

# EASTERN BANKERS GROW OPTIMISTIC

Return of Sound Conditions in  
New York Has Good  
Effect Here.

## FUTURE HOLDING PROMISES.

Prosperous Tone Prevails in All Com-  
mercial Lines—Building Especially  
Active—Apartments Planned.

The local commercial situation continues promising. The banks still have the pleasant tale to tell of returning substantial conditions, and the feeling here is becoming stronger by reason of gauging conditions in eastern financial circles. Cash seems to be piling up in the New York banks; and with the surplus reserve at \$64,607,250, gold experts are not disturbing financiers. It is believed that money will be cheap throughout the summer, and optimistic views of business prospects for next winter are expressed.

**LUMBER TRADE.**  
The lumber trade reports the situation quiet in wholesale circles but of promising liveliness in retail trade. There are a great number of new houses with just the foundations in, which will call for extended supplies of lumber of all kinds, notably 2x4s, 2x6s, 2x8s, 2x10s, 2x12s, and 4x4s. The country trade is reported quite good. The local yards have still considerable of last year's stock, but are steadily getting rid of the same. The trade is waiting for the decision of the inter-state commerce commission on the matter of rates, which it is now promised will be given June 15. The trade looks to see a general move all along the line in business within the next three weeks.

**HARDWARE.**  
The hardware trade reports general business this month about the same as that for May of 1907. The situation is good, and what makes the trade hopeful especially is the steady assumption of the mining machinery trade, showing that the prospectors are spreading out again, and the camps are lively. The demand for hardware, and especially for automobile and bicycle sundries, which is steadily increasing. The call for paints, oils, glass and varnishes is strong and continuous, paint brushes being also included in this category. Trade is better than people generally imagine. The demand for garden hose is phenomenal.

**DRY GOODS.**  
Wholesale dry goods men report that the demand for fabrics in fine cottons is growing, both in shirtings and dress fabrics and mills are now so free to accept business of this character that it seems likely the glut in plain goods will not exist when the new spring season opens. There is also an improvement in the demand for drills and sheetings for immediate shipment, and some lines have advanced. Goods are

# HUSLER'S FLOUR

It would be pretty nearly equivalent to announcing a famine to say that people couldn't get any more.

reported plentiful enough, but selling houses have shut down on extreme low prices, which occasions more or less anxiety on the part of buyers. A marked feature of the week has been the larger movement of print cloths, convertibles, but not staple print goods. The market still lacks vigor. There has been a revision of prices on colored shirtings, plaids and other lines of convertible cottons, and there is a better inquiry and placing of orders on the shirtings for spring. In coarse cloths new orders are being received slowly. Knit goods are looking up, with more buying of fall lines, while the spot demand also indicates an improvement. Green silks are to be featured, new color schemes giving them more prominence. But fall silk values are yet unsettled. The trade reports a big cut in bleached cottons, averaging 15 to 20 per cent, to which may be added cuts in gingham. However, it is believed that prices have touched bottom, and business will get back at an early day, into former regular channels.

**RETAIL TRADE.**  
The retail trade reports business sadly demoralized during the week by the cold, wintry storm, which kept the women folk at home. However, the fine weather of yesterday and today started the tide of business to going again, and by next week, trade conditions ought to be normal. Purchases during the current week were confined to necessary staple articles.

## BUSINESS NOTES

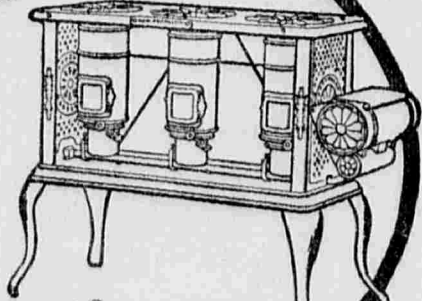
While the big storm of the early part of the week did some damage to the small fruit trees, it gave an enormous boom to the farming districts of the west where grain and sugar beets are under cultivation, and the improved reports from the fields have had a good effect in business circles; the Utah-Idaho, the Amalgamated and the Lewiston Sugar stocks are stronger than they have been for some time past. Several large blocks of the former's preferred stock changed hands at \$8.45 and a small lot sold at \$8.50. Lewiston has steadily risen of late weeks. Others in the list run strong, with the principal demand for Home Fire, Consolidated Wagon preferred and Z. C. M. L. very few transactions. In these, however, being reported. The following are the latest quotations:

Amalgamated Sugar Co., pfd.	\$7.90
Amalgamated Sugar Co., com.	\$5.50
Beneficial Life Insurance Co., pfd.	\$11.00
Rocky Mtn. Bell Tel. Co., pfd.	\$13.50
Con. Wag. & Machine Co., com.	\$10.00
Commercial National bank	\$140.00
Deseret National bank	\$28.00
Deseret Savings bank	\$21.00
First National bank, Ogden	\$35.00
Home Fire Insurance Co.	\$12.50
Heber J. Grant & Co.	\$130.00
Rocky Mtn. Bell Tel. Co.	\$13.50
National Bank of the Republic	\$140.00
Ogden Savings bank	\$20.00
Provo Com. & Sav. bank	\$148.00
State Bank of Utah	\$17.00
Sugar City Townsite Co.	\$125.00
Thatcher Bros. Banking Co.	\$147.00
Utah-Idaho Sugar Co., pfd.	\$8.45
Utah-Idaho Sugar Co., com.	\$2.90

**For the Summer's Cooking**

No kitchen appliance gives such actual satisfaction and real home comfort as the New Perfection Wick Blue Flame Oil Cook-Stove.

Kitchen work, this coming summer, will be better and quicker done, with greater personal comfort for the worker if, instead of the stifling heat of a coal fire, you cook by the concentrated flame of the



**NEW PERFECTION  
Wick Blue Flame Oil Cook-Stove**

Delivers heat where you want it—never where you don't want it—thus it keeps the kitchen cool. Burns for hours on one filling. Instantly regulated for low, medium or intense heat. Has sufficient capacity for all household needs.

Three sizes—if not at your dealer's, write our nearest agency.

The **Rayo LAMP** never disappoints—safe, economical and a wonderful light giver. Solidly made, beautifully nickel-plated. Your living-room will be pleasanter with a Rayo Lamp.

If not with your dealer, write our nearest agency.

**Continental Oil Company**  
(Incorporated)

**MONEY AND PILLS.**

Hop Sing Lung & Co. of 15 Commercial avenue, Salt Lake City, Utah, sent money to Astoria, Ore., for pills. The Chinaman in Astoria kept the money and did not send the pills.

We got after him—and he sent the pills? No! He sent the money.

Do you need pills or money? If so, turn in your claims. We collect anything for everybody anywhere.



**Merchants' Protective Association,  
Scientific Collectors of Honest Debts.**

71.100 Commercial Nat'l Bank Bldg., Salt Lake City, Utah.

FRANCIS G. LUKE, Gen. Mgr.

"Some People Don't Like Us"

Utah National bank	115.00
Utah Savings & Trust Co.	110.00
Western Loan & Savings	105.00
Zion's Savings Bank & Trust Co.	110.00
Z. C. M. L.	201.00

## AN INTERESTING LECTURE.

The talk on "Salesmanship" by Mr. H. Leslie Broadbridge, rendered at the rooms of the Y. M. C. A. last Monday, on invitation of Manager George T. Odell of the Consolidated Wagon & Machine Co., was attended by about one hundred listeners. Nearly all were employees of the company and among the gathering were Directors W. S. McCormick, John Henry Smith, Thomas H. Butler, George Romney, Sr., Grant Hampton, M. D. Wells, and George T. Odell. The lecture lasted one and a quarter hours, and at its conclusion all concerned expressed themselves as highly pleased. They also said that such talks could not help resulting for good along the lines of a commercial education. Mr. Odell engaged the lecture for Broadbridge, for this special talk for the good it might do his employees, and that the lecture was appreciated was fully evidenced by the warm expressions of approval which the salesmen and others made at the conclusion.

## LIFE INSURANCE

(All questions relating to life insurance will be promptly answered by the Press Bureau of the Utah Association of Life Underwriters. Address P. O. Box 424, Salt Lake City, Utah.)

The appointment of a receiver for the Great Western Life Insurance agency, as announced by the Associated Press dispatches, and confirmed upon by Mr. J. D. Spencer, Secretary M. L. Robinson, and Col. Geo. B. Squires, has resulted in the receipt of numerous inquiries by the press bureau. Among the number the following was selected and the answer will cover the points in all of the letters received:

"Hot Springs, Utah, May 19, 1908.  
"Box 424, Salt Lake City: Dear Sirs—In yesterday's Deseret News appeared the account of the failure of the Great Western Life Ins. Co. While I am not interested personally, I have a friend in the southern part of the state who took one of these so-called advisory board policies with this company. I would like to know if this means that my friend will lose what he paid in, and also the protection which he sought for his family.  
"Yours truly, PHYSICIAN."

**ANSWER.**  
It was not the life insurance company that failed, but an agency company, a subsidiary concern used to promote or sell insurance of the Great Western Life Insurance company, and also the stock of the agency company. It appears from the Associated Press dispatch that the interest in the companies are interchangeable. Therefore the conclusion may be drawn that companies so intimately connected are subject to the same ultimate fate. It is to be hoped, however, that this will not be the case in this particular instance. "History repeats itself," and modern prodigies are not lacking at the present time in the life insurance world.

A published list of the policyholders of the Great Western Life would make interesting reading, sure enough. "It sounded too good to be true," said a prominent county official yesterday. "I turned the proposition down the minute I saw I was being offered 'Something for nothing.'"  
"How long will the 'prominent citizens' composing the 'advisory board' remember the lesson taught?"

One of the old line companies will pay \$12,500 in a few days to the heirs of the late Geo. S. Mullett, whose death occurred recently. This is only a part of the insurance in force at the time of his death.

Vice President L. H. Stohr and Secretary M. L. Robinson of the Underwriters' association, in the absence of President Will G. Farrell, sent a letter of welcome and good wishes to Mr. C. A. Quigley, who was recently appointed to take charge of the Equitable's interests in Utah and southern Idaho.

One company reports that 75 per cent of its requests for loans, cash or paid-up values and other inquiries of a similar nature are due directly to "twisters." John James, the association's press agent, says: "The 'twister' should be driven out of life insurance; there is no place for him in the home office or in the field."

The regular monthly meeting of the Utah Association of Life Underwriters will be held Monday evening, May 25, at 8 o'clock, at the Commercial club. Chairman James Anderson will give the following program: Address, Rev. B. L. Goshen; piano solo, Miss Irene Dore; remarks, Mr. John D. Spencer; vocal solo, Miss Lee Robinson; and a full list of welcome; ladies specially invited.

## HOMEWARD RUSH OF FOREIGNERS INCREASES

New York, May 23.—Immigration authorities say that the homeward tide of foreigners is again on the increase. European steamers in the past four days have carried away not less than 10,400 aliens as steerage passengers. The week's total is expected to reach upwards of 17,000.

Directly after the financial flurry in October there was a heavy rush among the foreigners to leave the country. During November, December and January European vessels left with steerage compartments crowded to overflowing, and leaving behind hundreds for whom there was no room. For a full month the outflow reached a total of 37,000 and 28,000 weekly, then fell of somewhat until in January, February and March the weekly average was 12,000 and 13,000—even then being 300 and 400 per cent greater than a year ago. With April there was still an increase, and the May average has grown to 17,000 weekly without any signs of decreasing.

Statistics show that since October 25,000 and 50,000 laborers have departed, and no let up is looked for by the steamship companies for some time to come. The shutting down of factories, suspension of railroads and public improvement work, and the general cessation of business activity that have thrown thousands out of employment are held to be responsible for the movement seaward.

During the first four months of 1907 the total exodus of laborers was 96,731, while for the first four months of this year the figures reached 239,610, an increase of 142,779. During the same period of 1907 there reached here 404,339 while in the same months of this year the arrivals numbered 154,392, a decrease of 250,000.

# TRADE REPORTS ARE ENCOURAGING

For First Time in Six Months Indications of Improvements Are Well Distributed.

## GAINS ARE RATHER SMALL.

Unseasonable Weather Has Had a Rather Bad Effect in Retarding Retail Business.

New York, May 22.—R. G. Dun & Co.'s Review of Trade tomorrow will say:

Encouraging reports predominate, and for the first time in six months the indications of improvement are well distributed throughout all departments. Gains are small in many cases, and unfavorable weather has retarded retail trade at some points, while comparisons with last year still show decreases, but as compared with preceding months satisfactory exhibits are found everywhere. In all the leading manufacturing industries orders increased and output enlarged.

Lower prices for pig iron brought out a large tonnage of new business and furnace operators did not find it necessary to make further concessions, although several prominent consumers are waiting for still better prices. Buying was most liberal in foundry iron and several contracts covered deliveries far into the future.

As accumulated stocks are reduced there is a disposition to enlarge output, making probable that the active capacity on June 1 will show a substantial increase over the low point touched on May 1.

Textile markets show distinct improvement, prices of some cotton goods being higher.

An upward tendency is noted in hides, the difference in price being much greater than the seasonal improvement in quality warrants.

## BANK STATEMENT.

New York, May 22.—Bradstreet's bank clearings report for the week ending May 21 shows an aggregate of \$2,623,116,000, as against \$2,467,809,000 last week and \$2,515,807,000 in the corresponding week last year. The following is a list of the cities:

New York	1,628,362,000	Inc. Dec.
Chicago	1,225,452,000	10.9
Boston	154,300,000	6.1
Philadelphia	121,024,000	12.6
St. Louis	96,510,000	10.8
Pittsburgh	39,230,000	27.6
San Francisco	32,588,000	21.9
Kansas City	24,449,000	6.1
Baltimore	23,480,000	18.2
Cincinnati	22,667,000	17.3
St. Paul	16,610,000	8.8
New Orleans	15,597,000	13.0
Cleveland	14,082,000	23.3
Detroit	12,524,000	10.6
Louisville	11,009,000	17.2
Los Angeles	10,438,000	12.8
Omaha	11,227,000	0.9
Milwaukee	9,125,000	12.0
Seattle	7,482,000	25.7
Indianapolis	6,755,000	1.0
SALT LAKE	4,758,000	6.1
St. Joseph	5,082,000	12.1

## BAD ATTACK OF DYSENTERY CURED.

"An honored citizen of this town was suffering from a severe attack of dysentery. He told a friend if he could obtain Chamberlain's Colic, Cholera and Diarrhoea Remedy, he felt confident of being cured, he having used this remedy in the West. He said that I kept it in stock and lost no time in obtaining it, and was promptly cured." Says M. J. Leach, druggist of Wolcott, Vt. For sale by all druggists.

## INDIANS OF ALASKA.

Forty-Eight Per Cent Suffer from Tuberculosis.

Seattle, Wash., May 23.—Forty-eight per cent of the adult Indians of Alaska are suffering from tuberculosis, while practically all of the children are suffering from some disease or other, in the report of Captain Paul Hutton, assistant surgeon, United States army, who arrived in Seattle in Fort William H. Seward with a detachment of the Tenth Infantry. Captain Hutton when he went north last summer had instructions to make a special investigation of the health of the Alaskan natives. He will go east at once and make a special report of the conditions he found to the commissioner of Indian affairs.

"The conditions among the Alaska Indians," said Captain Hutton, "are the worst I have ever seen. They are indescribable."

"The natives have no conception of cleanliness, and, from the habits of consumptives in the schools and missions, many children are tubercular from birth. The only salvation lies in sending the natives and medical men north and compelling the Indians to observe sanitation."

## SUIT FOR MONEY ALLEGED TO HAVE BEEN GIVEN RUEF

San Francisco, May 22.—Joseph A. Sullivan, owner of a block of stock in the United Railways Investment company of New Jersey, has brought a suit in equity to recover the \$200,000 which Patrick Callahan, president of the United Railroads, is alleged to have paid, through T. L. Ford, general counsel of that corporation, to Abraham Ruef for the purpose of inducing supervisors to grant the company trolley franchises. Interest on the above amount from September 1, 1906, and costs are also demanded. Ruef, the United Railroads of San Francisco and the United Railways Investment company of New Jersey are made joint defendants in the suit which is brought in behalf of all the stockholders.

## FINDING OF BONES REVEALS A POSSIBLE MURDER

Chicago, May 23.—What may have been a murder, committed a quarter of a century ago, was revealed yesterday by the finding of a number of disjunct bones of a human skeleton buried two feet underground in the basement of a rickety old frame tenement house at 177 north Curtis street. The bones were discovered by workmen engaged in raising the house. Although diligent search was made, no trace of a skull was found.

At first some of the neighbors advanced the theory that the bones were those of a victim of Miss Bella Guinness, the Laporte murderers, who formerly lived within three blocks of the house under which the bones were found. This is extremely improbable, however, as the bones have the appearance of having been buried many years ago, and the bones were found from 10 to 30 years ago, according to a physician who examined them. The most plausible theory to account for the presence of the skeleton was advanced by Charles Halvorson, an experienced man who has lived in the neighborhood since 1863. Halvorson asserted his belief that the

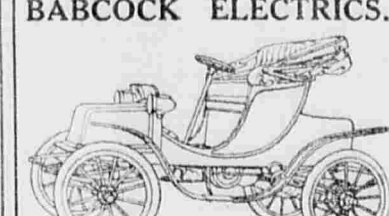


Daisy's, that's what they are, and you will say so when you see the beautiful showing of "Money Back" Shoes. Over 100 styles at \$3.50 that are \$5.00 elsewhere. Your "Money Back" if we don't prove it. Our Graduation Shoes, Oxfords, and Slippers are complete in all sizes and widths and cost no more than the other kind.

DAVIS SHOE CO.

bones were those of Edward Beck, who disappeared from the neighborhood in 1881 under mysterious circumstances. Beck's disappearance aroused much comment among neighbors, who hinted openly that a relative had murdered him. In order to bury the body underneath the house it was necessary to dig a sort of tunnel from the back yard under the foundation of the building.

## BABCOCK ELECTRICS.



Directly represented by the Factory, Babcock Electric Carriage Co., in connection with Tom Botterill Auto Co., 62-64 W. 3rd St.

## Ever Hear of the Gillette?

QUANTITY. An ordinary razor has the one blade. A GILLETTE SAFETY has TWELVE when you buy it, and you can buy the packages at 50 cents any time. It's the safety razor every man wants sooner or later, for it means a shave at your own convenience rather than your barber's. A quick shave—clean and sanitary.

A month's tips will pay for one. We have the Standard at \$5 and some very elegant ones at higher prices.

A razor easy to use anywhere.

## SCHRAMM'S

WHERE THE CAR STOP.

The Great Prescription Drug Store

## WHEN BUYING LUMBER

If Quality, Durability—in fact Satisfaction is wanted, See

## GEO. ROMNEY LUMBER CO.

O. D. ROMNEY, MGR.

65 NORTH FIRST WEST ST.

## GOT SOAKED?

Maybe you got wet while out in the recent storm. Better let us call for your suit or dress. Will take out all the wrinkles and bring back that new luster. All hand work.

Call for our wagon.

Hell 2607, Ind. 2083.

## Chicago Cleaning Co

37 P. O. Place.

We have all kinds of coal and are exclusive agents for Diamond.

"Keep it in your mind."

## CITIZENS' COAL CO.

153 Main St. Both Phones 49.

## THE CELEBRATED "Waltham" Hat \$2.

AND THE CELEBRATED "Overton" Hat \$3.

Call for our wagon.

Hell 2607, Ind. 2083.

## SHANNON & ESSEX

26 East Second South

WILSON HOTEL ANNEX



## The Honey Suckle Milk

Is the only milk put up in the West in sanitary cans.

No solder—no acid—germ proof.

## ASK YOUR GROCER.

On this day, 1909, the second charter of Virginia was given of equal importance in the history of the west is the making of

## KAYVILLE FLOUR

All prices State Fair 1907.

## The World's Greatest Tonic

## VITAL VIM

A Blood Purifier.

A Nerve and Brain Stimulant.

50c PER BOTTLE.

Phone 374, and give your goods delivered. Quick service.

## WILLES-HORNE DRUG CO.

Deseret News Building.

By the Monument, Phones 374.

## IRONE

Is becoming one of our most popular drinks. It is not only refreshing, cooling and satisfactory but it also acts as a TONIC as indicated by its name. Our Fountain service is A 1. All the popular drinks can be had here, BUT WE DO NOT SERVE LIQUORS.

## Godbe-Pitts Drug Co.

Where you get just what you ask for, not something just as good.

44 MAIN STREET.

Geo. T. Brice Drug Co.

## Stomach Troubles

render life miserable and greatly increase the liability to contract other diseases. Our Blue Ribbon Dyspepsia Powders give instant relief for indigestion, flatulence, sour stomach, heartburn, etc. One trial will convince. Sent to any address, 50c. Both phones, 457. Remember the number.

## HEWLETT'S TEAS

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