

in our business matters, in our financial matters and work to sustain each other and build each other up. I am persuaded that a great amount of good will result from these interviews and from the measures that will be adopted. I have felt that it will be a most excellent thing for us to have a permanent organization of our best businessmen, and the most practical men, from all parts of our Territory, acting in the capacity of a board of trade, whose duty shall be to look after our manufacturing, mercantile and other interests; and should there at any time be anything wrong in our systems of doing business, tending in the least to prevent perfect union, that the necessary measures might be devised to remedy these things and bring about a concert of action upon all hands. Now you have heard it stated frequently that those who are engaged in home manufactures do not receive the patronage that they should do, that our home manufactures were not treated properly, that those engaged in them did not receive the sympathy of businessmen, and that the masses of the people were not disposed to patronize them, I think there is at the present time but little cause for statements of this kind; in fact I have not heard of them of late. But if we had such an organization as this—and I understand that Pres. Taylor is thinking seriously of having it a permanent organization—then if there were anything of this character that needed correction, if there was a struggling institution that needed help, by making a requisition to this Board of Trade, it perhaps could receive the support it needed, and be placed upon a firm footing in our midst, and perhaps be able to sustain itself and live.

Already the stockholders of Z.C.M.I. as it is called—Zions Cooperative Mercantile Institution, met, and

a report was made by the President and Secretary of that Institution, which I think was most gratifying to all present upon that occasion. I have been familiar with the institution since its inception. I think I can truly say that at no period since its organization was it ever in so good condition, having so few liabilities to meet as it has today. It is in a sounder, healthier and more prosperous condition than it has ever been. I allude to this because it is called the Parent Institution. In Box Elder County where Brother Snow presides, he took the profits of their mercantile business to start the branches of manufacture that are now in successful running order. Our institution has done much in a similar direction. It has carried many a struggling enterprise; it has been the beast of burden for almost every institution and every establishment and railroad almost in the country. It has accomplished an immense amount of good, far more than the mere paying of dividends, although it has done this to a surprising extent. Those who invested their means seem to have become the most discouraged. Therefore, in alluding to it in this manner, it is in justice to it, and in justice to those especially who have all the time, over and again, kept their shoulders to the Institution, sustaining it and bearing it up to the best of their ability. You all know, who have attended conferences in past times, how much President Young was interested in this matter; not so much in the sale of merchandise as in the principle of cooperation. And he and others have stepped forward repeatedly, and have sustained it in the midst of the people, when otherwise it would have gone down. I allude to this because it comes in the line of my remarks, in the thread of my argument, so to speak. To be successful we ought,