

### HOW TO GET CASH OUT OF BRITONS

Beresford Hope Writes a Communication Pointing Out Way to Their Pocketbooks.

HAS GREAT FAITH IN UTAH

SAYS THAT HONESTY IS THE BEST POLICY.

Beresford Hope, a representative of a British syndicate which is seeking a foothold in Utah mines, who has been in the city for some time past, thinks there would be no trouble at all in diverting a great deal of idle capital to this region if property owners and promoters would go the right way about getting it here. In a communication to the Herald he expresses himself as follows:

"Men of Utah—On the opening of a new year I ask your attention for the consideration of a practical plan for introducing the vast resources of your state which await capital for development to the large sums of idle money in the eastern states of America and in Europe awaiting honest and profitable investment."

"The opportunities and possibilities presented by the natural resources of Utah are truly wonderful. Her name is as yet untainted by the 'faker' and 'the wild cat' schemer, and it behooves every honest citizen to jealously guard the name of his state from such taint. Idle capital and undeveloped resources are each a drawback to national progress."

"Let me ask you why \$300,000,000 of your money was sent from the eastern states during the year 1905? Russia, Germany, Spain, South America, China, Australia and Africa received each a share of this money. Why did not that \$300,000,000 come to Utah? One-half that sum expended here would give a mighty impulse to the growth of the state."

"Men of Utah, you slept through 1905, while the foreigner fished your treasury. Awaken today, for in 1906 it is estimated that \$500,000,000 will be invested in foreign enterprises. See to it that the foreigner is disappointed to the tune of \$250,000,000. Utah needs it and can get it if you go after it in the right way."

Utah Can Get Money.

"Why is not European capital flowing west? I can answer this question so far as the British market is concerned. The reason more British capital is not invested in the western states is because your average western promoter does not know how to present even the most meritorious proposition to the British market. I have spent several years in the service of a London firm which makes a specialty of handling mining properties. Its financial resources figure far into the millions and much of this money is drawing only 1 1/2 per cent interest. I have seen many meritorious propositions brought before the directors turned

down because of lack of knowledge of eastern requirements on the part of the man who drew up the proposition, or the man who presented it. "On my way to the west I visited some of our correspondents in Boston, New York and Philadelphia. I got in touch with them as to my intentions out west. In these cities I find the same setback facing the man from the west who comes in search of money to develop his properties—a lack of thoroughness and clearness in his written proposals. With a thorough knowledge of the practical working out of his scheme he makes a faulty representation of the same. Many a good proposition is unintentionally presented with all the earmarks of a 'get-rich-quick' vendor or 'something-for-nothing' schemer."

How Mistakes Are Made.

"One great mistake often made by owners of undeveloped mining properties is the attitude which they assume towards capital seeking investment. Usually when a man has anything to sell he searches for a buyer. Not so with many men. They dream that capital from the east is seeking investment in their property; hence the property remains in the same undeveloped condition from year to year and the state is rather retarded than benefited by their discovery."

"These men usually form local stock companies, divide up the majority of the stock and offer the balance to the public. The public does not buy, be-

cause any sane man looks for a chance to get returns from his investment. Though it be but a dollar, he is quick to realize that there is no show whatever in such a scheme."

Utah Talent Stands High.

"I will say this much for Utah: So far as my knowledge goes, very few of her promoters have shown the lack of honor and decency so frequently met with in some of her sister states of the west."

"Only a short time ago two men of national reputation came to London seeking capital for development of mining properties. One was Samuel Newhouse from Utah, the other, whose name I will not mention, was from an adjoining state. Mr. Newhouse presented his proposition and in ten days left for home with \$250,000. Had he asked for \$1,000,000 the investors would have subscribed it just as readily, at a cost to him of 1 per cent."

"The other man asked for \$200,000. He remained in London five weeks and got nothing. He went to Amsterdam and Paris, but returned to New York out his expenses and with no funds. I learned while in New York that he got the money there by paying a commission of 60 per cent."

How Europe Has Been Bitten.

"The European investors remembered that a certain corporation from his state, endorsed by names of highest standing, paid dividends out of capital and succeeded in robbing the British

investors of nearly \$100,000,000. Barnato and his associates in like manner robbed British investors of more than \$500,000,000 in South African mining fakes. Australia has recently developed a bunch of promoters who have reached the high-water mark of thievery. British Columbia got her black eye from Whittaker Wright, who picked the British pockets to the tune of \$135,000,000. Mexico and Brazil have been similarly exploited, and now the 'wild cat' promoters of Nevada and Wyoming have made it impossible to present any proposition, however meritorious, which bears either name."

"Now is Utah's accepted time. She can come forward with clean hands, honest promotion and natural resources that are unsurpassed, and gather to herself the millions which are accumulating in Europe and the eastern states of America."

"This month many millions in interest and dividends will be paid to investors. This money is required in Utah. See that you get it. Go for it in the right way and it is yours."

Sixty Years' Experience of an Old Nurse.

Mrs. Winslow's Soothing Syrup is the prescription of one of the best female physicians and nurses in the United States, and has been used for sixty years with never-failing success by millions of mothers for their children. During the process of teething its value is incalculable. It relieves the child from pain, cures diarrhoea, griping in the bowels and wind colic. By giving health to the child it saves the mother. Price 75 cents a bottle.

### HOW UNCLE SAM STOOD DEC. 30

Monthly Statement of Public Debt at the Close of Business Saturday.

RECEIPTS SHOW SURPLUS

BANK CIRCULATION AND MINT COINAGE.

Washington, Jan. 2.—The monthly statement of the public debt shows that at the close of business Dec. 30, 1905, the total debt, less cash in the treasury, amounted to \$394,869,718, which is a decrease as compared with Dec. 1, 1905, of \$4,883,113. This decrease is largely accounted for by a corresponding increase in the amount of cash on hand. The debt is recapitulated as follows: Interest-bearing debt, \$385,159,190; debt on which interest has ceased since maturity, \$1,199,635; debt bearing no

interest, \$388,291,316. Total, \$1,234,650,091. This amount, however, does not include \$1,011,397,869 in certificates and treasury notes outstanding, which are offset by an equal amount of cash on hand, which is held for the redemption. The cash in the treasury is classified as follows: Gold reserve, \$150,000,000; trust funds, \$1,011,397,869; general funds, \$173,068,024; in national bank depositories, \$64,754,367; in Philippine treasury, \$5,195,976. Total, \$1,404,444,236, against which there are demand liabilities outstanding amounting to \$1,114,643,863, which leaves a cash balance on hand of \$289,780,373.

Receipts and Expenditures. Washington, Jan. 2.—The monthly comparative statement of the government receipts and expenditures shows that the total receipts for December, 1905, were \$50,250,463 and the expenditures \$44,931,745, leaving a surplus for the month of \$5,318,718. The receipts from the several sources of revenue follow: Customs, \$24,962,571; increase, \$3,340,000. Internal revenue, \$23,221,228; increase, \$1,857,000. Miscellaneous, \$2,166,662; increase, \$111,000.

The civil and miscellaneous expenditures aggregated \$8,254,321; increase, \$400,000. On account of the war department, \$6,253,002; increase, \$390,000. Navy department, \$3,419,144; decrease, \$1,750. The total receipts for the month exceed those for December, 1904, by \$5,303,000 and the expenditures exceed

those for the corresponding month of 1904 by \$3,334,000. For the first half of the fiscal year ended Dec. 31, 1905, the receipts exceeded those for the corresponding period last year by \$13,208,897, and the expenditures exceeded those of the corresponding period of last year by \$4,072,390.

Circulation Statement. Washington, Jan. 2.—The monthly circulation statement issued by the comptroller of the currency shows that at the close of business Dec. 30, 1905, the total circulation of national bank notes was \$540,914,347, an increase for the year of \$76,120,191 and an increase for the month of \$7,585,089. The amount of circulation based on United States bonds was \$504,842,313, an increase for the year of \$73,900,528 and an increase for the month of \$7,225,000. The amount of circulation secured by lawful money was \$36,072,032, an increase for the year of \$3,119,663 and an increase for the month of \$359,080.

The amount of bonds on deposit to secure circulation notes was \$506,689,390 and to secure public deposits, \$66,611,309.

Mint Statement. Washington, Jan. 2.—The statement of the coinage executed at the mints of the United States shows that the total coinage for December, 1905, was \$4,199,291, as follows: Gold, \$2,830,410; silver, \$974,170; minor coins, \$394,711. There were also executed 132,539 pieces for the Philippines government.

# Our Great JANUARY Clearance Sale of 1906



All Furs, Coats, Jackets, Capes and Suits, . . . Half Price

Was Launched With Overwhelming Success. All Previous First Day's Sale Records Smashed.

We Said "Everything has got to go in this Great Sale at Cost or Less Than Cost." And what we say we mean--no trifling.

TRUE TO OUR FIXED POLICY, WE ARE DETERMINED NOT TO CARRY OVER A DOLLAR'S WORTH OF THIS VAST WINTER STOCK TO ANOTHER SEASON. WE HAVE GOT RIGHT TO THE ROOT OF THINGS AND CUT THE VERY LIFE OUT OF PRICES BECAUSE EXPERIENCE HAS TAUGHT US THAT SUCH HEROIC MEASURES ALONE WILL ACCOMPLISH OUR PURPOSE.

You will find here the Greatest Bargains and Grandest Values ever offered in any sale, past or present. . . . .

# Our New Year Clearance Sale



TO start the new year's business off with vim and enthusiasm, we invite you to come to our store today and take your choice of our entire stock of men's, boys' and children's clothing (except blacks) at **One-Fourth Off Regular Price**

This Includes All of Our Celebrated Princeton Hand-Made Suits, Recognized by the Best Dressers as the Finest Ready-to-Wear Clothing Manufactured

Men's Suits and Overcoats		Children's Suits and Overcoats	
\$12.00 SUITS AND OVERCOATS at	\$ 9.00	\$10.00 SUITS AND OVERCOATS at	\$ 7.50
\$15.00 SUITS AND OVERCOATS at	\$11.25	\$8.00 SUITS AND OVERCOATS at	\$ 6.00
\$18.00 SUITS AND OVERCOATS at	\$13.50	\$7.00 SUITS AND OVERCOATS at	\$ 5.25
\$20.00 SUITS AND OVERCOATS at	\$15.00	\$6.00 SUITS AND OVERCOATS at	\$ 4.50
\$22.50 SUITS AND OVERCOATS at	\$16.90	\$5.00 SUITS AND OVERCOATS at	\$ 3.75
\$25.00 SUITS AND OVERCOATS at	\$18.75	\$4.00 SUITS AND OVERCOATS at	\$ 3.00
\$27.50 SUITS AND OVERCOATS at	\$20.75	\$3.00 SUITS AND OVERCOATS at	\$ 2.25
\$30.00 SUITS AND OVERCOATS at	\$22.50	\$2.50 SUITS AND OVERCOATS at	\$ 1.90

Men's and Boys' Sweaters 25 Per Cent Discount Broken Lots of Winter Underwear One-Fourth Off Sale Lasts All Week. All Goods Marked in Plain Figures. Your Money Back if You Want It



Come today, tomorrow or any day this week --- the sooner the better

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