

Did You See the Statement of The First National Bank

OF SUPERIOR

as just published which shows conclusively that it is really "THE PEOPLE'S BANK" for its deposits amounted to \$1,763,752.00 out of a total deposit in all the banks of the city of, approximately, \$4,000,000.00.

YET

The First National Bank does not take anything like as much pride in the fact that it carries over 44 per cent of all the deposits in the city as it does in the fact that its two million two hundred thousand of assets are worth

DOLLAR FOR DOLLAR

and that is the true test which makes it "THE PEOPLE'S BANK" and the largest bank in the city.

The Question for Depositors to always answer to their own satisfaction

is not what the deposits of a bank are, but what the assets of a bank consist of—Are its assets QUICK, LIVE and INSTANTLY CONVERTIBLE into cash? Is it free from speculative influences? Is the management conservative? Can the bank meet ordinary and extraordinary demands promptly? Has it been put to the test of PANIC and RUN?

If you have not seen a statement of The First National Bank, call at the bank for one, THEN OPEN AN ACCOUNT, for it is the aim of the management to be courteous and accommodating to the small depositor as well as the large, at the same time rejecting those accounts which involve risk and which are a menace to conservative banking methods.

Pittsburg Coal Company

Producers, wholesalers and retailers of best grades of Bituminous Coal.

Sole agents for the celebrated Pittston Coal, produced by the Pennsylvania Coal Company.

335 West Superior Street

Corner Fourth Avenue West.
Telephones 2100.

LOOSE-WILES BISCUIT COMPANY

MAKERS OF

SUNSHINE

American and English Style
Biscuits, Crackers and Sugar
Wafer Specialties.

Duluth, - - Minnesota

DO IT FOR DULUTH

And for yourself! Call for

ZENITH BRAND

Shirts, Pants, Overalls, Mackinaws,
Duck Clothing, Etc.

ZENITH BRAND Clothing is made right here in Duluth—and embodies the best qualities and highest class of workmanship attainable.

CHRISTENSEN-MENDENHALL-GRAHAM COMPANY

Manufacturers and Jobbers of Men's Furnishing Goods,
Underwear and Hosiery.

SCOTT-GRAFF LUMBER COMPANY

Manufacturers and Dealers, Lumber,
Sash, Doors and Other
Products.

In a city the size and importance of Duluth, the distribution of necessary supplies, such as sash, doors, blinds, etc., is a question of great importance, and engaged in this business there is no firm worthy of more honorable mention and liberal patronage than the Scott-Graff Lumber Co., whose office and extensive plant is located at 2402 W. Michigan street.

This company does a large business as manufacturers of building material and constantly carry a well selected stock of sash, doors, blinds and moldings, and may always be depended upon to quote the lowest possible market prices. The output of this concern is well known for its superior quality of grade and workmanship.

The trade territory of this company extends over the entire north-west, and everywhere their name is held in respect and esteem and it is a well known fact that the goods furnished by this company are unexcelled in quality and workmanship by any on the market.

The company has been in business since 1880, and their business has increased every year, and each year over the former year. They have installed a lot of new, up-to-date machinery, and at the same time increased their force of men.

This great industry covers a ground frontage of 400 feet by 800 feet deep at 2402 West Michigan street, where is housed the stock of lumber, sash, doors, moldings and woods for interior finish. Stocks, planing mills, two dry kilns, buildings for hardwood lumber and two storage houses for finished pine lumber; in addition eight blocks are covered by their sawmills, stock piles of pine and hardwood lumber.

The Scott-Graff company gives employment to 600 workmen in all departments of the great industry, from the standing pine to their saw mills, and always have pursued a policy of fairness and liberality towards employees.

The officers of the company are: E. D. Graff, president; Z. D. Scott, vice president, treasurer and manager, and J. A. Bradley, secretary.

ALGER, SMITH & CO., LUMBER INDUSTRY

Manufacturers and Wholesale Dealers
Lumber Products of
Every Description.

It is one of our fundamental principles to foster and encourage to the fullest extent possible those concerns which add to the city's best interests, and are fair and honorable in all their transactions with the laboring people.

It is with great pleasure that we name the firm of Alger, Smith & Co., as among the fairest, most honorable and prominently progressive enterprises at the head of the lakes.

The men who comprise the officers and management of the company are experienced and reliable men and prominent citizens, and have proven themselves to be broad-minded and public-spirited, and with all their dealings with the public are universally courteous, fair and conservative.

In extending to this firm our hearty support and co-operation we feel that we are but showing that spirit of reciprocity which is due to those concerns which treat the great question of labor with the utmost consideration and fairness.

The energetic and sagacious business men who have the management of this company, and framed the course of business methods pursued and made this concern such a notable and important success are men of pronounced business and executive ability, have always exhibited a most friendly and considerate attitude toward the cause of labor, and consequently command the highest respect and confidence of the men who toil.

The company is in the highest and best public spirited, and its officers are men who take a lively interest in every measure designed to increase the prosperity of our city, promote the welfare of the community and increase the commercial prestige and progress of northern Minnesota. No institution in Duluth deserves higher consideration at the hands of our people than Alger, Smith & Company.

The main offices of the company are located on the fifth floor of the Lonsdale building. The offices are large, practically arranged, and well adapted to meet the needs of a concern doing so large a volume of business as Alger, Smith & Co.

THE DULUTH IRON AND METAL COMPANY

Distinguished for the Superior Quality
and Workmanship of
Its Wares.

The Duluth Iron and Metal company have been in business twenty-one years and the officers are Max Zalk, Hyman Y. Joseph and Louis Zalk, all practical men in their line. They bear most enviable reputations for honesty and integrity in the business trade circles of this city, and their names rank foremost among our most prominent public-spirited citizens.

They conduct a thoroughly representative house, which has always the best interests of the city at heart and has striven to advance its prosperity, in that of the Duluth Iron and Metal company, located at Michigan street and Third avenue east, where may be found an in every way up-to-date blacksmith and machine shop.

They are dealers in new and second-hand machinery, bar iron and steel scrap, etc.

They receive and handle large consignments in these respective lines and by always making a point of

promptness in their business transactions invariably give satisfaction to their many friends and patrons.

The trade territory of this company extends over the entire north-west, middle west and Canada and everywhere the name of the Duluth Iron and Metal company is held in highest esteem and the goods which they handle bear a reputation for superiority in quality and workmanship.

THE NORTHWESTERN PAINT COMPANY

Paints, Oils, Varnishes, Brushes,
Glass and Wall Paper, 323
West 1st Street.

The company which stands as a leader in the line of paints, oils, varnishes, brushes, etc., is that of the Northwestern Paint Company, which is located at No. 323 West 1st street. This company was established many years ago and since its inception, the business has constantly increased which is due to the constant integrity and ever painstaking efforts of Mr. Borgen, manager of the company.

This company does a general business in wholesaling, jobbing and retailing everything in their line, including oils, varnishes, paints and painters' and decorators' supplies, wall paper, etc.

The superiority of the line which they carry warrants the immense trade which they have.

A large line of ready mixed paints is always carried and also a complete assortment of brushes, painters' supplies and every tool used in the business of a painter or decorator.

The stock carried by this firm is very large and complete in every line and they are always in a position to promptly fill all orders, at as low prices as any of their competitors.

The Northwestern Paint Co. handles the famous Sherwin-Williams Paints which are the best to be had on the market.

DULUTH CIGAR CO., 118 WEST MICHIGAN ST.

One of the Best and Most Popular
of the City's Cigar Manu-
facturers.

A thoroughly reliable concern, and one whose products are receiving a splendid patronage, and justly merits all the popularity it receives and more, is the company that heads this editorial.

No institution in this city is more generally known as a staunch friend of the cause of labor than this reliable and up-to-date business house. The company has certainly built up a most creditable reputation not only for the high grade character of its cigar products, but also for square dealing with its patrons and employees.

Mr. Wm. A. Kettel is the manager of this progressive company and is well known for the excellence of his business methods.

The company manufactures and makes a specialty of three brands of Havana cigars known respectively as ELCORA, FASHION, MATAFA.

For an all round satisfactory smoke good judges of the "weed" say these cigars have few equals and no superiors.

The three brands of cigars are made here in Duluth, by Duluth people, and justly merit the very liberal patronage extended to them by all our citizens.

Bed-Making Hint.

Your bed can be made beautifully smooth if you will smooth it with a flat stick or broom handle, pushing any wrinkles towards head of bed, disposing of them under pillows.

A good way to use strawberries when they first come and are expensive, and perhaps a little hard, is to make them into a sauce to be eaten on boiled rice. Make a hard sauce out of one part of butter and three of powdered sugar. Add two parts of crushed berries.

BIG WATCH SALE FOR MAY



While others are faking the public with Auctions we are continuing to sell Watches and High Grade Jewelry at the lowest prices consistent with honest business methods.

Come in and examine our large stock of Watches, we will save you many dollars and give you the best satisfaction.

ESTERLY

SPALDING HOTEL
JEWELER

St. Louis Hotel

AMERICAN and EUROPEAN

"Wherever Duluth is known--there also is known the St. Louis Hotel."

SERVICE—Prompt and Efficient. CUISINE—The Best the Market Affords

CAFE and BUFFET
ABSOLUTELY THE FINEST IN THE NORTHWEST.

J. T. MICHAUD, Manager.

Bridgeman-Russell Co.

Wholesale and Retail

DAIRY PRODUCTS

Manufacturers of

"Primus" Brand Butter
"Velvet" Brand Ice Cream

16 W. First Street, Duluth, Minn.

"Gitche Gamee" Shoes, \$4.00

MADE IN DULUTH

SOLD AND RECOMMENDED BY

E. S. Blodgett & Co.,
Wieland Shoe Co.,
Fedje Clothing Co.,
W. & L. Shoe Co.,
Juten Shoe Co.,
Alfred Johnson,
I. S. Guinn,

Kastriner & Neuman,
J. J. Moe & Sons Co.,
Rockwell Shoe Co.,
S. Van Wagner,
Big Duluth,
S. W. Hill,
Floan & Leveroos,

Rusmussen Shoe Store,
T. King,
H. E. Hubbard,
Schiller Shoe Co.,
Economy Shoe Store,
Treadwell Shoe Co.,
And best merchants throughout
the Northwest.

SUPERIOR

"Your Money's Worth Guaranteed By the Manufacturers."

Northern Shoe Co. Duluth