

## BUSINESS VIEWS OF THE WEEK END

Generally Optimistic Tone Prevails in a Season of Much Quiet.

### BANKERS ARE REJOICING

Continued Movement Toward Normal Conditions Causes Hopeful Expressions in the East.

The rhythm of the week's trend of current events was broken by yesterday's being a holiday, and the general feeling from all business for the time being. But as a whole, the week has been one of some moment in money circles, due to the opening of the new Merchants' Bank in the Judge building, also there was the declaration of a 3 per cent dividend by the Deseret National bank, and the election of officers by the Deseret Savings bank. In general, financial conditions continue to show steady improvement, chiefly owing to favorable crop reports, easier money, and a more hopeful feeling in the business world. Banking men report that the depression is slowly but gradually disappearing, and evidences of improvement are visible in the diminishing number of idle cars, in the partial revival of building, and in a steadier demand for merchandise in many of the leading markets. It may be some time before the activity of 1907 is regained, but the recovery should be more rapid than usual because the country generally is not suffering from over-production as during the previous panic, and long industries must restrict output to prevent an actual scarcity of merchandise if present contraction is persisted in.

The most stimulating element in the situation at present is the crop outlook. Financiers report that the corn crop this year according to present promise will yield 2,700,000,000 bushels, which at the September option price of 82 cents would be valued at \$2,214,000,000. The wheat crop with an indicated yield of 675,000,000 bushels at 93 cents per bushel would amount to \$627,000,000. The cotton crop which promises 13,000,000 bales at 2 1/2 cents would yield about \$650,000,000. The oat and hay crops, now out of danger, are record-breakers in quantity and quality. Last year these crops were valued at over \$1,000,000,000, and this year that sum will be further exceeded. All the crops of 1907 were estimated by the department of agriculture at a value of \$7,412,000,000 on the farm, or in view of the larger yield this year, and the good prices generally obtained, it is quite reasonable to expect that this year's crop will produce new wealth worth at least \$10,000,000,000, the largest sum ever realized in one year by this country or any other agricultural products. This confidence and prosperity in the farmers will be the strongest factor in recovery.

**EASTERN CORRESPONDENCE.**  
Recent correspondence from eastern sources indicates a money market easy and undisturbed by government operations or gold exports. Renewal of the latter on a large scale was somewhat of a surprise. Fortunately there is plenty of gold to spare, and the fact that foreign indebtedness is small, and that grain and cotton will be shipped more freely at good prices, renders any important effect of gold exports doubtful.

This country still retains fully one-half of the \$100,000,000 gold imported after the panic. The outlook for the general market is favorable. A better investment demand is in sight, especially for good bonds, which at present level and in view of the low rates for money, would seem to be desirable as investments. The market for wealthy buyers. Stocks have already had a big rise and are exposed to sharp reactions from realizing; but as long as the market is free from crop and political disturbances, it is probable that prices will continue to rise. Those in control of the market are rich and powerful men who have not yet succeeded in materially distributing their load, the public for various reasons having refused to invest.

### LUMBER TRADE.

The lumber trade reports business picking up. Lumbermen are feeling the effects of the building boom, as new buildings are rising from their foundations, requiring lumber for their completion. Dealers report several additional warehouses in sight which will call for considerable material. The general market is firmer, with the sawmill men specially confident that there will be higher prices this fall, with a steady demand from now on. The outlook seems to be better every week.

### HARDWARE TRADE.

The hardware trade reports a steadily increasing business along all summer staple lines, mentioned in detail last week. The outlook is hopeful, even in mining machinery.

### WHOLESALE DRY GOODS.

In the wholesale dry goods trade, jobbers report the outlook for the fall trade good. Light weight fabrics will be popular, with staple worsteds and woollens lower. The dry goods mills are reported as reluctant to turn from fall lines and admit that the yardage is considerably below that of last year. Buyers are keeping their orders down to such small volume that it is necessary for manufacturers to force the issue on new lightweight lines. The trade agrees that for the spring of 1909 weight satins, chiffons, light weight serge, taffetas, wool satins, and voiles will be the special favorites for the new season. Striped suitings in woollens and worsteds are demanding more attention. This fall will mark the introduction of the light fitting sleeve and tight skirt for

### CURES

### S.S.S. OLD SORES

No old sore can heal until the cause which produces it has been removed. External applications of salves, washes, lotions, etc., may reduce the inflammation and assist in keeping the place clean, but cannot cure the trouble because they do not reach its source. Old sores exist because the blood is infected with impurities and poisons which are constantly being discharged into the place. The nerves, tissues and fibres of the flesh are kept in a state through the circulation, making it impossible for the sore to heal. S. S. S. cures chronic sores by its purifying action on the blood. It goes down into the circulation, and removes the poison-producing germs, impurities and S. S. S. makes the blood pure, fresh and healthy; then as new, rich blood is carried to the spot the healing process begins, all discharge ceases, the inflammation leaves, new tissue begins to form, the place fills in with firm, healthy flesh, and soon the sore is permanently cured. S. S. S. is purely vegetable, the safest and best blood purifier for young or old. Book on Sores and Ulcers and any medical advice free to all who write.

THE SWIFT SPECIFIC CO., ATLANTA, GA.

women and misses. It has been remarked that the shifting of fashion from the Japanese type of loose fitting garment in body and sleeve has been precipitate, so the patterns are being reduced. For early fall, the most noticeable feature will be the use of two fabrics in making tailored suits. Especially among western buyers, staple suits and coats are being ordered for August, September and delivery. All garments made for the early fall in neat worsted and woollens are selling rapidly. The retail trade is doing a generally fair business, the past week, with steady buying in ready summer lines. No special features are looked for immediately.

### TAKE A VACATION.

Now is the time to take a vacation, get out into the woods, fields and mountains and visit the seashore, but do not forget to take a bottle of Chamberlain's Cough Remedy along with you. It is almost certain to be needed and cannot be obtained on railroad trains or steamships. It is too much of a risk for anyone to leave home on a journey without it. For sale by all druggists.

### EXCURSION TO OGDEN.

Tomorrow via Oregon Short Line at 7:10 and 9:30 a. m. and 12:35, 1:00 and 4:00 p. m. Leave Ogden at 2:05, 5:15, 5:45 and 8:10 p. m.

### BUSINESS NOTES

The past week has been one of stagnation in local stocks, only a few dealers being active. There is still a strong inquiry for such leaders as Consolidated, Wagon, and Home Fire and Lewisiston Sugar. The other sugar stocks were somewhat dull, except the face of strong reports from all the best fields. Agricultural Supt. George Austin passed through the city Thursday and stated that the outlook continued of the most promising character. The Garfield beet fields especially being in excellent condition; on the east side of the Bear river where only a small tonnage was obtained last year, the thought is that at least 15,000 tons would be harvested this fall. The water in the Hammond canal which failed, through a break last year, is being furnished steadily to the farmers on the east side at present, and no difficulty in the canal or dunes is anticipated. The following are the latest quotations:

Amalgamated Sugar Co., pfd.	\$7.00
Amalgamated Sugar Co., com.	17.00
Beneficial Life Insurance Co.	125.00
Central Wagon & Machine Co., pfd.	14.00
Central Wagon & Machine Co., com.	10.00
Commercial National Bank	140.00
Deseret National Bank	287.00
Deseret Savings Bank	510.00
First National Bank, Ogden	31.00
Home Fire Insurance Co.	195.00
Heber J. Grant & Co.	130.00
Lewisiston Sugar Co.	15.00
National Light & Power Co.	140.00
Ogden Savings Bank	260.00
Provo Can. & Sav. Bank	148.00
Rocky Mtn. Bell Tel. Co.	62.00
State Bank of Utah	197.50
Sugar City Trust Co.	125.00
Thatcher Bros. Banking Co.	147.00
Utah-Idaho Sugar Co., pfd.	8.95
Utah-Idaho Sugar Co., com.	2.35
Utah National Bank	115.00
Utah Savings & Trust Co.	110.00
Western Loan & Savings	106.00
Zion's Sav. Bank & Trust Co.	350.00
Z. C. M. I.	203.00

### BONDS.

Salt Lake City Railroad, 100.00  
Sumpter Valley Railroad, 100.00  
Utah City Townsite Co., 101.50  
Utah Sugar Co., 103.00

### What does a sensible business man do when confronted with a deficit? He retrenches. What does an "American" City Council majority do? It increases its expenses, mortgages and shifts the load on posterity.

### 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.)  
Mr. D. F. Wissmar, one of the active members of the association and a successful field man in the Metropolitan Life Insurance Co., is in the city, and is greeting to all his old friends, and incidentally mentions the fact that an old line American life company had just paid a \$30,000 death claim in that city.

Last year about a billion and a half dollars was spent for liquor and other half billion for life insurance. How long before these figures will be reversed?

The Home Life of New York has just increased its capital stock from \$15,000,000 to \$50,000,000. This will be an actual increase in assets, and is a splendid strengthening force for this substantial company.

"Men talk of luck, and to that mystic word ascribe their failure and success. Nor seem to see that luck is only luck, though written with a letter less."

What about those investigations in the southern part of the state, colonel? Are we to get a new act for publication? Why can't we publish a name or two and make an example by which other offenders may profit? Give us some names of the "Twister" family.

Among the topics to be discussed at the Los Angeles convention is the much mooted subject of "windfall profits." We would like to have every life insurance agent in Utah hear that discussion, for it is pretty certain that some of the opinions expressed would cause some of our best known practitioners to "sign the pledge." All the insurance press, every insurance commissioner of every state, is now arrayed against the practice, and the war is reaching a stage where the "twister" is being forced into the limelight and made an object of contempt to be shunned and haunted wherever he shows his head.

The association has extended its work beyond the writing of legitimate insurance. A class in salesmanship has been given by the association, the course of scientific salesmanship as a

basis. Much good in the art of selling is expected as a result of class work. Every member of the association should join. Information will be furnished the members upon application to the president or secretary.

### UNCLE REMUS' INSURANCE.

Joel Chandler Harris, the author of the celebrated "Uncle Remus" stories and editor of the magazine of that name, who died recently at his home in Atlanta, had \$40,000 life insurance. He was a firm believer in the institution and would have had more except for his physical condition in the latter years of his life.

### BILL NYE ON HEALTH.

"In these days of dynamite and swift-changing presidential administrations, and dark tunnels through which an engineer goes groping his way at twenty-five miles per hour; these days of tumbling signs and tipsy telegraph poles, live wires and dead repeaters; these days when the politician and the policeman are hard to tell apart, together (under the influence of the same stimulant); these days when death lurks in the air we breathe, the earth we tread, the food we eat, the water we bathe in—I say it behooves us to look well to our insurance and our future state and I take pleasure in certifying and saying to whom these remarks may come that since I became fully insured my health has improved so much that it is a subject for profound congratulation on my own part, and the deepest disgust on the part of those who would naturally inherit my vast wealth."

Ogden, Utah, June 10, 1908.—To the Utah Association of Life Underwriters: Gentlemen—Will please answer a few questions in relation to the Life Insurance company; is it a safe company, and what do you think about the 20-year endowment policy? Is this form of insurance a good investment? Yours truly,

Answer: Replying to your first question, we refer to the insurance column of June 18 (Anxious); June 27, and June 28, 1908. All these letters and answers concern the company you mention.

A 20-year endowment policy for a young man is something that makes him a capitalist. It enables him to be enabled to go into business because of an endowment policy upon which money was loaned to him. Our country today is in a state of ruin, only through the medium of endowment insurance, have been able to secure for themselves a college education. Please pardon a personal reference, but the writer is one of that number. With no other asset than a policy in an "old line" company, and a supply of determination of the right sort, he was enabled to attend college and win for himself a competency in knowledge.

### HENRY CLEWS ON RATES

Proposed Increase of Freight Tariffs Draws Significant Comment from New York Financier.

Henry Clews & Co., in their Wall Street letter have the following of interest to say relative to the much mooted question of advance in freight rates:

Whether the proposed advance of 10 per cent in freight rates is being used as part of a big stock market speculation or not remains to be seen. It is very certain that an advance of this amount in freight rates alone would add enormously to the revenue of the railroads. According to "Poor's Manual" the freight earnings of American railroads last year were \$1,825,000,000. Ten per cent of this amount would mean over \$180,000,000 increase in revenue. Net earnings last year on freight and passengers amounted to \$328,000,000. It is but reasonable to expect that the volume of traffic will shortly begin to increase; in fact, it has done so already as shown by the smaller number of idle cars. The railroads have already put into effect many important economies, and while expense had been enormously increased by high wages and high materials, still the roads should now be receiving the benefit of improvements made for economical results. Of course the railroads would never be in a critical position if present conditions were maintained. What with outlays forced upon the railroads, partly to satisfy public opinion, and partly to meet the obligations growing out of the volume of traffic will shortly begin to increase; in fact, it has done so already as shown by the smaller number of idle cars. The railroads have already put into effect many important economies, and while expense had been enormously increased by high wages and high materials, still the roads should now be receiving the benefit of improvements made for economical results. Of course the railroads would never be in a critical position if present conditions were maintained. What with outlays forced upon the railroads, partly to satisfy public opinion, and partly to meet the obligations growing out of the volume of traffic will shortly begin to increase; in fact, it has done so already as shown by the smaller number of idle cars. 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