

**BARGAIN SALES HOLD ATTENTION OF BUYER**

Salt Lake Merchants Dispose of High Grade Goods at Reduced Prices.

**MAKE ROOM FOR NEW**

Volume of Business in Last Week Almost Equals That of Holiday Rush.

Trading, or taking of stocks, which was completed during the week in practically all of the business houses of the city, was rather unexpected showing that the total business done during the year 1911 was well up to, and in some instances beyond, the standards of the preceding year—a record due largely to the general revival of trade during the latter months of the year. Many of the houses succeeded in cleaning out their stocks almost entirely, making way for new goods, which have already made their appearance in some of the shop windows.

The feature of the week in retail circles was the inauguration of the annual winter sales, an opportunity always eagerly awaited by a large class of buyers. The general and substantial cutting of prices which is afforded only at the extremes of the year—January and August—brought out a flock of shoppers and only to Christmas crowds. These sales were especially conspicuous in the department, dry goods and clothing lines.

**Looking to Spring.**

Activity in other lines of retail trade, such as lumber and hardware, was more than usual at this season of the year. Preparations for spring building are well advanced, and the heavy trade from this demand will not be felt for another month yet.

All merchants report satisfactory collections during the week, a condition indicative of general prosperity among the masses, and particularly so at this season of the year when it would be natural for many to be without ready money, owing to the Christmas buying, which is done mostly on a cash basis.

With success attending the "after holiday" sales, with collections good and with more or less handsome profits shown on the books just closed for the old year, the merchants of Salt Lake, on the whole, are hailing the new year with any confidence that it holds for them the same months of steady prosperity.

**Bargain Seekers Busy.**

From now until the opening of the spring season, a couple of months away, the buying public is expected to be very busy. The sales will continue for several weeks, and from the manner in which the buying public has taken advantage of them during the first week, it will be a source of mutual advantage to buyer and seller.

Through the low-price sales the merchant is able to dispose of stock that would otherwise have to remain on his shelves until next fall, and is able to make room for the new stock of spring goods. To the buying public they mean opportunity to acquire high-class goods at a price more than actual cost.

**BUSINESS GOOD, SAYS SALT LAKE SECURITY**

The Salt Lake Security & Trust company has just paid its usual quarterly dividend, and the company in addition to paying the dividend ordered a substantial amount added to the surplus fund. Even in the face of the recent general stringency in the business of the Salt Lake Security & Trust company was found to be excellent condition, and with several large building contracts soon to be put under way the present year promises to be one of unusual activity.

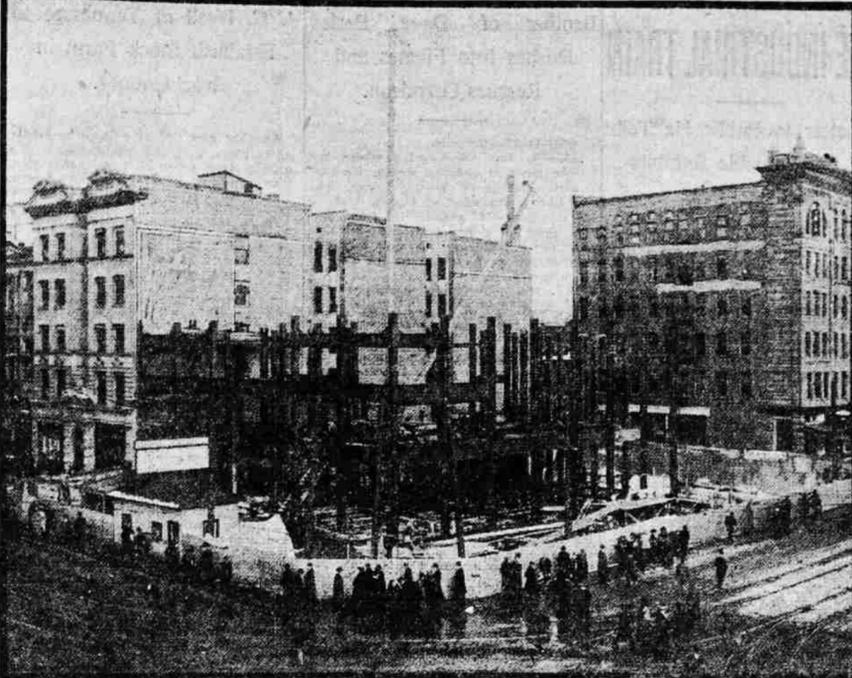
When given as soon as the croupy cough appears Chamberlain's Cough Remedy will ward off an attack of croup and prevent all danger and cause anxiety. Thousands of mothers use it successfully. Sold by all dealers.

**THE ART OF PRINTING**

Could be lost in Salt Lake if the Post were not in business. 55-57 Post.

# Rushing Work on Skyscraper

CATCHING UP ON STEEL CONSTRUCTION.



**Contractors Say They Will Complete Their Work by February 15.**

**A**LTHOUGH actual steel construction on the new Walker bank building at Second South and Main streets began ten days behind schedule, it has been rushed with such rapidity that Stewart & Co., contractors, are confident of being able to have the entire steel skeleton in place by the middle of February. As shown by the accompanying cut, three stories of the great metal beams are now in place.

Practically all the steel for the building is now on hand, or will be here before any danger of further delay arises. With the steel frame completed, a full idea of the immensity of the building will be furnished. It will be sixteen stories high, crowned by a tower of three additional stories, the whole giving an eminence of nineteen stories, by far the highest architectural point in the city.

## New Corporations

Filed with the county clerk: The Wasatch Granite company, to engage in the output of granite and other stone capital stock, \$10,000, divided into shares of \$1 each; James A. Muir, president; J. S. Walker, Sr., vice president; J. S. Walker, Jr., secretary; George F. Despain, treasurer; T. W. Livingston, additional director.

Fortify the system against disease by purifying and enriching the blood. In other words, take Hood's Sarsaparilla.

## WALKER BANK PAYS 9 PER CENT DIVIDEND

Directors of Walker Brothers bank met yesterday and declared the regular semi-annual dividend of 9 per cent and a special dividend of 3 per cent, making a total of 12 per cent dividend among stockholders in the last twelve months. On a capital stock of \$250,000 the dividend declared yesterday amounts to \$22,500, or a total of \$4,500 for the year.

## REALTY MEN PREPARE FOR ACTIVE SEASON

Strong Demand and Brisk Inquiry for Property in All Parts of City.

## MAKE BUILDING PLANS

Many Scores of Residences Will Be Added to Salt Lake Residential Sections.

Real estate dealers the city over report that the optimistic predictions made during the closing weeks of 1911 have been fully justified by the improvement to be noted on the market during the first week of the new year. Demands and inquiries are better in all lines, they say, and while the midwinter, after-holiday season naturally is not without its quieting effect, the expected reawakening is now fast becoming a reality.

Preparations for building activity in one of the chief manifestations. Building societies, individuals and subdivision promoters are all making the lettings that inevitably comes with the late fall and early winter period, and are laying plans for what promises to be a steady, substantial building campaign that will extend to all portions of the city, the business district included. Another month and the sound of the hammer and the saw will begin to echo in the residential sections and an army of building artisans will go forth to steady employment.

## Demand for Money.

The leading bankers of the city attest to this good promise that the new year contains. They all report an increasing demand for money, caused mostly by contractors and builders calling for their ready cash needed to begin their operations.

The real estate dealers themselves are preparing to add a large-sized list to the general activity. Several big items that handle subdivision property are already outlining their plans for extensive improvements in these tracts. Miles and miles of curbing, sidewalk, paving and like improvements will be laid at great cost during the spring. Deals are pending for the purchase of new suburban tracts and the platting and improving of others purchased last year are now being begun.

## Foresee Big Deals.

The big deals in down-town realty that weakened the market several weeks ago are still topics of speculation and rumor. That they were the forerunners of other deals of equal and greater consequence is the general belief. The general opinion is that there being two distinct, not to say rival, movements under way for the upbuilding of these sections of the business district.

Buying and selling of small holdings were better during the week than for several months past, while the number of inquiries, many of them from out of town, was correspondingly strong.

## JOSEPH NELSON IS DENIED NEW TRIAL

Judge C. W. Morse Saturday morning overruled the motion of Joseph Nelson for a new trial in the case brought against him by Emily Eborn for breach of promise. Miss Eborn, a nurse, and who attended Nelson's wife during an illness which resulted in her death, was given a judgment against Nelson for \$3000 several months ago. It was alleged that Nelson, under the promise of marriage, accomplished the woman's downfall and then refused to marry her.

Miss Eborn brought suit for \$25,000 for alleged breach of promise and the case was tried before a jury which gave the woman judgment for \$3000. The defendant then moved for a new trial. The motion was argued several weeks ago and taken under advisement by the court.

## ARTIST PACKARD WILL LECTURE IN SALT LAKE

Alton Packard, one of America's noted cartoonists, humorists and versatile entertainers, will appear at the First Congregational church on the evening of January 16. Mr. Packard has many personal friends in this city. Fred C. Graham will have the management of Mr. Packard's local date.

Mr. Packard illustrates his humorous lectures by drawing with colored crayons on sheets of paper eight feet square. He carries with him his easels, paper and crayons.

## STREET CAR SERVICE HELPFUL TO VALUES

Opening of Line to Lake Breeze Pleases Real Estate Dealers.

## MAKE BUILDING PLANS

Many Scores of Residences Will Be Added to Salt Lake Residential Sections.

The inauguration of street car service to Lake Breeze, one mile west of Jordan river, last Sunday resulted in the increasing of realty values in that district by ten per cent during the week, according to dealers interested in west side suburban property.

Values not only increased, but the holders of property, particularly building lots and tracts suitable for subdivision exploitation, in many instances refuse to sell at the increased figure. It is predicted that a steady increase will be noted in that region from now on.

Several firms are making strenuous efforts to get hold of suitable tracts and there is every indication that suburban development will begin there this year on a scale almost equal to that which has transformed the southeast bench land in recent years.

The street car company also began its service to the site of the new east side high school during the week, causing a similar boosting of values in that vicinity, where property had already advanced in price to a marked degree under the impetus given by the beginning of work on the high school. One dealer said yesterday that property near the high school site had in the last year or two advanced to a point where the holders are now asking as much per front foot as was formerly demanded per front rod.

## Building Permits

Building permits for the week ending January 6:

- John Reese, three-room frame dwelling, 1544 Lincoln avenue, \$3,800
- Campbell Building company, ten-room dwelling, 241 South Twelfth East street, 6,000
- A. Pillingame, room, 1000 S. Main street, 2,000
- dwelling, 522 Howard avenue, 2,000
- C. T. Cheesman, brick garage, 183 West Fourth South street, 6,000

## OFFICERS ELECTED BY UNDERWRITERS

The Fire Underwriters association of Salt Lake held its annual meeting at the Commercial club yesterday for the purpose of electing officers, who were chosen as follows:

T. A. Wakeling, president, succeeding James W. Collins, retiring; Eugene M. Cannon, vice president, succeeding C. W. Warnock; A. McKimmins, secretary, succeeding U. H. Blakey, retiring; succeeding W. E. Coulam; E. L. Sloan and James W. Collins were elected members of the executive committee, to succeed Jay Rogers and George J. Cannon, retiring.

No other business was considered at the meeting, although a luncheon preceded the election.

## CONVALESCENTS

**Those Recovering from Any Severe Illness**

After a long wasting illness, convalescents require nourishing food that will not overtax the digestive functions—and in the way of a strength-restoring and vitality-making tonic, we know of nothing that equals Vinol, our delicious cod liver and iron tonic (without oil).

Vinol creates an appetite, re-establishes good digestion and helps the daily food to make rich blood, form flesh, strong muscles and impart new life and vitality to every organ in the body. We ask those who need a strength and flesh-building tonic restorative to call at our store and get a bottle of Vinol, with the understanding that if it does not help them we will refund their money without question.

SMITH DRUG CO., 215 South Main. DRUEHL & FRANSEN, 271 Main.

## FINANCIAL CIRCLES

Big Increase in Bank Clearings Regarded as Certain Index of Prosperity.

## MANY BIG LOANS MADE

Salt Lakers Already Arranging for New Enterprises During Year.

In this, the generally accepted dull season that follows the Christmas rush, when men in all lines of business naturally look for a lull, the bank clearings for the week ending yesterday totaled \$5,423,514.21, which is two million greater than last week, more than \$600,000 greater than the same week last year and within \$400,000 of the record-breaking clearings made during the week just preceding Christmas.

Such a showing means but one thing, say the bankers. It means the long-predicted awakening of activities along all business lines has begun to manifest itself and that the promising prospects for 1912 are now assured beyond all shadow of a doubt.

## Many Loans Made.

The demand upon the banks for substantial loans backed by good security increased with a jump during the week and was welcomed by the bankers, who have no dearth of ready cash, which they are ready and willing to put into circulation. Much of the demand came from persons planning to build during the year and who are in need of ready cash to start their operations.

Several banks made fairly big loans on reliable business ventures, to be launched in the early spring. Others found their chief demand to be from farmers and land development companies, indicating a healthy activity towards the furthering of agricultural pursuits in the state.

Some of the local bankers expressed surprise yesterday over the policy of the new administration in awarding the city's deposits to the highest bidding bank. They do not approve of this policy, in that the deposits are subject to call and as such should not draw interest.

## East Is Improving.

Reports from the east carry the same promising note that is to be heard in local circles. Favorable economic conditions are reported to exist in all sections, though unfavorable political conditions may cause a slightly unsettled condition for some time yet.

Reports on the bank clearings in the whole country for the year 1911 show that Salt Lake ran far ahead of the rest of the country in business activity. The total clearings were \$159,100,000, as compared to \$162,897,000,000 in 1910, a decrease of over three billions of dollars. In Salt Lake the clearings for the year were more than \$234,000,000, or nearly seven million greater than the previous year.

When buying a cough medicine for children bear in mind that Chamberlain's Cough Remedy is most effective for colds, croup and whooping cough and that it contains no harmful drug. For sale by all dealers.

## SETTING OF CIVIL CASES ANNOUNCED

Civil cases were set for trial in the Third district court yesterday as follows:

Monday, January 22—William T. Harris against Dr. A. L. Castleman et al.; Marvin Jones against Saltair Beach company.

Monday, January 29—Leonard Gross et al. against John J. Eberle; C. Brunner against W. L. Weatherbee.

Monday, February 5—G. S. Holmes against Junius F. Wells.

Tuesday, February 6—Annie C. Mack against Utah Light & Railway company.

Wednesday, February 7—Rachel U. Siegel against Maurice K. Parsons, executor of the estate of John J. Eberle.

Friday, February 9—W. C. Jones et al. against Joseph C. Sharp, sheriff of Salt Lake county.

Tuesday, February 13—Matie Reynolds against Denver & Rio Grande Railroad company.

Monday, April 1—Equitable Home Building company against Earl J. Bost et al.; Dr. Fred Stauffer against Brotherhood of Railroad Trainmen; Edward L. Egil against Greenwood Furniture company; E. W. Gorman against L. D. Martin.

Tuesday, April 2—Rudy Gun club against Horace A. Heath; D. O. Rideout et al. against Draper Coal company; Albert Hoover against J. D. Eberle; C. Barrett against William Stoneham.

Wednesday, April 3—Utah Savings & Trust company against J. M. Portland receiver; Addison Cain against Charles P. Swanson et al.; Dora Theresa Jackson against J. N. Hinkley et al.

Thursday, April 4—D. A. Taylor against W. H. Reasner; John Borg against South Utah Mines & Smelter company; A. Calvey against Captain Hill Land & Improvement company et al.

## BIRTHS FOR WEEK ARE DOUBLE DEATHS

According to the weekly report of the city health department, fifty-eight cases of contagious and infectious disease were reported during the week ending January 6. There were twenty-two cases of smallpox reported and ten cases of whooping cough. Other diseases were as follows: Diphtheria, three cases; mumps, one case; scarlet fever, seven cases; measles, four cases; pneumonia, three cases; chickenpox, five cases; German measles, three cases.

During the week there were fifty-three births reported, of which twenty-seven were males and twenty-six females. There were twenty-three deaths reported, of which there were fourteen males and nine females.

There are in Salt Lake thirteen houses under quarantine for smallpox, sixteen houses under quarantine for scarlet fever and two for diphtheria. There are eleven cases of smallpox in the isolation hospital.

## BELLE LONDON CASE IN SUPREME COURT

The transcript on appeal in the case of Belle London against Dora E. Topham, convicted of larceny, was filed in the supreme court yesterday afternoon. Mrs. Topham, a twenty-six-year-old woman, was convicted several months ago of inducing Douglas Gray, aged 16 years, to enter and remain in the west side stockade for immoral purposes.

Judge Frederick C. Looftbourgh, before whom the trial was held, sentenced the woman to serve eighteen years in the state prison. He overruled her motion for a new trial.

# Danderine

Makes your hair grow long, heavy and luxuriant and we can prove it

Get a 25 Cent Bottle Now and Forever Stop Falling Hair, Itching Scalp and Dandruff

Hair Becomes Soft, Fluffy, Lustrous and Abundant After a Danderine Hair Cleanse



Danderine is to the hair what fresh showers of rain and sunshine are to vegetation. It goes right to the roots, invigorates and strengthens them. Its exhilarating, stimulating and life-producing properties cause the hair to grow abundantly long, strong and beautiful. It at once imparts a sparkling brilliancy and velvety softness to the hair, and a few weeks' use will cause new hair to sprout all over the scalp. Use it every day for a short time, after which two or three times a week will be sufficient to complete whatever growth you desire.

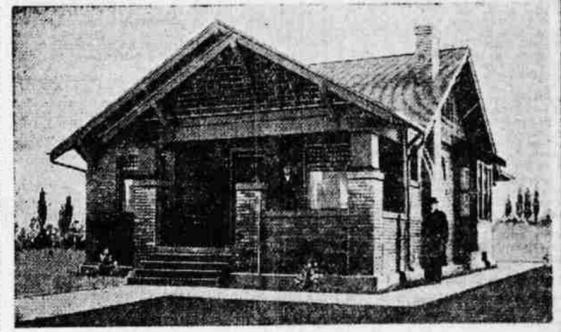
Immediately after applying a little Danderine all dandruff will disappear, all itching of the scalp will cease and there will be no more loose or falling hair.

If you wish to double the beauty of your hair in ten minutes surely try this—moisten a cloth with a little Danderine and draw it carefully through your hair, taking one small strand at a time, this will cleanse the hair of dust, dirt or any excessive oil—in a few moments your hair will be wavy, fluffy and abundant and possess an incomparable softness, lustre and luxuriance, the beauty and shimmer of true hair health.

If you care for beautiful, soft hair and lots of it surely get a 25 cent bottle of Knowlton's Danderine from any drug store or toilet counter—A real surprise awaits you.

**Investigation Futile.** Justice of the Peace Harry S. Harper, acting as coroner, conducted an investigation yesterday in regard to the death of Lawrence Martin. There were no developments in the case, however, the opinion being that Martin was an habitual drug user and took an overdose. He was resuscitated at the emergency hospital by Dr. H. W. Ashley and was later allowed to leave the hospital with a friend. It is probable that he managed to get some more of the drug, some form of opium, and in his weakened condition could not counteract its effect.

## Pretty Bungalow For Sale \$3,400

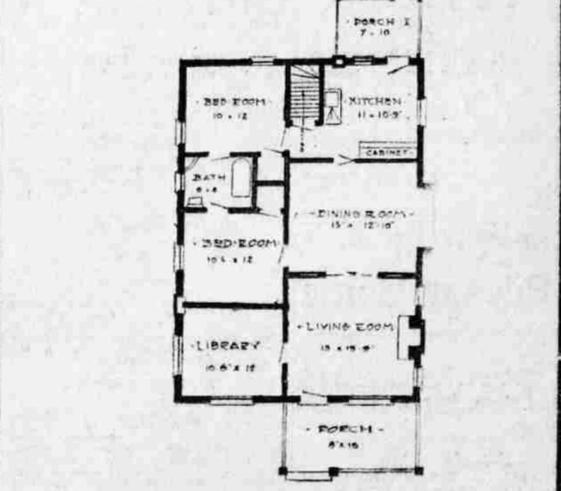


Located on 13th East Highland Park

This pretty six-room home on a 50-foot lot, cement walks and shade trees is a genuine bargain at \$3,400 on easy terms.

It is built of fine pressed brick with red sandstone trimmings. The design is harmonious and attractive.

## Convenient Floor Plan



The interior is finished in carefully selected slash grain fir. The arrangement of the six rooms and bath is exceptionally convenient. There is a basement under the entire house.

Let us take you to see it. Phone or call and we will take you out in the auto.

**Kimball & Richards**  
"LAND MERCHANTS."  
56 and 58 Main St.  
Salt Lake City

Highest powered automobile in America, outside of specially built racers is

## Pierce-Arrow "66"

With the long stroke motor (6 cylinders, 56 1/2 inches)

Only 250 will be made this year. We bought two and have already sold one.

The other may be seen now at our sales-rooms

This is the only opportunity you will have this year to buy a car which will pass anything on the road and which is superior in all details to everything else manufactured.

## Tom Botterill Automobile Co.

36-42 South State Street. Phones 3252

Everything for the motorist—and Botterill service.