in deposits is susceptible of one ready explanation in that mining activities in Nevada were much lessened by the panic, which cut off a large flow of money into the Salt Lake banks, for it is through them that their activities were financed. The enormous building operations may have reduced deposits some, for much of the valuation of a house is in imported material, the money for which has to be remitted to outside sources of supply. And then, toward the close of the season there is always a great rush by contractors and builders to enclose buildings before winter weather sets in, and money is drawn out of the banks to pay for the completion of innumerable jobs. Furthermore, there has been investing in real estate and mining securities by people who draw their savings from the banks for this class of investment, with the expectation of returning the same later on. Then there is a class

fully supply. People all over the intermountain country are looking more to the Salt Lake banks for facilities; so there is a marked increase in farm loans, which is considered a good indication. These farm loans are made on a basis of 40 per cent of the actual value, while city loans figure up to 50 per cent of actual value, and individual loans run up to 75 and 80 per cent. There is speculation as to the likelihood of a new bank being organized to occupy the fine large banking room occupying the northwest corner of the Newhouse building, and the belief seems to be that such a new bank will become a reality in the not distant future. The year will close with the Salt Lake banks in a healthy, and satisfactory condition.

## INCREASED BUSINESS DECLARES BRADSTREETS

SUPERINTENDENT Frank R. Bradstreet of the Bradstreet company in this city takes a hopeful view of current conditions, and the future business outlook. He says: "In nearly all lines of trade, improved collections are reported; and practically 75 per cent of the business houses in the intermountain region report increased business. While the more northern section has in a measure been cut off by the storms of winter, such reports as have reached us are full of hopeful, encouraging views of the immediate future. Of course the bank clearings have dropped off in a very marked manner, after they dropped off in the east, and the wave rolled westward. In November 5, 1907, the decline started. In that month, the clearings falling on that day, some \$200,000 less than the figures of the same day the year previous. On Nov. 12, 1907, the clearings for the week were \$3,700,000, while in 1908, they were \$6,200,000. On Nov. 19, 1907, the clearings for the week were \$2,900,000, for the same week this year the figures were \$5,700,000. For the week ending Nov. 25, 1907, the clearings were \$2,700,000, as against \$5,600,000 for the same period in 1908. The month of November, 1908, shows a phenomenal increase, indicating a strong business revival. The cold snap early in the month gave the business situation a lively aspect, and merchants reported heavy orders for winter goods,

## BANK CLEARINGS IN SALT LAKE CITY FOR THE PAST FIVE YEARS.

SALT LAKE'S total bank clearings for the year just passing amount to \$256,068,072.33, as against \$297,577,300.18 for 1907, or a decrease of \$41,509,227.85. This, however, is nothing strange. In view of the panic which started early in November and lasted until May. Clearings during that time fell off marvellously all over the country, as banks began clearing directly from their correspondents, as a measure of safety. While the banks later issued what might be called a superficial currency, as an emergency, in the shape of cashiers' checks and Clearing House certificates, the issuance in this city was not over \$400,000; it lasted hardly over 60 days before being called in and redeemed, and not very much of it found a way through the clearing house here.

November is generally a large month in finance; but in 1907, it will be noted that there was a great drop of twelve millions in the monthly total, although there was a brave effort in December to recover, when there was an increase of nearly two millions. January last was a hard month, as the clearings fell over a million, and in February, the total had shrunk further, to a little over sixteen millions. But in March, the situation began to improve, and though there was a slight slump in May, the totals began to mount up after that, until that of last month reached the respectable figure of \$23,382,019.90, an increase of nearly \$12,000,000 over November, 1907.

The total for this month is of course estimated, the figure given being the estimate of officials of two local prominent banks. The general and accepted belief in banking circles here is that the transactions of the Salt Lake Clearing House will show much larger figures during the coming year.

Notwithstanding the panic, the gain in five years, has been \$98,287,166.61. The annual election of the Clearing House is held in February. President Frank Knox of the Bank of the Republic is president of the Salt Lake Clearing House, Cashier H. S. Young of the Deseret National Bank is secretary, and Causten Browne, Jr., of Walker Bros. bank, is manager.

### COMPARATIVE STATEMENT OF BANK CLEARINGS IN SALT LAKE CITY FOR FIVE YEARS.

|            | 1908.            | 1907.            | 1906.            | 1905.            | 1904.            |
|------------|------------------|------------------|------------------|------------------|------------------|
| Jan....    | \$ 17,200,072.72 | \$ 29,252,681.70 | \$ 32,161,628.19 | \$ 16,816,315.66 | \$ 14,156,902.58 |
| Feb....    | 16,250,682.03    | 22,311,901.94    | 22,323,738.31    | 11,594,885.53    | 11,745,221.32    |
| March....  | 17,689,633.41    | 23,238,964.47    | 19,701,703.37    | 11,539,737.27    | 10,992,669.08    |
| April....  | 18,982,694.34    | 25,672,643.84    | 21,523,455.09    | 14,441,391.45    | 10,524,693.13    |
| May....    | 18,826,872.54    | 25,146,596.94    | 20,420,682.24    | 15,411,003.34    | 11,677,885.11    |
| June....   | 22,904,329.60    | 25,697,694.41    | 21,802,311.67    | 18,925,894.61    | 12,391,834.56    |
| July....   | 22,757,120.43    | 31,143,031.36    | 20,304,493.38    | 17,906,779.47    | 11,862,634.52    |
| August.... | 20,320,930.39    | 27,234,865.80    | 20,897,292.07    | 19,996,330.30    | 11,861,123.69    |
| Sept....   | 20,803,019.20    | 24,309,465.56    | 19,571,543.25    | 16,309,404.08    | 11,568,861.38    |
| Oct....    | 23,950,977.77    | 28,510,423.82    | 25,667,939.53    | 19,678,976.99    | 13,738,346.27    |
| Nov....    | 28,382,019.90    | 16,559,030.34    | 30,959,599.25    | 24,258,635.52    | 18,630,361.04    |
| *Dec....   | 28,000,000.00    | 18,500,000.00    | 33,000,000.00    | 25,316,759.87    | 18,630,367.00    |
| Totals     | \$256,068,072.33 | \$297,577,300.18 | \$288,334,386.35 | \$211,559,024.09 | \$157,780,905.72 |

\*Estimated.

eral feeling, the situation is certainly encouraging. With us, November and December are rather light months, that is, comparatively few inquiries are received from our eastern offices. But, during these two months, this year, we are in receipt of numerous inquiries as to the commercial standing, showing a large extent of re-ordering from this section of the country on eastern houses.

Laake, Ogden, Boise and other smaller cities were as a result of traveling men from eastern and coast houses being much fewer in this territory, many outside houses having largely restricted their operations in this section. Merchants here generally canceled and cut their orders to small amounts as possible, and when in need of goods, and replenishing their stocks, were under the necessity of getting them quickly, so business came naturally to home and close-by markets. They were also to a large extent under the necessity of buying where best known, as jobbing credits had been considerably restricted, as compared with the more easy status of a year previous. This condition resulted in jobbers, in a number of lines, finding themselves unable to take care of the volume of business coming to them, and with insufficient stocks of goods to fill orders.

Failures during the year have been much lighter than could be expected under the conditions prevailing, and in this section we have had scarcely any failures at all, but what might have been expected in even ordinary financial conditions. Those failures occurring were almost entirely of concerns known to be more or less weak and involved condition.

Doubtless a greater number of failures would have occurred but for the general spirit of helpfulness obtaining among jobbers, the inclination on the part of all being to press claims as little as possible, and a widely prevailing effort to help every one through the trying times.

Business appears to be rapidly returning to normal conditions; the outlook on the whole is quite encouraging. Mining operations have been practically resumed in most of the important camps, the sugar beet output promises to be large, while the wool output for this territory shows a good year, especially in Wyoming, though prevailing prices have been considerably lower than last year. Mercantile collections generally continue to be more or less backward, but are improving.

Until the year has closed, and the final footings made, it is difficult to give any accurate facts in statistics or figures as to results. But on the whole it may be confidently stated that the results will show that things are in a very fair shape, everything considered.

## Gratifying Condition of Fire Insurance Companies

THE condition of the city with reference to fire insurance is regarded as perhaps the most gratifying in its history for the rates obtaining at present, are as low as those in any other city in the west. Earlier in the year, there were strained relations between the fire insurance men and the city on account of the fire department management which was anything but satisfactory to the insurance men who did not hesitate to protest against its continuance. Finally the cause of disagreement was removed whereupon more amicable relations immediately resulted between the insurer and the insured; and the best of feeling now obtains.

With the exception of the \$150,000 conflagration at the Salt Works, the fires of the year have been few, and comparatively inconsequential, as will be noted in another column devoted to fire department statistics. Up to the present year, for five years, the average number of fires was 239, with the average loss per year of \$143,312.18. In 1907, there were 314 fires, entailing a loss of \$122,363.06. The rates vary widely, from 30 cents to \$10 per \$100, the latter being the rate obtaining on extra hazardous planning mill property. But a fair illustration of the general low level is the fact that the owner of a brick house with shingle roof, not in a specially exposed locality, can insure at 70 cents per \$100 for three years, or 23 cents per annum. The adoption of special devices for extinguishing fires operates largely to reduce insurance, as is instanced with Z. C. M. I. placed, which has reduced its rate 50 per cent through the installation of 300,000 feet of water pipe equipped with automatic extinguishers, at an expense of \$40,000. The insurance here is well appreciated any effort of the kind.

WIDE STREETS HELP. The extra width of the city's streets is in its favor in the matter of risk, but there is a disadvantage partially counterbalancing this in the building up solidly of the four sides of each block in the business section. There are also unprotected wall openings in need of wire meshed glass in metal frames, or standard iron clad shutters. Then the general mildness of the winds is a favorable factor, heavy gales being exceptional except at limited periods of the year. Such a wind as visited this city in October of 1906, may not recur in half a century. It will be noticed that the recommendations made in the recent past by the manager of

this city are being complied with, which is a gratifying symptom.

### WATER PRESSURE.

The waterworks pressure is 50 to 100 pounds throughout the business section where the water is needed most. But the mains here are not large enough, and are badly corroded. Moreover, there are not enough hydrants, neither are they close enough together. Manager Schmid calls attention also to the need of more adequate fire protection in the southwest part of the city as this city is growing steadily in that direction, calling for increased means of protection. There is hose enough, 12,450 feet, first class and less than two years old. There are 57 men in the fire department, which number is not quite enough. The openings into the business blocks are inadequately protected, which is one of the worst features of the situation. There is a necessity for water mains through the centers of the blocks so that fires can be fought from the rear as well as from the front of buildings. It is rumored that this would add 50 per cent to the pressure from hose pipe at the rear of burning buildings. Ninety-five per cent of the buildings in the business section are brick and stone.

### OFFICIAL RECOMMENDATIONS.

Manager Schmid of the Pacific board recommends among other things the following:

That reservoirs with an aggregate capacity of five days' supply for domestic and fire purposes be constructed and connected with the gridiron system by duplicate mains of ample capacity.

That water mains be run through block centers and connected at ends with distributing mains, and hydrant placed for handling fires from rear of buildings.

That all dead ends of pipe mains be connected with the gridiron system as far as practicable.

That present distributing mains be enlarged by cleaning, or substituted to provide adequate capacity.

That 8-inch be adopted as the standard size of mains for hydrant supply in the mercantile district, and 6-inch in the dwelling district.

That a new fire station, equipped with steam engine, chemical hose and chemical wagon, one village truck, with hose supply and proper complement of men and horses be established in the southwestern part of the city. That the building laws be revised to provide better fire protection, especially in the enforcement of superior construction for large buildings, limiting floor area, protection of exposed walls, roof openings, proper construction of fire escapes and other important

## BANK WILL PUSH TRUST DEPARTMENT

Utah's Great Financial Institution Reaches Its Thirty-Fifth Year.

HAS HAD 54,000 ACCOUNTS

Zion's S. B. & T. Co. Will Thoroughly Active Campaign for Trust Dept. With the Coming Year.

THE year 1908 marks the thirty-fifth anniversary of Zion's Savings Bank & Trust company. With the deposits past the \$5,000,000 mark and the company's stock selling on the market at \$100 per share (the par value being \$100) it is evident that the institution is more firmly entrenched than ever in public confidence.

The opening of the year 1909 will witness an era of new activity on the part of the bank, particularly in the direction of pushing the trust department. While the bank has for many years borne the title of Zion's Savings Bank & Trust company, the features of the trust department have not been generally understood or appreciated by the public. In the east, trust institutions occupy a most important position in the life of the community, and with the advance in business in the west the directors of this institution feel that there are equal opportunities here.

A circular lately issued to the patrons over the signature of the president of the bank, Joseph P. Smith, in regard to this subject, contains the following information:

### THE TRUST DEPARTMENT.

It was provided in the original articles of incorporation of Zion's Savings Bank & Trust company, as conditions required, to offer the public the facilities of a trust department. The object of this little leaflet, therefore, is to invite the attention of our depositors to this branch of our business, in connection with the savings department. Many of our patrons desire to set aside funds in trust for individuals, or for special purposes, or they may have property which they are unable to handle to advantage, or money to invest, which, through lack of proper information, is sometimes lost in speculation or unfortunate schemes. We not infrequently hear of depositors who have withdrawn funds from the bank for the purpose of investing, who have lost principal and interest, and are thus deprived of the savings of years.

In acting as administrator, executor, agent, trustee, or in any capacity in which an individual may legally act, a trust company possesses the advantage in permanency, strength, information, safety and dispatch.

Any information desired on any of these subjects will be cheerfully given. The management will esteem it a favor if our patrons will be free in taking advantage of any facilities which the bank may have to offer in its several departments.

### FIFTY-FOUR THOUSAND SAVINGS ACCOUNTS.

The wonderful growth of Zion's Savings Bank & Trust company has on the public is well evidenced by the fact that since the bank began business it has opened over 54,000 savings accounts, and the amount which is now annually distributed to the depositors as interest on their savings, exceeds \$170,000. The bank accepts deposits in any amount from \$1 up and pays 4 per cent interest annually, compounded twice a year.

When Zion's Savings Bank & Trust company was founded in 1873, by President Brigham Young, the motive which inspired its organization was not the making of money, so much as to establish a strong and conservative institution in which patrons could place their money with safety and profit. It was also to encourage habits of saving and thrift among the people, and how well the bank has fulfilled its mission is well shown by its steady growth and popularity.

The strength of the institution is thoroughly illustrated by its latest official statement filed with the secretary of state, the figures being as follows:

### RESOURCES.

|  |                |
|--|----------------|
| Loans and discounts.....                   | \$3,503,880.53 |
| Bonds, stocks, certificates, etc.....      | 794,972.99     |
| Banking house, furniture and fixtures..... | 100,000.00     |
| Real estate.....                           | 19,953.59      |
| Due from National banks.....               | \$215,248.66   |
| Due from state banks.....                  | 332,496.35     |
| Cash on hand.....                          | 212,251.38     |
| Total.....                                 | \$5,570,585.89 |

### LIABILITIES.

|                        |                |
|------------------------|----------------|
| Capital stock.....     | \$ 200,000.00  |
| Surplus fund.....      | 50,000.00      |
| Undivided profits..... | 130,000.00     |
| Deposits.....          | 5,169,195.76   |
| Total.....             | \$5,570,585.89 |

The officers and board of directors of the Zion's Savings Bank & Trust company are among the leading men in the community, the personnel being as follows:

Joseph P. Smith, president.  
 O. C. Hoobey, cashier.  
 George S. Spencer, assistant cashier.  
 Directors, Joseph P. Smith, Anthony H. Lund, T. G. Webber, Angus M. Cannon, Francis M. Lyman, John T. Cairne, Angus J. Cannon, John R. Wadsworth, Hyrum M. Smith, Asahel H. Woodruff, Ashby Snow, W. A. Rossiter, Lewis Telle Cannon.

An idea of the steady growth of Zion's Savings Bank & Trust company can be obtained by noting the following figures, showing the number of accounts, and the amounts of individual savings, at the five yearly periods from the commencement date:

| No.               | Amount.             |
|-------------------|---------------------|
| Dec. 1, 1878..... | 1,941 \$ 70,478.92  |
| Dec. 1, 1883..... | 2,737 138,738.94    |
| Dec. 1, 1888..... | 5,575 430,340.55    |
| Dec. 1, 1893..... | 12,292 761,569.55   |
| Dec. 1, 1898..... | 21,773 1,887,401.69 |
| Dec. 1, 1903..... | 37,250 3,487,558.79 |
| Dec. 1, 1908..... | 54,107 4,537,212.78 |

The above figures do not include certificates of deposit or cashier's checks, and represent individual savings accounts only.

## INCREASE IN THE BANK SURPLUS AGGREGATE OVER LAST YEAR

FOLLOWING is the annual tabulation of the statements of the condition of the Salt Lake banks December 1, 1908. Considering the trying experiences of the early part of the year and the close of 1907 the showing is very gratifying. Like banks in other cities of the Union, the Salt Lake banks issued Clearing House certificates backed by the united banking capital of the city, during 60 days of the panic, and thus aided the community through a season when the absence of this device would have meant serious trouble and suffering, a total of not over \$400,000 in these certificates was issued, to be called in and redeemed at an early day; and the restoration of the regular legal tender to circulation was accomplished without any noticeable hurry or excitement. The scheme admirably answered the temporary purpose, for which it was originated, and when normal conditions were restored, it was set aside with no trouble.

The aggregate of banking capital has been increased the current year, by the addition of \$25,000 to its capital stock by the Salt Lake Security

and Trust company, and the establishment last July of the Merchants (state) bank in the Judge building, with a capital of \$67,000. This new institution is backed by substantial local capital, with W. J. Halloran, the well known realty dealer and president of the Commercial club, as president; George E. Chandler as vice president, E. Chandler as cashier, and L. J. Hayes as assistant cashier. The bank is handling the funds connected with the Judge properties in addition to others, and has made a place for itself in the Salt Lake commercial world. There is an increase of \$54,700 in the bank surplus aggregate, over last year; but as might be expected from past untoward conditions, there has been a slight falling off in the undivided profits and deposits, and in the other departments will be noticed a slight decrease, except in the item of investments, in which there is an increase of nearly \$2,000,000. This is a good indication of itself of the return of better times, for it means a return of confidence, a feeling that it is safe to put out money.

| NAME OF BANK.                       | Capital.    | Surplus.       | Undivided Profits. | Deposits.       | Circulation.   | Loans and Discount. | Investments.    | Other Cash Resources. |
|-------------------------------------|-------------|----------------|--------------------|-----------------|----------------|---------------------|-----------------|-----------------------|
| Deseret National Bank.....          | \$ 500,000  | \$ 500,000.00  | \$ 37,105.00       | \$ 3,521,000.00 | \$ 445,000.00  | \$ 1,963,300.00     | \$ 1,163,000.00 | \$ 1,860,200.00       |
| Natl Bank of the Republic.....      | 300,000     | 200,000.00     | 50,000.00          | 1,500,000.00    | 300,000.00     | 1,250,000.00        | 1,550,000.00    | 1,500,000.00          |
| State Bank of Utah.....             | 300,000     | 150,000.00     | 95,000.00          | 2,000,000.00    | 2,000,000.00   | 1,100,000.00        | 2,200,000.00    | 2,200,000.00          |
| McConick & Co.....                  | 250,000     | 60,043.00      | 66,043.00          | 7,313,802.00    | 3,627,854.00   | 2,302,240.00        | 3,771,751.00    | 3,771,751.00          |
| Walker Bros. Bank.....              | 250,000     | 100,000.00     | 23,750.63          | 2,616,695.56    | 1,620,222.62   | 75,500.00           | 1,229,372.03    | 1,229,372.03          |
| Salt Lake Sec. & Trust Co.....      | 200,000     | 50,000.00      | 28,750.00          | 1,183,900.75    | 1,183,900.75   | 3,786,860.00        | 228,231.87      | 555,992.08            |
| Utah Savings Bank & Trust Co.....   | 250,000     | 27,403.70      | 27,403.70          | 1,175,259.30    | 1,175,259.30   | 814,286.04          | 291,205.00      | 291,205.00            |
| Zion's Savings Bank & Trust Co..... | 200,000     | 50,000.00      | 124,719.23         | 1,721,243.62    | 1,721,243.62   | 3,566,136.50        | 979,573.90      | 550,232.15            |
| Commercial National Bank.....       | 200,000     | 50,000.00      | 34,603.64          | 2,382,620.68    | 200,000.00     | 1,676,117.45        | 816,079.75      | 375,027.12            |
| Utah National Bank.....             | 200,000     | 40,000.00      | 9,575.90           | 1,018,118.11    | 200,000.00     | 755,716.56          | 223,453.03      | 518,524.42            |
| Utah Commercial & Savings Bank..... | 150,000     | 10,000.00      | 612,108.08         | 1,101,807.24    | 1,101,807.24   | 1,068,370.83        | 291,233.43      | 251,433.39            |
| Deseret Savings Bank.....           | 100,000     | 10,000.00      | 75,530.41          | 2,239,089.16    | 50,320.87      | 8,913.29            | 8,500.00        | 16,247.33             |
| Merchants Bank.....                 | 70,000      | 70,000.00      | 70,000.00          | 50,320.87       | 50,320.87      | 8,913.29            | 8,500.00        | 16,247.33             |
| Totals, 1908.....                   | \$3,067,000 | \$1,150,000.00 | \$621,182.01       | \$32,664,308.13 | \$1,145,600.00 | \$20,595,614.24     | \$6,546,298.07  | \$12,123,302.06       |
| Totals, 1907.....                   | \$2,975,000 | \$1,096,300.00 | \$678,506.78       | \$31,695,381.51 | \$1,180,000.00 | \$22,060,797.27     | \$4,720,089.50  | \$12,729,330.42       |

## DUN'S MERCANTILE AGENCY ON LOCAL CONDITIONS

MANAGER GEORGE RUST of R. G. Dun & Co., in this city, gives the following interesting and encouraging summary, in a general review of current local commercial conditions for the year:

The business situation, as I look at it, for this intermountain region during the year, has been on the whole far more satisfactory, in view of the panic, than could have possibly been expected. Conditions have been somewhat peculiar, but such as would naturally be expected under circumstances of a panic to a market isolated and remote from centers of supply, such as this market is. Retail trade in this city, and

proved in the past few months, and wonderfully so since the presidential election, as business men have a far better idea of what is to be expected since the settlement of political matters. The conditions above referred to as resulting from the panic, and which, of a necessity helped jobbing interests in this section, including Salt

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**THE STATE BANK OF UTAH**  
ORGANIZED 1890.

**CAPITAL, SURPLUS AND UNDIVIDED PROFITS \$550,000.00**

Stands on its past RECORD for fair and considerate treatment of its customers, and extends the facilities of a progressive and conservative bank to all in need of them.

OFFICERS AND DIRECTORS:

JOSEPH P. SMITH, President.  
 ANTHON H. LUND, Vice President.  
 HERBER J. GRANT, Vice President.  
 CHAS. S. BURTON, Cashier.  
 HENRY T. McEWAN, Assistant Cashier.  
 A. W. CARLSON.  
 JYRON GREG.  
 JAMES D. MURDOCH.  
 HERBER M. WELLS.  
 ISAAC BARTON.  
 SAMUEL NEWHOUSE.  
 C. W. NIBLEY.  
 J. S. BRANTLEY.  
 J. G. McDONALD.