

MID-WESTERNERS GO ON WEST

People Awakening to Possibilities of Newer States.

FARM LANDS EQUAL OF BEST

Climate, Soil and Irrigation Make Utah One of Earth's Ideal Home Spots for Men of Small Capital.

BY LEONARD POWLER, SPECIAL CORRESPONDENT OF THE OMAHA BEE. SALINA, Utah, Feb. 25.—(Special Correspondence of The Bee.)—Every time I find an Iowa man I feel like yelling: "Hurrah!" There's another of them here. He owns the drug store, practically owns the Salina Telephone company; is secretary and treasurer of the Sevier Light, Power and Milling company; secretary and treasurer of the Salina Commercial club, and is president of the only bank in town.

Archie J. Lewis is from Hardin county and lately lives at Beet Creek, Ia. He knows Iowa like a book and has lived in Utah almost twenty years. He knows both states and knows them well. He is the biggest man in his town and what he has to say is of importance concerning the growth of Utah; its opportunities and the advantages it presents for living; the earning of money and the amassing of a competence.

Awakening to Condition. "I am more than glad," said Mr. Lewis, "that the mid-west is awakening to the importance of the growth of the new west. Omaha, Des Moines, Iowa City and any and all of the manufacturing, wholesaling and jobbing centers of the mid-west, including St. Joseph and Sioux City, can well afford to turn their attention to the enormous opportunities for investment and growth that lie out here in the inter-



A. J. LEWIS, President of Salina's Largest Bank. Mr. Lewis Came to Utah from Hardin County, Iowa. He Has Been Successful in His Adopted State.

mountain west of the United States. The fact that Iowa has lost population within the last few years; that growth is slow there and that the opportunities there have been seized and that the young man with the romance of the west in his head, must come somewhere, make for the tremendous impetus toward progress that this section is experiencing now and has experienced within the last decade.

"We have the opportunities here to offer him. We have farm lands which are the equal of any on the face of this earth; we have apple land, seemingly designed by an all-wise Creator for the production of the fruit. Hilly slopes, warmed by the sun all day long; a mild climate, cold nights, and water for irrigation so that the horticulturalist need not depend on the uncertainty of the weather, make for this valley in particular, one of the best fruit sections in this country. Our dry land farming is most successful, one instance being known where one man raised as much as 100 bushels of wheat on a single acre. Forty and fifty bushels of wheat to the acre is an average crop. Our land goes as high as 100 bushels of oats to the acre. Sugar beets grow here in the wildest fecundity; so much so that at a nearby town the sugar trust is erecting what will be the largest beet sugar factory in the world. Our salt deposits are the greatest on this continent, and we have near here the greatest coal beds undeveloped in the United States. Water falls in the hills furnish us with power and everything that a city needs to make it great is found within ten miles of this place.

Where Salina Gets Name.

"Salina takes its name from the enormous salt deposits here, older than we can guess, but known throughout centuries of time to the Indians and the prehistoric people who inhabited these valleys even before the coming of the red man. A broad valley; mines nearby for immediate use, cash markets, ample transportation north and south with the cross-state route surveyed out of here to Green River, making a short line from California to Omaha and the west, make the future of this city so very rosy that there is not a man of us but believes we are to have here a most substantial metropolis for all this great section of the Sevier valley; a section so great that the state of Utah is reclaimed through irrigation a tract of more than 20,000 acres of the finest fruit land in the west. As the center of southern Utah Salina bids fair to make a city the size of Lincoln, Neb., or it might grow to be half the size of Omaha.

"And this is no distant dream impossible of fulfillment. They who have back in this city and valley is money. Our bank could handle \$100,000 most easily and guarantee a return of 7 per cent net on the investments. It could provide the most certain, safe and secure security on earth; safer than the soundest national bank that was ever chartered. And while there are \$100,000 in savings deposits in the Omaha banks at 3 per cent interest, there are in the west opportunities to place every cent of it, securely and safely, at 6 per cent and 7 per cent, and yield that revenue net.

Would Make for Business.

"And the mid-west banks could well afford to have their depositors know of it, too. It would make for more business for them. The manufacturers in the mid-west would sell more shoes, clothing, hats, caps and boots. There would be more stores, incubators and pocked meals sold here than ever before. Savings accounts would become liquid industrial resources of the banks; there would be more reserve accounts from a greater number of banks. The railroads would sell more tickets; there would be more freight and express money paid out and taken in. The lack of

capital is felt by every sort of business in every walk of life. And though I have been here for twenty years I have never recovered from my surprise at the fact that although Omaha and Iowa are less than thirty hours away from me, still they seem to know as much about the marvelous opportunities for profitable investment here as a Fiji Islander knows of an air-ship.

"For example, I have in mind a tract of land on the east bench near this city. It needs water only to make it the most beautiful commercial orcharding land in this



INTERIOR LEWIS DRUG STORE, SALINA, UTAH.

country. There must be over 3,000 acres of it. And it can be bought for as little as \$20 per acre. With trees on it and under cultivation, well watered from one of the nearby streams, this land would come to be worth \$200 per acre within six years. It takes money to get the water, construct the irrigation works, plant and cultivate the trees. And although there is a thousand times as much money as it would take in the Omaha banks savings departments, still that opportunity has been there untouched for twenty years.

The Best of Gypsum.

"Also we have a mountain—yes, mountain, a dozen of them—within three miles of Salina of gypsum. This gypsum is 99 per cent pure. All it needs is money to develop the mines. Omaha has thousands of dollars at rest in savings banks, a thousand times as much as it would take to develop these mines into properties paying enormous dividends. Yet that opportunity has lain there for twenty years untouched.

"Within ten miles of the town there lies a six-foot vein of coal, a whole bed of coal. Everything points to an inexhaustible deposit. It is now selling in Salt Lake City for \$2.75 per ton. And yet we have uncounted and unimagined millions of tons of coal needing only capital for its development. In the mid-west savings banks there are an hundred times as much money at 3 per cent interest as it would require to open up and develop the entire section. And yet for twenty years we have wanted money to get coal to burn at our own firesides; have hauled it in here from Wyo-

ming when we have these mountains of it within ten miles of our doors. For twenty years it has been untouched. "Our hillside are covered with a paper most splendidly suited for the making of paper. We have the water; the coal, and the transportation; and yet the Sunday edition of The Omaha Bee is probably printed from paper made in Canada. They tell us that the paper wood supply is getting short. We have mountains covered with the very wood they need. And capital only is needed for its development. Yet for twenty years with untold millions out-

side doubled by investment here in the west. I wish I could show how safe a 7 per cent investment in this country really is; how much safer it is; how much surer to return big dividends than any other place I know about. My bank could handle \$100,000 within ten days; could get it out into the country; could make money for ourselves and for the owners of the capital. We could take that money in any amount; from \$20 bills up to larger sums of real capital and make money with it faster than it is possible to do in any other section of the west. And mark you; some of these days the big fellows with money are going to discover Utah; they are coming out here with money; vast sums of it and gobble up these things for a song; or less and then we will have another howl about the capacity of the trusts. It is my own opinion that the little fellows need to be pinched a little for their stupidity, because they can find out these things and the truth of what I have said without any trouble whatever.

"I am glad that The Omaha Bee is going to finance and stand responsible for a land show to exploit the resources of this section. We need a powerful, a strong daily newspaper to friend us and to push our section to the front. It ought to be a great success; it ought to result in the making of thousands of opportunities for the mid-west youth and in a gigantic development of this section. And don't you forget that this country means a bigger Omaha. Don't forget that the faster we grow the more stores Howard will sell; the more incubators with Lee's name on them will be seen out here. We might

Easy to Make Fortune.

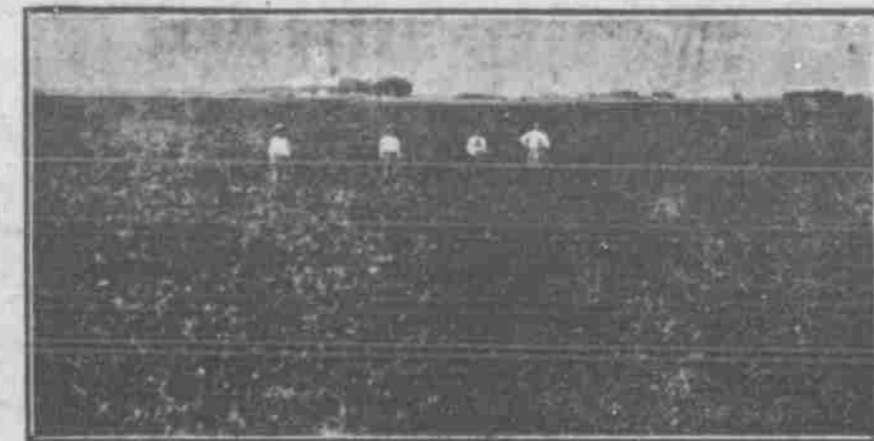
The fact of the matter is that there is not a 10-year-old boy in any one of our public schools that could not point out to Wall street the way to make another great corporation dealing exclusively in Utah resources. I am from Iowa; I have worked my way out here, slowly, and have accumulated through frugality, thrift and a habit of saving, but there has been so time within the past twenty years that I could not have made a fortune every year for myself and for my friends had I had the capital with which to "swing" some of the many, many opportunities that have come into my knowledge concerning the wondrous resources of a section; over the whole of which I can look from my bedroom window.

"I wish I could make it plain to you people who have money how easy it could

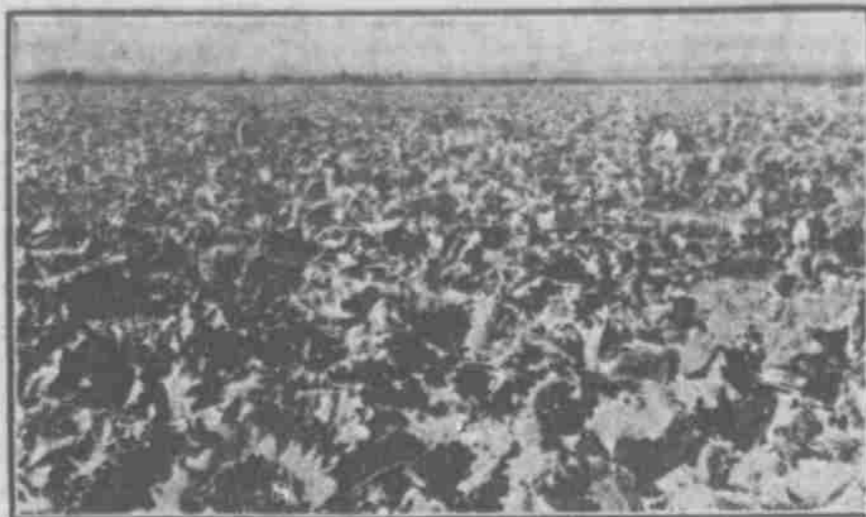
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even drink more of Krug's beer; who knows?" This is an interview with an Iowa man who has made good out here. He has married a Mormon girl and has the cutest little youngster that you ever saw. He says that Mormons are good people; good to know; good to have around when one is ill and needs a friend; good citizens and the most frugal, thrifty people on earth. They are ideal farmers and make for the development of this state in an agricultural way in a manner unknown in the mid-west. What Utah needs is money; small sums of money; big sums of money, but



SUGAR BEETS AT SALINA, UTAH.



CABBAGE FIELD NEAR SALINA, UTAH.

money for the development of these latent resources and once that is forthcoming then Omaha and every manufacturing and distributing center in the mid-west will feel the impetus of its growth.

Royalties Who Pawn Jewels.

The ex-Sultan Abdul Aziz pawned all his crown jewels for 1,000,000 francs at the Mont de Piete at Paris, and they were only just redeemed by the Moorish government in time to prevent their being sold among other unredeemed goods. The sword of state, which is regarded in Serbia as a sacred relic, was also pawned by a former king, while one well-known European monarch found himself in such straitened circumstances that the famous house of Attenborough once, temporarily, had possession of all his old silver.

Queen Isabella was, however, the most famous royalty who made no secret of the fact that she raised money from the Jews upon the security of the portraits of her ancestors, which hung on the walls at the Palace of Castile, her Parisian home. The royal lady often declared how deeply she was indebted to her royal forebears for coming to her rescue and helping her out of her financial predicaments.—M. A. P.

Handler to Carry Than a Cork.

The elevator in the department store was nearly full. Slavov, who was one of the passengers drew a small and withered potato from his trouser pocket. "What do you carry that for?" asked Shyna. "Protection." "Protection from what? Rheumatism?" "No; hatpins. By way of illustration he deftly inserted it upon the point of one that was within two inches of his left eye.—Chicago Tribune.

WANTED



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The Sunday Bee

is anxiously awaited by those who are specially interested in lands, sort that buy and sell and encourage others to do likewise.

Possibilities Not Yet Scratched in Utah Mining Line

W. E. Butler Declares Western State Will Produce Great Wealth for Eastern People.

SALT LAKE CITY, Feb. 25.—(Special Correspondence of The Bee.)—The west wing of the Salt Lake Mining exchange is a busy place these days. The entire west end of the building has been leased by W. E. Butler & Co. The offices run from the front of Exchange floor to the trading room on the ground floor of this new \$100,000 building.

W. E. Butler, the senior member of the firm, is from Chicago and is an old stock and bonds trader of Chicago, where he is well known on the "street." In coming to Salt Lake Mr. Butler says he was actuated by the fact that the greatest development in the mining business in America must occur in Salt Lake vicinity and throughout Utah. He declares that this state offers to the investor and capitalist opportunities not to be found elsewhere in the world. Mr. Butler is a young man, in years, but he has had a vast fund of experience which puts him immediately in a position to speak with authority concerning the future he has picked out for himself.

"The mining possibilities of Utah have not been scratched," said Mr. Butler. "Throughout the entire state, half of which is available ground for the pick of the prospector, there are Park City, Tintic, Bingham, Alta and Beaver. These districts, and others, are of world wide fame. But where there are these few it is assuredly true that there will be hundreds of others. New camps and new districts will spring into being like magic so soon as the attention of capital, labor and industry is directed toward this state. Investors, too, will find here a final opportunity for all of their wealth and effort.

"I am very well satisfied with the outlook. The money market shows signs of loosening every day. And throughout the country there is a feeling of confidence in the development which is now slowly but surely taking place.

"Salt Lake is so situated that it is bound to be a metropolis and I believe that it does offer to me and to other investors a chance to double their money. The east is good enough for some people; we have to have a few of them stay there. But the west for mine."

Mr. Butler has applied for a seat on 'change and is regarded by the balance of the mining fraternity as a distinct addition to their midst.



W. E. BUTLER.

Commercial Apple Orchards Pay Big Money. You cannot make any better investment than to purchase some of Utah's Commercial Apple Land. Others have made fortunes out of these lands. YOU CAN DO THE SAME. At Provo, Utah, W. M. Roylance paid \$1800 for an orchard which he brought to bearing for himself. Recently he declined \$75,000 spot cash for his fifty acre orchard. At Fruitland, Eugene Bargeant sold the crop from a fifty acre orchard for \$75,000.00. Our orchards are located at Salina, Utah, about one hundred and twenty-five miles from Salt Lake City, Utah. The Denver & Rio Grande Railway passes exactly through a portion of these orchard lands. Salt Lake City, Utah, has a population of almost 100,000 people. It constitutes a quick cash market for every apple you can raise. A prominent commission house at Provo is purchasing Pacific Coast apples to supply the ever present demand. Utah growers might profit by this condition. YOU CAN if you will GET IN RIGHT and get in RIGHT NOW. We sell the orchard lands, plant and care for them until the trees are in bearing. You have no trouble, no care, no worry. Simply meet your payments, and we turn over an orchard to you in bearing. Our literature is free. Books, maps, plans and a FREE LETTER about the remarkable opportunities to be found in this wonderful state of the West. Write to me for these letters and free maps and booklets today. Address: J. H. NELSON, Sales Manager, THE SALINA ORCHARD & LOAN CO., The Atlas Bld'g. SALT LAKE CITY.