

Home Manufacturing Industries, HOW THEY HAVE GROWN AND MAY YET GROW

In a talk with Colonel Webber yesterday, some interesting facts relative to local manufactures were brought out. The colonel remarked in the conversation, that while there were branches of industry which could not be successfully carried on in this arid and comparatively timberless country, there are other lines that may be operated with profit. There is not much show for anything extensive in iron working as there is not enough water, and a great deal of this is requisite. That is the reason why blast furnaces, puddling furnaces and rolling mills and structural iron and steel plants can not be operated down in Iron county; and the fine ore and coal there must be shipped out of the country to localities where there is plenty of water to be had. Even in Salt Lake valley there is not enough water for anything of that kind, without robbing the farms. Carriage making was attempted in Salt Lake City years ago, and considerable of a plant started on Second East street where the street car barns now stand. But the wood had all to be shipped in, and with railroad rates reduced, in-bound manufactured goods, the Salt Lake industry could not prosper and it faded away. Attempts were made at local paper making, and President Taylor had quite a mill in Cottonwood canyon. But his product was sometimes blue, sometimes yellow, and sometimes some other color, linen rags were hard to get, and the introduction of wood pulp in the east cut down the cost of production there to a point with which the Utah mills could not compete, particularly when in-bound freights were reduced. So this was given up. Then tanning was attempted. But it cost so much to get the bark in from a long distance, and there was so much loss, that the tanneries were given up.

However, there is a long line of articles that can be manufactured in this state just as well as not, and the money expended in the process kept at home. For instance, there are fine glass sands to be had north of the city, and the best articles of glassware can be turned out from this material. The great lake is a natural chemical factory, and a line of valuable salts of several metals, soda ash, glauber salts and other saline products can be manufactured from the lake products. Woolen mills will pay in this country, a shining illustration of which is the Provo mills. It is unprofitable to ship our wools east and then ship them back as manufactured goods, when the manufacturing can be done here just as well as not. The manufacture of knit goods is carried on with profit in Utah, as past experience has proven, and the business is steadily growing. There is a fine opportunity for the fruit evaporating industry, and as for the canning industry, that is already an unqualified success, in vegetables, lentils and fruits. The beet sugar industry has been tremendously developed in this arid country, and its success now no one doubts. It is steadily growing, and has brought great sums of money into the state. Down in Dixie, the vineyards that have heretofore been devoted to the wine grape are now being more profitably turned over to raise grape raising, and there promises to be a wonderful growth in this direction. The smelting industry, yet in its infancy, is destined to an almost unlimited expansion, as more and more mining country is developed. It is likely to become the greatest industry we can ever have.

In speaking of the status of the manufacturing interests of Z. C. M. I. Col. Webber said that it was growing so fast that in a short time there

would have to be a remodeling of the entire manufacturing plant, and new and more extensive machinery put in. The leather goods department is now turning out 500 pairs of boots and shoes per day, and the fabric department is turning out from 50 to 100 dozens daily of duck goods. The number of employees is 150. The extension of trade in these two lines has been immense. In response to a question Col. Webber stated that he believed it would be a good thing for the Commercial club committee on manufactures to publish a list of articles which could be manufactured in this state profitably, with a view to calling attention of capitalists and investors to the matter. There are so many things that can be manufactured here that it is hardly worth while to waste time in regrets over such things as can not be turned out in this section on account of prevailing natural conditions.

WITH THE WOOLEN MILLS.

In a talk yesterday with a "News" representative, on local manufacturing interests, Mr. J. C. Cutler said: "The Provo woolen mill has shown its faith in manufacturing by putting in additional machinery, and is turning out this year over 25 per cent more goods than it has manufactured in previous years. At a recent visit to the mills we saw that they have built one of the most modern weave rooms in America. In fact, there is not a better one in the United States for the class of goods that they make. The light is uniform, all coming from north windows. This enables the weaver to make perfect goods, and is so different from some of the old mills where the light is so poor that the weaver can scarcely see to weave. They have 72 of the latest improved broadgauge looms in this one room, and it is a great sight to see them all at work filling the great number of orders ahead, in fact, enough to keep the machinery busy for some months to come. This mill furnishes work to over 200 persons, all of whom are paid as high wages as are paid by any mill in the country."

"The mill has bought nearly one million pounds of wool this season and has stock enough to last one year ahead. This is one feature that is entirely different from all eastern mills, which often have only from two to three weeks' supply of wool and other material on hand. The goods from this mill have earned an enviable reputation in the east, and it seems a pity that instead of having to send their goods east to be manufactured into clothing and returned to this state, that there are not clothing manufacturing interests here to make the cloth up into clothing, and thus give additional employment to the people of the state. I believe that this will some time be brought about."

"The knitting industry is becoming an important one, and there are a number of factories in this state that are working to a profit. There are many other industries that could be profitably conducted in this state, but owing to the fact that most capitalists want to realize immediate returns on their investments, they are waiting for capital to develop these industries; and this may take some time to be brought about. The state fair will show a number of these industries, but there are others where the operators have not the time to make an exhibit this year, as they say, 'Why, to go into the state fair with an exhibit would call for an expenditure of time that we feel that we must use in trying to fill our orders. Pray excuse us, therefore, this time.'"

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THE REAL ESTATE MARKET AND HOW IT IS "LOOKING UP" UNDER CITY'S RAPID GROWTH.

The local real estate market for the current year has not been as lively as was hoped for, but the dealers are not discouraged. In a talk on the situation with S. B. Tuttle, the latter said: "Business for the first nine months of last year and for the corresponding period of this has been about the same—very little variation. However, within the past 30 days, the market has begun to improve perceptibly. Why, we have had buyers here in the last few weeks from one end of the continent to the other. The object of most of the purchases is speculation, as investors believe that realties in Salt Lake are destined to reach a much higher point than at present. This has not happened previously this season, and is a good sign. We have thought for a long time that Salt Lake presented the best advantages for investors, and the presence here of people from all sections of the country, with money to invest, has realized expectations."

"As to the demand for houses, there will always be a call for four and five roomed cottages. In fact only one out of 15 or 20 people ever want more than cottage homes at all. Our population is not increasing so fast that makes the increasing demand. It is the people shifting around, trying to better their condition. People with houses too small for them will aim to find larger ones, and if their homes are too poor, they will aim to get better ones. The need of Salt Lake today, is for property owners to forget there ever was a boom—this holding out for boom prices by people who would better have sold out years ago. This has been a drawback to the town, this idea that property should bring boom prices, and it is idiotic to expect—to expect anything of that kind now."

"Buyers who come here every week tell of property in other towns lower proportionately than in this city. As to apartment houses, there is a growing demand for them, largely owing to the domestic help problem, which seems to be growing more perplexing. I notice that those built in Salt Lake have not waited long for occupants, and the suites in the great apartment house at Eagle Gate are nearly all spoken for, even before the building is finished. So there is a likelihood of the number being increased. We have every natural advantage calculated to build up a prosperous city. In fact it is not too much to predict that Salt Lake City will be larger than Denver inside of 10 years. People make a mistake in imagining that Salt Lake has no manufacturing interests to speak of. Why, what are the smelters south of the city, but manufacturing, and manufacturing of the very best kind. For instance, in panicky times the average manufacturer is in more or less danger, while the smelter is not dependent on the industrial markets or sources of supply, as they get their raw material directly from the earth, and the earth's supply of mineral does not depend upon the fluctuations of the markets."

Ogden for water, 5,000 H. P., in leased plants, water, 3,000 H. P.; in gas in Salt Lake City, the daily capacity is 400,000 cu. ft. and in Ogden 60,000 cu. ft. The company owns many miles of electric wires, underground conduits and gas mains, and the plant is an immense one, and it may be added that it is continually being enlarged and improved, and they have recently added 1,500 horsepower to the above figures, and last year an enormous amount of money was spent in construction work, all of which is used in improvements. The directors have now under consideration the construction of a dam in Ogden canyon to store up the surplus water of the spring months for use in summer as this will entail an outlay of some \$300,000 to \$400,000, and impound some 600,000,000 cubic feet of water and thus do away largely with the need of generating. They may be depended upon to act fully in the interest of their many stockholders and to still give to their customers the highest class of service as heretofore. They are erecting and installing lights to their patrons and electrical energy at very moderate rates and promptly install new services. They supply a pure, bright illuminating gas at reasonable rates, while this fuel is largely used for cooking. Those once using gas never care to revert to solid fuels again on account of the economy, cleanliness and ease with which gas is used, and the fact that expense ceases the minute a meal is cooked. This company may be considered as one of our state's most important and far reaching industrial concerns.

PORTLAND CEMENT CO. OF UTAH, LTD.

Salt Lake City's leading manufacturers are displaying remarkable activity and progressiveness in pushing their trade into foreign territory. This is an advance step, and it is entirely in accordance with the city's interests and enables full advantage to be taken of the commanding location. The leading concern in its line in the west and one that has built up a reputation for its constantly growing trade is that of the Portland Cement company of Utah, Ltd., which has been eminently successful from its inception. This has been due in a very great degree to the excellent location and production which has today become staple in the building and contracting trades throughout Utah and the adjoining states. Dealers finding it to their advantage to handle the "Red Diamond" Portland cement made by this company, owing to the fact that it is the one most generally specified by architects and engineers. To its very able management and credit is due the large business built up and the retention of old patrons and the making of new ones. Mr. Thomas C. Cairns, vice president, Mr. E. J. Cairns, secretary, Mr. W. J. Curtis, John J. Baneagan, W. S. McCormick, Geo. Romney and Rudger Clawson form the directorate. Mr. LeGrand Young is general attorney. Mr. R. S. Campbell is secretary and general manager, and Mr. R. F. Hayward electrical engineer, and these gentlemen are among our most prominent and highly respected citizens. The company is a reorganization of the Union Light and Power Co., which was organized in 1897, that company being a consolidation of several companies here and in Ogden, and the Utah Light and Power company operates several plants here and in Ogden. The electrical installation at Salt Lake City is for water 2,400 horsepower one for steam 3,000 H. P.; in

this company that is not in constant demand and every up-to-date progressive dealer handles their goods in this section of our union. Orders are promptly filled at the closest prices, and shipped with dispatch, and the trade annually does throughout the interior. Salt Lake City is a constantly growing city. It is needless almost to add what is generally known that only the very best materials are used.

SOUTH JORDAN MILLING CO.

Closely identified with the progress and prosperity of our state are the large industrial concerns in and around Salt Lake City, and it is only justice to them to say that in every line of productive energy they are not surpassed by any city in the west, both in quality and reliability. Standing prominently in the foreground in its special line of industrial endeavor is the South Jordan Milling company, whose finely equipped plant is located on the county road one mile from North Spring Canyon. It is situated with the best roller mill equipment and is operated on the best lines, its management being in the hands of Mr. John Holt, president, and Mr. Robert Holt, secretary. These gentlemen are energetic, able and honorable business men, and very highly regarded in the community. The company purchases all its wheat at the best prices without reserve, and only uses the best grain in the milling of the brands of flour for which the company is famous throughout the intermountain country, and not better flour is more widely known and economical flour to be found on the market, while to the trade price quotations and terms will be found most favorable. The company manufactures full range of mill stuffs of a superior quality, and these are sold at very close prices. The company makes a specialty of the accurate and prompt filling and shipping of orders, and does a very extensive, growing business.

INLAND CRYSTAL SALT CO.

There is probably no other article of such universal necessity as salt, entering as it does into the composition of the proper diet of animals as well as men, and forming a means of preservation of foodstuffs. This is the reason why salt is one of the most important of the world's products. This is fortunate in having almost at its very doors one of the largest salt factories in our state and in having the head office of the industry located here. This is the Inland Crystal Salt company, which was established in 1884, and incorporated in 1890, and has for its executive officers the best known and most universally esteemed citizens of Salt Lake City. Mr. Joseph P. Smith being president; Mr. I. A. Clayton, secretary and treasurer, and Mr. N. W. Clayton, general manager, while Mr. John Holt, a prominent and respected citizen of Kansas City, Mo., is the vice president. These gentlemen are close to the affairs of the company a close and liberal and honorable management of the affairs of the company for the gratifying success it has achieved, and which is constantly being augmented. The office of the company is at 308-310 Deseret News building, while the plant is located at Saltair and Mr. N. W. Clayton is the capable, expert and experienced general manager. The plant covers 3,000 acres, and the works and refineries are very substantial buildings, built at a cost of \$125,000, and are equipped with the finest modern machinery, and give employment to some 60 hands all the year round and many more the rest of the year. It is no small business that is carried on at these works, the output being 30,000 tons annually. This includes salt for the table and domestic purposes, for dairy, for stock feed, for spreading on land and all manufacturing and curing purposes to which it can be put. The demand for its output is very extensive and the company ships through-out Utah, Wyoming, Colorado, Nebraska, New Mexico, Texas, Nevada, Idaho, Montana, Oregon, Washington, etc., and is noted for the prompt filling and shipping of all orders.

NATIONAL BISCUIT COMPANY.

There are few large consolidations in the United States serving the people better than the National Biscuit company is doing and the importance of Salt Lake City as a whole and distributing center is amply demonstrated by the fact that this splendid corporation has one of its most successful branch establishments located here. This prominent and far-reaching industry is giving the public the best goods that can be had at the lowest prices, and their cost and their blanch and crispness are world renowned. Their large local plant is located at 42 Second West street, and this is perfectly equipped, and kept at all times at the highest mark of cleanliness, while a large staff of expert help is employed at good wages and the annual output here is enormous. The company takes high rank for everything it produces, and their "In-ear-seal" packages retain the delicious flavors and place the goods on the consumer's table as fresh and crisp as when they first came from the "In-ear-seal" packages are constantly growing in popularity and it would be impossible to name one line made by

METCALF & SONS' BOTTLING COMPANY.

A great and growing demand has sprung up of late years all over the country for light non-alcoholic beverages of all kinds, and these are rapidly displacing intoxicating drinks in the affections of the people. Among the reliable concerns in Salt Lake City, which met this ever-increasing demand with great success, that of the Metcalf & Sons Bottling Co. is especially deserving of prominent mention. The business was incorporated with ample capital in 1895 and the executive officers are Mr. James Metcalf, president and treasurer, and Mr. P. L. Metcalf, secretary, both gentlemen being favorably known in the trade and highly regarded as upright business men. Their plant is located at the corner of West Temple and Market streets, telephone 673, and here they occupy a building, 10,000 ft. in ground area, thoroughly equipped with the latest supply of machines and appliances, while a number of skilled hands are employed. The company are owners and bottlers of

the famous Deseret Natural Lithia water, unsurpassed by any mineral water on the market, while they are manufacturers of the highest grade of ginger ales, ciders, soda water, root beer, cordials, extracts, syrups, etc., only making and handling the purest goods. They quote the closest prices of the trade, and fill all orders promptly, while in addition to a very large local trade they are heavy shippers throughout Utah, Wyoming and Idaho, over which territory two traveling salesmen make frequent and regular trips.

JUDSON P. FOWLER.

One of the leading features of Salt Lake City is the large number of fine, first class carriages that are in service. The people here fully realize that nothing contributes more to their enjoyment than to have a well built, up-to-date carriage. In the meeting of this demand our most successful carriage builder is Mr. Judson P. Fowler, who has a fully equipped shop, both for the making and repairing of carriages, hacks and buggies and for the shoeing of horses. Mr. Fowler is a skilled, practical carriage builder and a gentleman of progressive and up-to-date integrity. His well equipped shops are at 53 to 59 South West Temple street, and these are equipped with every accessory and appliance known in the trade. Carriages are built to order, and general repair work is promptly attended to at reasonable charge. Carriage painting and trimming is a specialty for which Mr. Fowler is widely noted, while horses are shod on scientific principles, and in all directions prices are most moderate.

THE UTAH LITHOGRAPHING CO.

Salt Lake City is the home of the only lithographing plant between Denver, Colo., and the coast and this has one of the most perfect and up-to-date as any lithographing house in the country. The Utah Lithographing Co., at 113 South West Temple street is the largest of its kind in the state, and they are in a position to supply the entire intermountain section, including Utah, Idaho, Montana and Nevada with the finest and most artistic lithographic work which for beauty of design and finish is surpassed by any house in the United States. The plant has been in operation for upwards of 10 years and from the outset has been very successful, and its growth has been large and rapid. The territory covered by the company's business is extensive, and the company are Mr. W. T. Benson, president and manager, Mr. W. J. Reeve, secretary and Mr. John S. Russell, treasurer. All gentlemen of great executive ability. Mr. Benson (for many years secretary and treasurer of the New York & Utah Paper Co.) has only recently assumed the active management of the company, which has almost doubled during the past year under his able guidance. They turn out the very finest commercial lithographic work and they do the principal part of the work in the section for banks, corporations and large business firms and their prices are very reasonable.

H. E. HAYNES & CO.

In the line of boiler making and sheet iron work generally we know of no other firm that special line better qualified to accord the best service to their patrons. The company is under the very able and experienced management of Mr. H. E. Haynes, a machinist of wide experience and high reputation, who is very greatly respected in the business circles of this city as well as by the many patrons of the firm. The offices and works are located in the rear of 1410 West Second street, and the plant is equipped in the most modern manner with the best machinery, tools and appliances, and in the making of their productions they use only the best material and employ the best expert help. They turn out the best class of boilers and sheet iron work of all kinds to pattern, or furnish patterns and drawings, and make a specialty of lengthening old boiler tubes by lap welding and of making water packets, etc., while all classes of repair and job work is attended to and completed with dispatch. In all branches of their business their prices will be found as low as is consistent with the best work and materials, which they guarantee, while the firm is always prepared to furnish very low estimates on all kinds of new and repair work and a large business is done.

SALT LAKE SADDLERY CO.

As a manufacturing center Salt Lake City occupies a very high place among all western cities and in some lines its output is very large yearly, while the productions are recognized as being superior to any found on this market. This is especially true of the harness and saddlery goods manufactured by the Salt Lake Saddlery Co., and the demand for these throughout the intermountain region is immense and continually growing. The company was incorporated in 1895 and is under the management of Mr. H. W. Brown and Mr. T. R. Black. The proprietors, both of whom are experienced men at the business, strictly honorable and

upright in their dealings. Their office and spacious factory are located at 17 West Second street, and the latter is equipped with the best modern machinery, tools and accessories and a large staff of expert help is employed. In the manufacture of their goods they use only the best leather and trimmings and they manufacture on a very large scale light and heavy, single and double, harness, saddles, bridles, collars and kindred lines and their productions are perfect in material, finish and workmanship. Their price quotations are close and their terms liberal, while all orders are accurately filled and promptly shipped. The trade covers Utah, Wyoming and Idaho, and traveling salesmen are constantly on the road.

SALT LAKE MATTRESS AND MANUFACTURING CO.

Among the numerous industrial enterprises of Salt Lake City, which are in a flourishing condition and whose output is yearly increased at a great rate is the Salt Lake Mattress and Manufacturing company, of which Mr. Fred Eberhart is the proprietor. He is skilled in every detail of his business, and is a progressive, enterprising and reliable business man. His office and plant are located at 153-157 West Temple street, and here they occupy an entire two-story building, 80x150 feet on ground, and with excellent shipping facilities, while the plant is equipped with the best modern machinery, tools and appliances. Their productions include a high grade of reliable, heavy wire mattresses, couches, cots, hair, moss, cotton top and all kinds of mattresses, while they also execute the best class of upholstery and repair work in this city. They carry a large stock of manufactured and unmanufactured goods, as well as upholstery materials, and all are sold at the lowest prices known to the trade. The business is strictly wholesale and all orders are promptly filled and shipped. They have recently secured the exclusive right to manufacture Lloyd's patent wire mattresses for the intermountain region. This is a very simply constructed spring, but one of the best ever introduced on the market. Special attention is given to all grades of upholstery and repair work.

UTAH ROLLER MILLS.

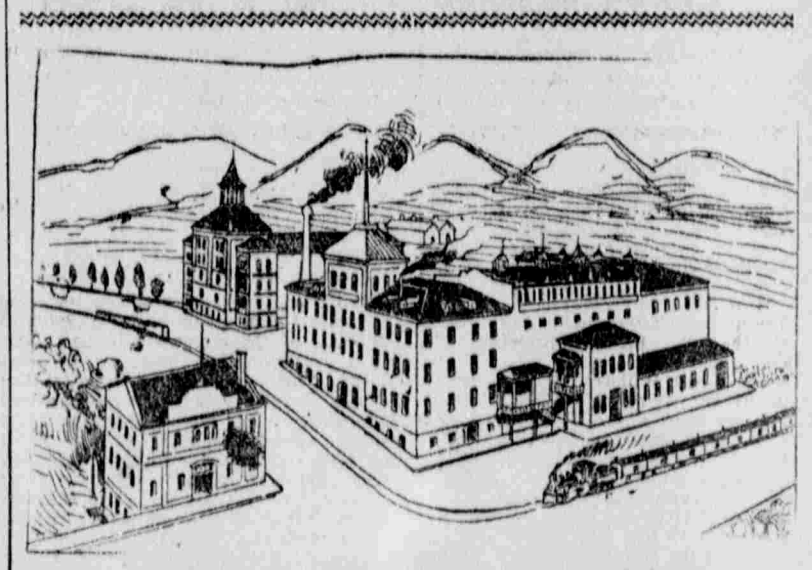
A forcible illustration of the success which is usually attained by the production of high grade foodstuffs is to be had by reference to the Utah Roller Mills, located at 533-543 East North Temple street, phone 1005. The manager is Mr. S. H. Vowles, a skilled practical miller of wide experience, who has gained a high reputation for the purity and high quality of the flours with

which his name is so closely identified and who is esteemed for his great business ability and sterling integrity. The plant is modern, well equipped and has all the best machinery and accessories in the manufacture of their flour. They use only the best selected cereals, bought in the best growing sections of our republic. They are manufacturers on an extensive scale of Vowles' Flour, Vowles' Graham Flour, Vowles' Self-Raising Flour, Vowles' High Patent Flour, Vowles' Cracked Wheat (in sacks and bulk), Vowles' (Vowles') Breakfast Cereal and all kinds of flour and bread stuffs. These are known as being absolutely pure and economical in this state, and in great demand in all parts of the country. The trade finds them custom winners, and they are sold at close prices, all orders being promptly filled and shipped.

ACETYLENE GENERATORS.

Chas. P. Madsen & Co., of this city are a representative manufacturing firm, and being the only manufacturers of acetylene generators west of Chicago, are entitled to the consideration of Utah people for their enterprise. Their office and factory are located at 115 East First South, where they are always pleased to meet those interested in their new system of lighting. They employ expert acetylene engineers and make a specialty of lighting opera houses, acing houses, hotels, stores, and other large buildings, as well as country residences. They have 300 plants in Utah, Idaho and Wyoming, all of which are proving very successful. This is in no sense surprising, on the other hand the results could scarcely be otherwise for they employ all the newest practical science in the development of lighting, reliability, and convenience of their generators, and are always to be found in the vanguard of acetylene advancement.

They have machines of different types to fill each and every requirement of the varied uses to which they may be put. Mr. Chas. P. Madsen has long been known to Salt Lake people as a young inventor and engineer of prominence, and the friends who have watched his progress are greatly pleased to see his business steadily growing to be a factor in the commerce of the state. The value of his labor to the users of his plants is attested by the dozens of letters sent him by them, many of whom are among the best known people of Utah, who speak enthusiastically of their satisfaction with the results attained in securing economical, safe and efficient light.



THE SALT LAKE CITY BREWING CO.

When the Hon. Jacob Moritz landed in the valley of the Great Salt Lake thirty-five years ago, it required very little investigation on his part to satisfy him that Salt Lake City was the coming commercial center of this intermountain region and consequently a good place to establish a brewery. He at once commenced the erection of the Little Montana brewery just north of Hot Springs and in 1871 he placed on the market his first brewing of lager beer. The facilities at this location soon proved inadequate to supply the demand, so he decided to erect a new brewery at the present address, corner of Tenth East and Fifth South streets, and changed the name to the Salt Lake City Brewing Co., and this plant has from time to time been added to and every modern equipment installed until today the plant is one of the finest in the west and its output is greater than that of the other five breweries of the state combined. The quality of the beer produced is unsurpassed by any other in the country for only the best hops and malt are used and Mr. Oscar Lehman is one of the most expert brewmasters, being a graduate from the Munich, Bavaria, Brewing academy. For the past eight years the Salt Lake Brewery has held the gold medal awarded by the St. Louis exposition. Besides a large local trade, their business is extensive throughout Utah, Nevada, Idaho, eastern California, Wyoming, Montana and western Colorado. This is a home enterprise and its benefit to the city is shown by the fact that it carries the largest payroll of any manufacturing institution in Utah. The officers of the company are Matthew Cullen, president, Jacob Moritz, vice president and general manager, Messrs. Cullen and Moritz are well known gentlemen of the highest standing commercially and socially, and they are both progressive and public spirited.

SALT LAKE IMPROVEMENTS UNDER WAY OR CONTEMPLATED.

Oregon Short Line	\$1,000,000
Rio Grande Western	1,000,000
Utah Independent Telephone Company	500,000
Rocky Mountain Bell Telephone Company	150,000
Parley's Canyon Reservoir	235,000
City Creek Reservoir	45,000
Street Pavements	35,000
City Jail	35,000
Watermains	25,000
Sidewalks	20,000
Liberty Park Greenhouse	9,000
Sewer Extensions	8,000
Miscellaneous	100,000

IMPROVED BRICK CO.

Salt Lake City in its buildings presents some curious aspects that at once impress the visitor by the strong contrasts they afford. The many clapboard houses, quaint and charming, with their white front covered with trailing vines, seem almost frail with their light appearing walls. On the other hand, many of the more prominent buildings, especially those built of stone and brick, are particularly noticeable for their imposing appearance and the manifest solidity of their structure. The massive monuments of the builders' art are the product of our city's own industries the bricks to be found in many of the finest buildings being the work of the Improved Brick company, whose office is at 347 West

Second South street. This company started business with a capital of \$50,000, but seeing the splendid opening for an extensive plant of the kind they have increased the capital to \$100,000. The plant is exceptionally well equipped with all the best steam machinery and appliances; it is in close proximity to the best brick clay to be found in this section of our state, and the daily output being 115,000 bricks. The company are manufacturers of a fine grade of pressed building brick, in red, tan and cream colors, and these are well made, well burned, durable, light and work up well. They are offered to the trade at very close prices and all orders are promptly filled, shipped or delivered. The business, which is continually growing, is very ably managed by the executive of which Mr. Mervin C. Fox is president, W. C. Staines, vice president, Mr. Frank Jung, secretary, Mr. F. J. Fabian, treasurer, and Mr. Justus Jung, manager.

PROSPEROUS RECORD OF ONE OF UTAH'S FOREMOST INDUSTRIES.

OUR SUGAR OUTPUT.

(Including the branch of the Amalgamated Sugar Company at Legrand, Ore.)

	Pounds Produced.
1891	1,112,800
1892	1,325,660
1893	4,100,553
1894	5,492,592
1895	7,030,000
1896	9,150,000
1897	3,676,700
1898	9,999,850
1899 (2 Co.s)	16,385,875
1900 (")	17,500,000
1901 (")	27,000,000
1902 (")	42,000,000
1903 (") (Estimated)	52,000,000

Home Manufacturing Industries.

UTAH LIGHT AND POWER CO.

Among all the municipal questions which have arisen in the various municipalities of the United States it is safe to say that the problem of lighting has been one that has received the most attention in the past. Many municipalities have tried the experiment of operating their own plants, with more or less success, while others have granted franchises to local companies, which operate them in the joint interests of their stockholders and community, these being identical. This prevails in Salt Lake City, where both gas and electric lighting and the sale of power and gas for heating is on the hands of the Utah Light and Power Co., a corporation organized in December, 1898, with an issued capitalization of \$3,062,800, and a bonded indebtedness of \$3,000,000, of which is bearing interest at 5 per cent and the remainder at 4 per cent per annum.

\$2,000,000 of the capital stock is preferred and \$1,062,800 common. The officers of the company are Joseph P. Smith, president; John R. Winder, first vice president; T. G. Webber, second vice president; L. S. Hills, treasurer, and these with W. J. Curtis, John J. Baneagan, W. S. McCormick, Geo. Romney and Rudger Clawson form the directorate. Mr. LeGrand Young is general attorney. Mr. R. S. Campbell is secretary and general manager, and Mr. R. F. Hayward electrical engineer, and these gentlemen are among our most prominent and highly respected citizens. The company is a reorganization of the Union Light and Power Co., which was organized in 1897, that company being a consolidation of several companies here and in Ogden, and the Utah Light and Power company operates several plants here and in Ogden. The electrical installation at Salt Lake City is for water 2,400 horsepower one for steam 3,000 H. P.; in