

IMPORTANT LOCAL CONCERNS EMPHASIZE DULUTH AS A MANUFACTURING CENTER

FACTORIES AND MILLS HELP LABOR

Busy Workshops Add to City's Wealth and Furnish Lucrative Employment for Union Workmen.

Aside from its shipping interests, the iron ore products of its tributary territory and its logging and lumber interests, Duluth has achieved an enviable distinction as a manufacturing center. Each year new industries are being added and as a result employment is given to a rapidly increasing population. Many interests are allied to the lumber and iron trade, which derive a distinct benefit from being near to the source of supply. In addition to their saving on the transportation of raw material, they are in a position where they can forward their product at little cost and they have taken advantage of the opportunity.

Among these concerns is the Union Match company which gets all of its raw materials with the exception of chemicals within 100 miles of the mill. Then there are the immense elevators where millions of bushels of wheat are stored. This city is on a direct rail line from the wheat fields of Dakota and it has the capacity for storing a large amount of grain, to be held until the price is satisfactory. Even wheat from Canada is shipped across the border and into Duluth elevators where it is eventually loaded in hulls and forwarded to its destination in the East. All of this assists in promoting the prosperity of the city and in bettering the condition of the workmen by furnishing him with employment.

THE UNION MATCH COMPANY PLANT

Factory and Office Fifthth Avenue West Opposite Gonold Street.

Of the many important manufacturing industries which are making Duluth known as a city of growing importance and power in the industrial and commercial world, there is none which has a higher standing, or has done more to bring this city to the attention of the country than the Union Match Company, the greatest independent match company which has won its way to the front by the excellence of its products, and in spite of the fierce and determined opposition of the gigantic match trust, which has placed every possible obstruction in the path of the company. The trust has fought the advance of the Union Match Company by every legal quibble known to the legal talent of the country, but without success, as the Union Match Company has won every legal point involved, and has forced itself into a position where it can feel that it is independent in the truest sense.

The Union Match Company has from its inception adopted a policy of supplying only the best which first class material, the best skilled labor and the finest and most modern improved machinery can produce. That this policy has been a successful one is shown by almost the phenomenal manner, in which their business has increased, and the strong growing demand which has been established for their products. They make a specialty of the brands known as the "Doll House Match," and "Tip Toe Noiseless," which are admitted by all who have used them to be the best matches on the market. They are made by the finest new machinery and the heads will not break off, thus reducing to a minimum the danger from fires from this cause, which is one of the serious objections to other parlor matches. These matches are in every way superior to the ordinary matches, although they cost no more than the inferior brands of other manufacturers, retailing for five cents per box. If you have not already tried the "Doll House Matches," or "Tip Toe Noiseless," order some the next time you are in need of matches and you will use no other kind. They also manufacture other brands, among them being the "Styalt," the "Firelight," the "Headlight," and others.

The Union Match Company is an important home industry, which is well deserving of the enthusiastic support of every citizen of Duluth and Minnesota, as it distributes a large sum of money annually in the form of wages and supplies, and in this manner is a direct and important addition to the commercial strength of our community. This company has been at all times most liberal and courteous in its treatment of its employees and of all with whom it has had business dealings, and the result is that there is no company in the country which stands higher in the opinion not only of the people in its home city, but in the financial and commercial centers of the entire country.

The officers of this enterprising and successful company are:
M. A. Alworth, President.
F. W. Helmick, Vice, Pres. and Treas.
John B. Helmick, Secretary.
These gentlemen are enterprising and progressive, and take a personal pride and interest in keeping the products of their company up to the highest standard, which they have set from the very inception of their business.

Every loyal Minnesotan who desires to see the state become one of the leaders of the United States should give their support to this great home industry.

THE RON-FERNANDEZ CIGARS ARE LEADERS

One of the first principles of organized labor and the greatest proof of good citizenship is to foster and encourage to the fullest extent reliable home industries.

The Ron-Fernandez Cigar Company manufactures the finest grades of cigars on the market today, and the favor with which the products of this company are received shows the excellent quality and fine workmanship of their immense output. This company is held in the highest esteem by the workmen

of our city because of the fair and honorable manner in which it has always dealt with labor and the public in general.

The company manufactures the well-known and always popular brands "La Verdad," "Clear Havana," and "La Lina," and it is a matter of great pride with the management that the high standard of excellence originally set for these goods has never been allowed to deteriorate, but, on the contrary, every effort has been put forth to add to their superiority, if such a thing were possible.

The Ron-Fernandez Cigar Company has established a reputation for excellent products, liberality and fair dealing second to none, and as a result now enjoys a most liberal trade throughout the Northwest.

The company has always treated labor's representatives in a most courteous manner and is deserving of every possible success in its business career. The treatment accorded employees is worthy of special commendation and The Duluth Labor World predicts for this liberal and enterprising company a period of constantly increasing prestige and popularity.

DULUTH CANDY CO. IS CREDIT TO DULUTH

Leaders in the Manufacturing and Wholesaleing of Candies in Northwest

An enterprise which has attained considerable prominence, and which promises to become a strong factor in the growth and prosperity of our city, is the Duluth Candy company, located at No. 29 East First street, where they have one of the finest and most modern and best equipped factories in the state for the manufacture of high grade candies of all kinds. The products of this factory are already recognized as the finest that the most approved methods of handling and the best skilled labor can produce, and their trade territory is rapidly extending. They have spared no pains nor expense to make their factory a model in every particular, and cleanliness and purity have been two points which the managers have insisted upon from the start. The ingredients entering into the manufacture of their candies are the best and purest that can be secured, and nothing but the best is tolerated in any department of their production.

The manager of this company, Mr. George D. Lucore, is thoroughly conversant with every phase of the business, and under his able management the company has rapidly taken a place in the front ranks of the prominent candy manufacturers in the Northwest. They employ a large number of skilled workers, and pay as liberal wages as the business will warrant, and treat their employees with courtesy and consideration. This company merits the patronage of our citizens, as it is a most commendable home institution, whose products are equal or superior to any on the market, and are sold at a reasonable price, when the high character of the product is considered.

The Labor World is pleased to note the success of this enterprise, and trusts that it may continue so long as the company is conducted along the liberal lines which have marked its past career, and they continue to maintain the high standard of their goods produced.

POIRIER & COMPANY AWNING AND TENTS

Duluth has become famous for the public-spiritedness and the energy and ability of her leading business men, and it is this fact which makes our city the acknowledged commercial center of the Northwest. Her business men are willing and ready at all times to assist in every possible way in advancing the interests of the city as a whole, and this policy has resulted in the growth and prosperity of our city as a whole.

An important industry in this city which is represented by an enterprising and successful firm is that of furnishing awnings and tents, and kindred supplies, which is done by the firm of Poirier & Co., at No. 104 East Superior street. This firm is easily the leader in their special line, and carry a large and carefully selected stock of awnings, tents, sails, pack straps, and everything in this line usually carried by a first class establishment of this character.

Poirier & company also carry a large and complete line of fisherman's supplies, maitre, seaming, floats leads and ropes of all kinds, also United States flags of all sizes and prices. They are manufacturers and wholesalers, as well as retailers, and are in a position, by reason of the immense volume of their business, to make prices much lower than can be made elsewhere for the same class of goods. The firm is an old and well established one, and is recognized as one which is absolutely reliable in every respect. They have established a fine trade, both in Duluth and Superior and in the surrounding towns, and wherever known are looked upon as gentlemen who are thoroughly qualified and competent to carry on the business in which they are engaged.

The Labor World is pleased to recommend this firm to the friendly consideration of the readers and the citizens of Duluth and vicinity in general, and trusts that their business may continue to grow and increase.

M'MARTIN & COMPANY HAVE FINE FACTORY

Carriage and Wagon Manufacturers, Located at 26-28 East First Street.

In this edition which will reach the homes of thousands of families in Duluth and throughout the country, we desire to call especial attention to the concern of M'Martin & Co., extensive carriage and wagon makers and

repairers, located at 26-28 East First street.

They make a specialty of delivery wagons and sleighs and also put on rubber tires. It is one of the broad, underlying principles of unionism to foster and encourage to the fullest extent, meritorious home industries of this kind. Every citizen who has the best interests of the city at heart should see that this institution is given every possible support and encouragement.

Home industries give employment to our people, increase the prosperity and happiness of our city, promote the welfare of our community and add commercial value to the city. Organized labor should now show its appreciation of this public-spirited institution and lend it their hearty support and encouragement.

James M'Martin is the proprietor of this concern.

The owner of the company is recognized as one of the leading business men of the city and at all times stands ready to assist in any movement for the general welfare of the city. It is to such enterprising and public-spirited business men that Duluth owes her reputation as a commercial center and it is a pleasure to note his strict attention to business and the liberality and fairness with which he treats his employees and customers has resulted in building up a business second to none. We trust that the business of this firm may continue to increase as it has in the past and that he may receive the large patronage they so well deserve.

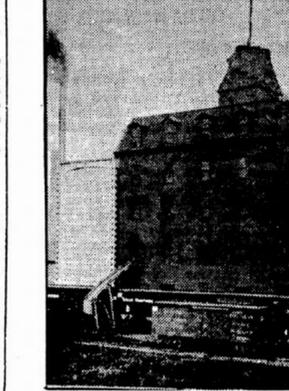
GREGORY, COOK & CO., COMMANDER MILLS

One of the very strongest influences in giving to Duluth her world-wide fame has been her flour manufacturing industry. No firm is better known in connection with this industry and "with all that is best," than the Gregory-Cook Company, proprietor of the Commander Mills.

That Duluth is getting to be a great manufacturing center is a recognized fact, and one of the concerns that is rapidly assuming a position of more than ordinary prominence is the Commander Mill, manufacturers of high grade flour, and its output is regarded by the consumers as the highest standard of quality. The mill has a capacity of about 1,200 barrels a day, and there is no better flour on the market than that produced by this mill. The mill is in charge of the highest skilled labor, and the most careful supervision is exercised to see that nothing but the finest material enters into the products. This combination of purity and skill has made the products of these mills famous for their excellence, and they are recognized as second to none.

We would advise our members to call for the Commander brand of flour.

The influence of a concern of this



GREGORY, COOK & CO., FLOUR MILLS.

standing upon the general mercantile and commercial interests of the city, has been most profound and has been the source to which many of our workmen of today owe their present prosperity and happiness. An establishment which increases so materially the amount of business done in our city, which benefits the city at large to such an appreciable extent, is certainly a benefit to the laboring masses, which constitute so large a share of the city's population.

The officers of the company owning and controlling the Commander Mills are:

- William D. Gregory, President.
- W. J. Jennison, Vice-president.
- Jamieson H. Cook, Treasurer.
- William H. Bliss, Secretary.

A suite of well appointed offices are located at 701-703 Board of Trade building, and due credit should be given to the admirable management, perfect order and neatness observable in this establishment.

The honest business methods of these officers have won for them the esteem and confidence of the merchants and millers of our city and the great shippers of the Northwest. They are broad-minded and public-spirited men who have had long experience in their business and their ever painstaking efforts have given the company its constantly increasing prestige and popularity.

A large force of men is kept constantly at work, and in every respect the firm has the facilities for giving prompt dispatch to orders and filling the same to the entire satisfaction of customers. The plant of the company is equipped with every modern device for the successful prosecution of their extensive business.

THE CONSOLIDATED ELEVATOR COMPANY

There is no industry in which labor and capital come more in touch than in the grain business. To successfully carry on a great grain business requires the investment of vast capital

and the employment of a large force of men. An agency which does this is doing a great service to the community, of which the laboring masses form so large a percentage.

The above corporation handles large quantities of grain through their system of elevators, and is well and favorably known among the receivers and shippers of grain east and west. Since the company was organized its business has constantly grown on account of the courteous treatment given at all times to parties with whom it does business.

Reliable and enterprising concerns of this kind help greatly to advance the commercial value of the city's happiness and prosperity. Its relations with labor have always been most friendly, and the name of this prominent elevator company is everywhere held in highest respect and esteem. The officers of the corporation are public-spirited citizens, who are willing at all times to aid in advancing the interests of the city. A public-spirited institution of this kind should receive the encouragement and co-operation of the working people, and we assure the grain dealers of the Northwest that any business they may have with this company, will be well looked after and honestly handled.

The officers of the company are:
M. J. Forbes, President.
Geo. Spencer, Vice-president and Chairman Executive Committee.
Geo. Ripley, Vice-president.
G. H. Spencer, Secretary and Assistant General Manager.
W. H. Kitchell, Assistant Secretary.
H. A. Starkey, Superintendent.

In this, our anniversary edition, we wish to commend the Consolidated Elevator Company to our readers and to the many who will receive this edition and we take pleasure in giving honorable mention to the firm of The Consolidated Elevator company.

SPENCER-MOORE CO., LEADING GRAIN FIRM

The grain business of Duluth forms a large percentage of the commercial value of our city, and engaged in this enterprise there are a large number of our most prominent and trustworthy citizens.

Among the leading concerns of Duluth that have shown great increase in the past few years is the Spencer-Moore company, grain commission dealers, located at 305 Board of Trade building.

The firm is composed of Messrs. George Spencer and Watson S. Moore, and the earnest integrity and constant perseverance of these broad-minded business men have won for them a most enviable reputation among the business men and citizens of our city.

Foremost among these stands the name of Spencer-Moore company, who have been connected with the grain business a good many years and their thorough experience, honest lines of business and courteous attention which they give their customers have won for them the prominent and highly esteemed position which they now hold in the business circles of our city.

They give prompt and careful attention to the sale of consignments, always receiving the highest market

SPENCER-MOORE CO. MAKES SPECIALTY OF HIGHEST GRADE WHEAT

for milling purposes and they bear the most favorable relations with the wheat buyers and shippers in our market. An enterprising and reliable concern of this kind adds very materially to the financial success of our city and hence to the happiness and prosperity of our citizens.

Parties desiring to operate in this business will find that their affairs will be carefully taken care of and best advice will always be given by this company.

We can rest assured that the cause of labor will never be retarded by the existence of this most honorable concern, and The Labor World takes great pleasure in placing the name of the Spencer-Moore company foremost on the list of the prominent concerns of the Zenith City that may always be depended upon to substantially aid any worthy movement.

DULUTH SUPERIOR MILLING COMPANY

In the vast fields of operations covered by American brains, enterprise and capital, there is no individual department of effort in which such phenomenal success and more admirable results have been achieved than in the manufacture of flour. The milling concerns of the Northwest lead the world in the manufacture of flour, and one firm to which The Labor World desires at this time to mention is the Duluth

THE DULUTH IRON & METAL COMPANY LEADS

In Duluth there are a number of establishments which should receive the hearty support and encouragement of all our citizens. Our readers can show no greater tribute to the cause of labor than by giving their hearty support to those concerns that have always shown a friendly attitude toward the labor movement.

In a city of size and importance like Duluth where an immense business is done by the manufacturing business, there is a large opportunity for such an enterprise, as the Duluth Iron & Metal Company.

In reviewing the numerous interests which combine to give to the trade of Duluth its pre-eminence as a factor in the development of the Great Northwest, it is but common justice that due prominence be given to those large and important establishments whose volume of business has so largely contributed to the prosperity of the community. In compiling a list of the most se-

FREE

Embroidery
Class, Eyes
Tested, Rest
Rooms, Post-
office, Telegraph,
Chairs Loaned.

PANTON & WHITE COMPANY

THE BIG
GLASS BLOCK
STORE

We Do

Button Cover-
ing, Plating,
Pressing, Glove
Cleaning and
Repairing, Card
Engraving &
Decorating.

Handsome New Suits for Spring

And how delightful they are! So many points of newness and beauty combined! So neatly and yet so richly fashioned that they can be equally adaptable to calling, teas, dinners, afternoon or evening functions.

Etons, Bolero-Etons and Little Jacket Suits

Chiffon, Panamas and Voiles in the new soft, rich evening shades—reseda, pearl choral, Alice, Heliotrope, shadow plaids, "London Smoke," fancy little English mixtures, and the plain dark shades in Henriettas and beautiful broadcloths.

Prices from \$24.50 up to \$69.50 Are Little.

One glance serves to convince that such garments made to your order would cost—oh, ever so much more. And comparison will show you that our prices save you money when compared with any other store's—for equal values.

NEW SILK GLOVES. NEW SILK ORGANDIES.

Have just come. The kind with double-tipped fingers and 2 clasps—at several prices—such as—

- 50c reseda, brown, red, Alice, champagne, mode, navy, slate, white and black.
- \$1.00 Dainty Paris stitched backs and extra quality silk and in all above colors except red.
- 50c Twelve-button length silk gloves—black and white.
- 75c Double-tipped, black and white—16-button length.
- \$1.00 Both 12 and 16-button length in colors and black and white.

Imported Kids Are Here.

Sixteen button length glace kid—enough for any demands you may make—colors and black and white.

- \$1.00 Our "Debutante"—embroidered stitching—2 clasps—colors.
- \$1.50 "Belleclair" Pique kid, Paris stitched backs, all shades.
- \$2.00 Our fine "Curzon" Paris Kust stitching, 2 pearl fasteners, all good colors.

Suits at Half Price. First Arrivals Coming.

Get a stylish beautiful suit now for the balance of this winter and for all of next. It means a bit of money saved. All winter wear—closing at Half Price. It will be to your interest to keep next to the Glass Block's daily increasing display of new things—gloves, ribbons, laces, dress goods, silks, linens, men's and women's furnishings, shoes, jewelry, etc.

Superior Milling Company. This is one of the best known concerns in this line of business and one which stands as a leader among large milling enterprises.

The company has large and well appointed offices at 413 Board of Trade building and the officers are:
J. A. Walter, manager, and G. D. W. Manderville, secretary and treasurer. The company has a capacity of thousands of barrels of flour daily, and its famous brand "Duluth Imperial" ranks with the highest. The fact is proven by the great popularity of said brand with consumers and the great demand for it by the trade.

The Duluth-Superior Milling Company employs a large force of men and pay as high wages as any firm carrying on the same line of industry.

The officers of this company are broad-minded and reasonable, and in all their dealings with the public have been most liberal and considerate; they have always been found ready to contribute their time and money to any cause which was for the advancement of the interests of the city.

The Labor World takes pleasure in placing the name of the Duluth-Superior Milling Company at the head of the list of enterprising and public-spirited business enterprises of the Northwest.

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and the Fitger Brewing company is one of the largest at the head of the lakes. This company is located at 528-540 West Superior street, and is one of the leading concerns of Duluth which well deserves home patronage.

The output of this meritorious home concern has grown immensely popular and is in constant favor, a fact which goes far to prove the excellent quality of the product and also the courteous treatment always accorded the public. The goods are pure and unadulterated, and are manufactured under the most satisfactory conditions, everything possible being done to give the consumer a line of beverages which is satisfactory to the highest degree.

The officers of the company: August Fitger, president; Percy S. Anneke, secretary and treasurer.

These gentlemen treat their employees in a fair and courteous manner and hold a most amiable and satisfactory attitude toward the cause of labor. No effort should be spared to make the business of this public-spirited institution a continued and constantly increasing success.

The Labor World gladly gives honorable mention to that progressive concern, the Fitger Brewing company.

DULUTH BREWING AND MALTING CO.

In reviewing the business interests that have aided so materially in advancing the city of Duluth to the proud position it now occupies among the leading cities of this country, a great injustice would be done most meritorious concern if mention were not made of the firm of Duluth Brewing and Malting company, located at Helms corner 3d avenue West.

The plant of the Duluth Brewing and Malting company is one of the most modern in every respect now in operation in the Northwest. To the uninitiated a visit to this progressive institution would indeed be a revelation. Everything that an up-to-date brewery requires in the way of machinery, etc., may be seen in operation here.

To the present wash house and rack- ing room will be added two stories, dimensions of which will be 35 feet by 166 feet, solid brick.

Another story will be added to a part of the main building to make room for

The manufacturing of beer is in industry of much importance in this city