

DULUTH WHOLESALE AND RETAIL STORES DEAL FAIRLY WITH LABOR

Duluth's position as a wholesale and retail center was long ago established, but each succeeding year has added to its volume of business until it is now an active competitor with the big merchants of the Twin Cities. The wholesalers have been able to extend their territory and most of the big jobbers have traveling salesmen who patrol the entire Northwest to meet the requirements of their customers.

The same is true of the retailers. People living in surrounding towns have come to learn of the bargains in Duluth with the result that they do their shopping in this city instead of going to St. Paul or Minneapolis. People of the Zenith city are alive to the opportunities that have been offered them and local merchants are getting the benefits of trade which formerly went to outside cities.

Aside from the fact that the prices which have been offered are right, there has been another element which has been important in bringing about these results. The tendency of Duluth merchants to be fair with their employees has had a wholesome effect. Early closing in both wholesale and retail establishments, the Saturday half-holidays during the summer and the disposition on the part of the employer to listen to and correct any abuses to which the men may be subjected—all these things have promoted a feeling of common interest which has been productive of the best results.

GOWAN-PEYTON-TWOHY, WHOLESALE GROCERS.

Among the many interesting business houses of the city of Duluth there is none more popular and deserving of the hearty support of our citizens than the Gowan-Peyton-Twohy company, located at the foot of Fifth avenue west.

The proprietors of the company are: Andrew Gowan, President. Thos. J. Burke, Vice-president and Manager.

W. R. Peyton, Secretary and Treasurer. Among the stockholders are such men of wealth and influence as, H. M. Peyton, president of the American Exchange Bank; W. C. Congdon, attorney and mine owner; T. Cole, president of Oliver Iron Mining Company; O'Neal Bros., Stillwater, owners railroads, saw mills and pine lands; David Tozer, retired lumberman; Thomas Killoren, lumberman.

The sales of this company are confined strictly to the dealers throughout the Northwest and no goods are sold at retail. It enjoys a particularly large trade with the retail grocers of Duluth, who are visited reg-

ularly by numerous popular salesmen, besides a number of specialty men, representing manufacturers whose products are placed through this firm, which acts as exclusive agents.

The trade outside the city is regularly covered by a large number of salesmen, whose sales are increasing month by month. The firm employs in its offices and ware-rooms a large force of people, all working with unusual enthusiasm for success.

The efforts of this firm have been waged along the line of high-class goods at reasonable prices and it has worked hand in hand with the pure food commissioners in the several states in which the goods are sold for the improvement of all food products. It has built up a large trade on imported delicacies, which have heretofore been procurable only in New York and other seaports.

By adhering to strict business methods the manager, Thos. J. Burke, has built up an enormous trade throughout this section of the country. This has been a great surprise to many, for, coming into a field that looked to be already overdone in the wholesale grocery business, the prospects for a new firm did not look very bright; but the men in charge of this enterprising company knew what they had to contend with, and by hard work and pure goods they soon made a reputation and a place for themselves in the business world.

The managers and stockholders of this company are among the best known business men in the Northwest and the Labor World takes pleasure in placing the name of the Gowan-Peyton-Twohy company foremost among the prominent and successful business enterprises in this section of the country.

FREKER BROS. & CO., MOST COURTEOUS FIRM

It is with pleasure that we call the attention of our readers to the well known and popular wine and liquor house of the above name.

Freker Bros. & Co., proprietors, also conduct the California Wine House at 19 West Superior street, and at both places carry an extensive line of wines and whiskeys of a superior grade, and at reasonable prices.

All consumers are given the most courteous treatment and attention, which makes their stores very popular and worthy of the support and patronage of the thousands of union men and citizens of our city.

On careful investigation we find that a large force of employees, hired by this company are accorded every degree of fairness and consideration by their employers and are paid as high wages as is consistent with sta-

bility and business integrity. The high esteem in which this company is held by their employees and by organized labor of this city is largely due to the fair and honorable manner in which their extensive business has always been conducted. The cause of labor and the labor movement has and will always be well taken care of, so far as this company is concerned. The quality of liquor served at the California Wine House is always the very best and we hope that they will continue to enjoy their popularity and success more and more each year.

The officers are: Thos. G. Freker, Vice-president. J. H. Becker, President. Frank H. Freker, Sec. and Treas. Their success is well merited and at no time have they been antagonistic to labor.

The policy pursued has always been strict fairness with customers and none but the highest class of goods is sold. Their estimable manner of dealing has won the esteem and confidence of our people and we heartily endorse these prominent and public-spirited citizens.

MANHATTAN WINE HOUSE A LEADER

Among the wholesale and retail liquor establishments in our city which hold a most favorable position in the eyes of our citizens and union men, is that of the Manhattan Wine House, located at No. 15 West Superior street. Carlson Bros. are proprietors of this concern.

This is one of the leading houses in this part of the country, handling it-ports of all descriptions, and prices of this establishment meet those of any similar concern in the entire Northwest. Patrons may rest assured that they will secure thoroughly reliable goods when dealing at this place. A greater variety of liquors are carried by this house than can be found in any other like establishment in this section of the country. The celebrated D. Carnegie & Company's porter, made in Goteborg, is handled by this concern, it having the exclusive rights.

These gentlemen are well and highly respected citizens, and by their business integrity, constant preservation, their careful and courteous attention to business, it has proved step by step until it is now one of the most popular retail liquor establishments in our city and they always carry a full line of imported and domestic whiskeys, wines and liquors, and are ready at all times to supply the wants of their patrons in a courteous and business-like manner. Their employees are accorded the most fair and considerate treatment, and hold they employers in the highest regard and esteem.

It always counts a host of friends among working men of this city, and its dealings have been uniformly fair, considerate and honorable. The volume of business done by this firm enables them to sell the same goods at a closer profit than any other dealers can afford to do.

Home industries like this give employment to our people, increase the welfare of the community and add commercial value to our city. Our citizens should show their appreciation of this public-spirited enterprise and lend it their hearty support and encouragement.

The quality of liquor at the Manhattan Wine Co. is always the very best the market affords, and we hope they will continue to enjoy popularity and success more and more each year.

LEITHHEAD DRUG CO., WHOLESALE DRUGGISTS

The leading wholesale drug establishment at the head of the lakes is that of the L. W. Leithhead Drug Company, wholesale druggists and manufacturing chemists and jobbers in paints, etc. This is one of the old and firmly established companies, and has a trade territory covering the entire Northwest, and wherever they have customers they are recognized as a firm of absolute trustworthiness and reliability. They handle only the best and purest articles in their line, and manufacture a large line of proprietary and household articles, all of which are of the highest standard of purity and excellence.

Duluth is fortunate in possessing a large number of enterprising and successful wholesale establishments, which are a strong factor in the growth and progress of the city, but none of them are of more importance in this respect than the L. W. Leithhead Drug Company, which has always maintained a most liberal and generous attitude towards the laboring employees, but towards the labor movement in general and which has always been among the first and most public-spirited in their response to a call for assistance of any movement looking to the advancement of the interests of our city. The gentlemen comprising this firm are among our best known and most highly esteemed citizens, and their names are a guarantee that always be kept at the high standard it has attained. The names of the officers of this great industry are: L. W. Leithhead, President. O. Longren, Secretary and Treasurer.

The company has the exclusive agency in this territory for several of the leading lines of paint, white leads, etc., and they will be pleased to submit prices for large or small quantities, and whether your order is for a small quantity or for a car lot, you will receive the same courteous treatment, and the same careful attention, and the company never spares the most painstaking efforts to please and satisfy all with whom they have business dealings, and they have never allowed any

customer to have the slightest grounds for complaint, either as to his treatment, the quality of the goods furnished, or the prices charged. It is a pleasure to note the success of a deserving and fair-dealing company such as the L. W. Leithhead Drug Company, and we trust they may long continue to prosper and to increase their business.

CRANE & ORDWAY, PLUMBERS' SUPPLIES

In these days of immense concerns, with their millions of capital, the outgrowth of spirit of concentration of the times, it is pleasing to note that in the most instances labor goes hand in hand with capital. When the employer has confidence in the employee and both work for the common good, it is the sign that the day of the strike is rapidly passing to industrial progress and prosperity.

The officers of the company are well known in the commercial and business world of the Northwest, and enjoy a most enviable reputation for liberality and fair dealing. The Labor World takes pleasure in placing the name of Crane & Ordway company foremost among the leading and substantial business houses of the city.

In this city there is no concern which enjoys the confidence of the public to the extent that does the plumbers' and steamfitters' supply house of Crane & Ordway company, located at 12 West Michigan street. The company are the leaders in the Northwest in all goods in their line, handling everything in the way of plumbers' and steamfitters' supplies, wood and iron pumps, well supplies, babbitt metal, etc., and they are prepared to meet demands of the trade in a most satisfactory manner. The stock which they carry is of superior grade and the prices always meet those of the strongest competitors.

The workmen of our city will serve their own interests to best advantage by giving the reliable concern their hearty support and encouragement. This firm has always shown a most courteous and considerate attitude toward labor, and we hope for their continued success and prosperity in their business.

They have always exhibited a most friendly spirit toward labor and the cause of labor, and the Labor World very gladly mentions the name of the Crane & Ordway company foremost among prominent concerns of the Northwest which can be depended upon as considerate friends of conservative organized labor.

CHRISTENSEN, MENDENHALL, GRAHAM COMPANY

Diligent search among the larger cities' representative dealers would fail to discover one unfamiliar with the product of the prosperous Duluth industry conducted by Christensen, Mendenhall, Graham Co., at its factory, 514-516 West First street. Perhaps most of them would know the product better than the producer, for the company sells its output under various brands, selling them where dealers are up-to-date, and buyers well informed.

They manufacture the Zenith Shirts, Pants and Overalls, and by their strictly business methods have established a most flattering business. The gentlemen comprising the firm have had much experience in their line, and are thoroughly qualified to carry it to success. Industries of this kind are a great benefit to our city, as they distribute large sums of money in shape of wages, as well as for material, etc., and so vastly to the happiness and prosperity of our citizens. Our business men and all others interested in the future growth of Duluth should give their most earnest and hearty cooperation to the building up of this business, and assisting in the already large volume of trade which they have established.

These gentlemen are well known and popular in the commercial world. They are broad-minded and reasonable, and in all their dealings with the public have exhibited a most fair and friendly spirit.

The members of this enterprising and successful company are: Messrs. Hans Christensen, President. Watson Mendenhall, Secretary and Treasurer.

John M. Graham, Vice President. These gentlemen are personally interested in retaining the confidence and respect of the retailers and all others with whom they have had business relations, and may be depended upon to use the most painstaking efforts to please and satisfy all customers.

They have adopted a liberal and generous policy in their treatment of employees and customers, and all who are brought into contact with them may be assured that they will receive the most courteous treatment and considerate attention.

PEERLESS LAUNDRY KNOWN EVERYWHERE

Duluth is recognized throughout the entire country as a city which does business on a broad gauge and liberal principles and it is such firms as the Peerless laundry, which have given the city this desirable reputation. They have made an invariable rule to treat the general public as well as their immediate employees and their customers with unfailing consideration and courtesy, and that this is a good policy is shown by the rapid and substantial

growth which has followed their business.

The Peerless laundry, located at Nos. 522-524 West Superior street, is fitted with the most modern and up-to-date machinery and the best skilled labor for the rapid and satisfactory handling of laundry work of every description, and they make a specialty of fine laundry work upon the promptest service. This laundry is under the personal management and supervision of the proprietor, Mr. H. A. Blume, who takes a personal interest in seeing that every piece of work turned out is up to the high standard set by him for his work at the very outset. As a result the citizens of Duluth as well as the transient customers who wish their work well and promptly done have come to look to the Peerless laundry as the proper place to send their work.

Mr. Blume is one of our best known and most popular business men, and it is a pleasure to note the constant and increasing success which has attended his efforts. He has never spared pains nor expense to keep his work first class in every particular, and the most modern methods and machinery have always found a ready patron in Mr. Blume.

The Peerless laundry has well earned its position at the head of the laundries at the head of the lakes, and the Labor World takes pleasure in recommending the laundry to its readers.

HENRY FOLZ, GROCER AND MEAT DEALER

History repeats itself. The record of industrial progress in this country teaches that in order to secure real and continued prosperity it is necessary to obtain the confidence of the

people. Every period of depression which has been witnessed can be attributed largely to a lack of confidence in capital or great forces of workingmen who constitute the larger percentage of our population. Our foretelling of political economy agree that with a better understanding between employer and employee for the adjustment of difficulties that are certain to arise in the regular course of business, such financial crisis can be partly if not wholly obviated. The co-operative plan which is being advocated most vigorously throughout the United States at the present time is without doubt the nearest approach to perfection that has yet been attained. The irrisistable tendency of the times to combine upon a large scale the forces of both capital and labor makes it especially important that such a plan of co-operation be put into effect.

The business enterprise owned and managed by Mr. Henry Folz is a meritorious grocery and meat concern, and its existence greatly adds to our city's individual value. Any company or individual that invests capital in an enterprise which benefits our city, and consequently the laboring classes, which form so large a percentage of the population of our city, should be given hearty support and encouragement by our workingmen and all others who have the best interests of the city at heart. The advent of this great enterprise has not only added most abundant prestige to the fair name of our city, but also has given employment directly and indirectly, to a large number of people. This concern is one of the best and most favorably known among the business houses of Duluth, by the workmen and

their wives.

The great volume of business done by this concern is largely due to the fact that their groceries and meats are bought in such large quantities that they are enabled to sell at wholesale prices to the consumer, and the people of Duluth have long since learned the superior value which their dollars have when buying at this store. A fine market is run in connection, which offers a great convenience to its many patrons, as all meats, both fresh and salt, are sold at wholesale prices and cut as desired. Butter being a great drawing card the firm has arranged to have the necessary article delivered fresh from the creameries. The very friendly attitude always displayed toward labor by Mr. Folz should be reciprocated by workingmen and their families, and everything done to aid in making his business an even greater success than it now is.

This company handles a large and



TONS OF NEW MERCHANDISE ARE RUSHING IN!

Nearly every train and boat is bringing us case upon case of new merchandise for fall and winter. Our entire force in every department is being taxed to the utmost capacity. Wagons taxed in carrying it from the warehouses; extra clerks and porters to unpack and check it; department managers and assistants working from early morning till far into the night every day to sort and mark it. It all is a part of the advance movement of the greatest fall and winter business the big Glass Block Store has ever done. And, right now, with all this going on, every day's crowds are compelling us to secure an increased sales force. We are here to serve and will spare no effort to care for our patrons every need and convenience.

Many New Things in Ladies' Coats and Suits

We don't pretend to have a complete showing this early, but we know you'll be delighted to see these advance representatives of what will soon appear in such abundance as the most popularly accepted fashions for fall.

AMONG THE NEW SUITS.

Are some delightful styles showing 22 and 24-inch coats, new Pony coats, dainty and novel Etons and blouses, besides the already famous "Prince Chap" models and semi-fitted styles of about equal length.

The range of prices is not yet complete, but as the preliminary showing now appears, prices run from \$15 to \$50.

FIRST SHOWING OF COATS, \$17.50. Very handsome styles in 50-inch broadcloth coats, in black and rich blue and red; enhanced in beauty by a characteristic full cut effect, and dainty application of fancy braids. A surprising value at \$17.50.

MANY NEW FALL SKIRTS.

The materials include panamas, woads, serges, fancy plaids and show many effects in front, side and back pleating—some pleated all round—in fact, every idea in beautiful skirts. The prices range now from \$5.98 to \$15.00.

NEW THINGS AMONG SILKS

Most of the things mentioned in this connection are blacks—but they're new—and just as important as the host of pretty weaves showing bright colors.

Thirty Shades of Silk Taffetas at 59c. 19 inches wide and nothing better for petticoats or excellent linings, as there are over 30 shades, in both plain and changeable colors—and the price is but 59c a yard.

36-INCH BLACK TAFFETAS.

Two qualities—both weights and qualities that cannot be duplicated in the city for 25c a yard more than we are asking.

Large and Beautiful Showing in New Fall Dress Goods

Not less interesting nor less expressive of style and fashion for fall is the showing of new things in the section of dress-goods fabrics.

EXCLUSIVE SCOTCH PLAIDS, 98c.

William Anderson's Scotch plaids are in for school dresses, suitings and waistings—all 42 inches wide—all colors, large and small patterns—and shown here only!—the price is 98c.

SEE THE NEW WOOL TAFFETAS, \$1 Beautiful little invisible checks—all wool taffetas—45 inch materials at \$1.00 a yard.

VICTORIA CHIFFON BROADCLOTHS \$1.50. This is the cloth that we had such a phenomenal run in last year and which promises to be so strong again this fall. All the new colors are in—brighter, better than ever—50 inches wide and \$1.50 a yard.

IMPERIAL CLOTH AT \$1. Here's something no one else will show you, and something too, of peculiar interest to you. Its "Imperial" silk and wool suitings in—just note—17 new colors, besides black and white, and embracing all light and medium shades. It's 38 inches wide and its price is \$1 a yard.

Just feel free to test our claim—we'll be satisfied with results. At \$1.00—not to be duplicated anywhere for \$1.25. At \$1.25—not to be duplicated anywhere for \$1.50. **36-INCH PEAU DE SOIE, \$1.50.** A weight for which stores in the south and east of us are asking more money. Come and see it. **Special: Our "Iron Wire" at \$1.50** is universally conceded to be the best on the market at any price.

School Shoes!

We are prepared to shoe every boy and girl in Duluth with the Best School Shoes on earth. Our assortment is more complete and larger than ever before in all grades of leathers. Try a pair of Treadwell Shoes for the boy and girl and see how much longer they will wear than if you buy elsewhere.

Boys' new box calf, wide edge, Blucher style school shoe.....	\$2.00
Youths' new box calf, wide edge Blucher style school shoes, at.....	\$1.75
Little Gents' box calf, Blucher school shoes, wide edge.....	\$1.48
Children's Dongola School Shoes—choice.....	\$1.25
Misses' good, wide and extension sole Blucher, box calf or velour calf school shoes, at.....	\$1.75
Children's wide extension sole, box calf or velour shoes, at.....	\$1.48
Misses' solid Dongola, lace or Blucher school shoes, at.....	\$1.48

Full new line of Ladies' and Gents' Dress Shoes for Fall wear now in. Buy your Union-made Shoes for Labor Day at the Leading Shoe Store.

TREADWELL SHOE CO. DULUTH. SUPERIOR.

Wm. A. Hunt

Architect

No. 307 Lonsdale Building,

Duluth, Minn.