

FRIENDLY EMPLOYER CONVERTED UNION MEN TO TRUE UNIONISM

—A Merry Christmas—
—A Union Label Story—
 The discussion between the employer and the union committee had been one of endurance. Each side fought for every inch of ground. The employer conceded rule after rule. The eight-hour day was agreed to, a minimum wage, the abolition of piece-work and a dozen and one other things demanded by the union. The last clause in the proposed trade agreement provided for the Union shop.

The employer made his final stand on the issue that he should be permitted to employ and discharge whom he pleased. "None but members of the union," insisted the committee. "We can't maintain the conditions we have here secured without the Union shop," they said. The employer asked time to consider. He left his private office and walked thoughtfully up and down the waiting room adjoining. Back to him came recollections of his early life when as a worker he had taken the same position. He had been an all-around union man, from supporting unfair firms. He patronized the Union label. He subscribed for the local labor paper, and he contributed liberally to struggling unions.

Labels Were Missing.
 "I wonder how sincere these men are?" he asked in silence. Noticing their hats and overcoats upon the table, he examined each carefully and found the label of the Hatters' union in but one hat and the label of the Garment Workers' union in but one overcoat. Four hats and four coats were non-union made. "Consistency, thou art a minus factor in this day," he said to himself.

"Gentlemen," began the employer as he returned to the committee. I can not repudiate my early convictions. You are right in your stand. You have no security for the wages, hours and conditions we have agreed to without the Union shop. I understand it. I'll sign up and settle our differences right now, but in doing so I want to be assured that I am dealing with honest, consistent and sincere men who will live up to their agreement with me.

"Oh, we're all right," said the chairman. "Your word is good. We are loyal union men who have given our pledge to live up to the tenets of trade unionism, among which is the obligation of contract. "And another is," out in the employer. "to purchase only such goods as bear the Union label, the emblem of honest and well treated labor."

Rebukes Selfishness.
 "The trouble with you men is that you are selfishly looking out for the interests of your small group of associates without regard for the welfare of other Union workers. Your Union could not stand alone over to a plea for help from a union. More than four million Union workers in the country adds to the strength of your organization, and it sustains you."

"We don't get you," said the spokesman of the committee. "You are not warranted in questioning our integrity. We have always been square with you. We are affiliated with our International union to which we pay per capita tax. We are also affiliated with the A. F. of L., and pay our share towards its support. We never turn a deaf ear to a plea for help from a union in trouble. Why do you say that we are but selfishly looking after our own interests without regard for the welfare of others? You have nothing upon which to base your accusations."

"Ah, but I have," replied the employer. You have asked me to employ union men in this shop to the exclusion of all others, and I have agreed to do so, but you men are greater employers than I am and you employ non-union men to do your work."

Could Not Get Him.
 The members of the committee looked inquiringly at one another. The chairman broke the silence. "Again we don't get you," he said.

A Merry Christmas
—TO THE—
WORKERS OF DULUTH
 FROM
A. Y. LITMAN, Clothier
 1831 WEST SUPERIOR ST.

YOU WILL FIND
STYLE AND QUALITY
 IN
SMITH AND EAGLES
 UNION MADE
HATS AND CAPS
 DULUTH, MINN.

SAM KERNES
 Specialist in
HYDRO ELECTRICAL TREATMENTS
 Phone: Melrose 337.
HYDRO ELECTRICAL INSTITUTE
HYDRO ELECTRIC INSTITUTE
 26 NORTH FIFTH AVENUE WEST DULUTH, MINN.
 UNDER HOTEL MCKAY

Say "Merry Christmas" Practically
WOULDN'T the first deposit in a Savings Account appeal to you as an appropriate Gift?
HOME STATE BANK
 "A HOME BANK FOR HOME PEOPLE."

MALLON SCORES PARLEY PICKETS

War Hero Declares No Surer Way of Keeping Debs in Prison Could be Devised.

—A Merry Christmas—
 MINNEAPOLIS, Dec. 22.—Picketing of the disarmament conference by the World War Veterans and other liberals, anxious to obtain the release from prison of political prisoners, was declared today by Captain George H. Mallon to be a mistake in tactics.

He denied published reports from Washington he had participated in the demonstrations with other World War Veterans.

"No surer way of keeping Eugene V. Debs and other political prisoners could be devised than the senseless picketing," Captain Mahon declared.

"With other congressional medals of honor men, I presented a memorial to President Harding, urging release of political prisoners. The memorial was dignified and in an interview with the president, I feel he was impressed with the injustice done political prisoners by keeping them in jail after the law under which they were convicted had been repealed.

"If for anything we were able to accomplish has been undone, however, by the picketing. Demonstrations of that kind invite opposition and are calculated to arouse a feeling of resentment and obstinacy."

Captain Mallon went to Washington to attend the burial of the "unknown soldier" on Armistice day as the federal government's guest.

friends. Note the Cigarmakers' blue label on the box, the oldest of them all, and the cigars were made right here at home.

"While I no longer carry a Union card I claim to be a 100 per cent employer of Union labor. I have a right to be proud of my consistency and my contribution to the betterment of all and I trust the next time we meet you will be able to make the same boast."

It was a sheepish committee that left the employer's office with their Union agreement duly signed, and it is needless to say that the cause of true Unionism experienced a revival in that Union such as it never had before. And that's why, in a certain city not very far from here, every merchant in town carries a full line of Union-made goods.

Attend Unemployment Ball at Armory Tonight.
LAUNDRY WORKERS UNITE.
 PANA, Ill., Dec. 22.—Laundry workers at this place have organized and are asking for higher wages and a 48-hour week.

PACKERS PRESS PENSIONED MEN

Labor Bureau, Inc., Investigating Strike, Finds Bosses Unable to Keep Normal Output.

—A Merry Christmas—
 A denial of the contention by Chicago packers that the strike is over and that their plants are again operating normally is made by the Labor Bureau, Inc., economic advisor to the Amalgamated Meat Cutters and Butcher Workmen, in a report received by South St. Paul union officials. In the Chicago district a personal tour of one of the bureau's investigators reveals the following conditions:

"On the whole little activity was visible. Outside of the teamsters all other help about the plant consisted of Negroes and Mexicans. No wagons were hauling fresh meat. Every wagon met carried a load of cold storage meats. Carts which are used to carry away refuse from the slaughtering floors were all spick and span, indicating they were being put to little use.

"Butcher shops that were visited

A.M. and 70degrees
 and no one had to get up at 5 o'clock; either.
THE MINNEAPOLIS HEAT REGULATOR
 "The Heart of the Heating Plant"
 Adjusted to open the drafts at six A. M. it does so automatically; and the rooms are warm and comfortable at the "getting up" hour.
 The comfort and convenience of this device isn't all it saves fuel—saves three dollars a day. Quickly installed on an existing plant burning coal, gas or oil and lasts a lifetime.
 DuCHARME & FRUDHOMME
 22 East Second Street, Duluth, Minn.
 PHONE—Melrose 1574.

reported they were unable to get fresh meats. Invariably the reply to their telephone orders is that the packers are unable to fill them at present. Upon inquiry at Morris, Armour, Swift and Wilson plants, whether visitors are shown around as is customary, the reply came back that this practice has been discontinued during the strike.

"That the packers are badly in need of workers also is evidenced by the fact that old men, who had been pensioned off, now are ordered back to work. This is creating much hard feeling against the packing firms, since the pension system is regarded as a reward for continuous and competent service, and not as a means of keeping men in reserve as strikebreakers.

ORGANIZING LOS ANGELES.
 LOS ANGELES, Cal., Dec. 22.—Building trades craftsmen in this city have perfected an organizing system that has all the elements of hard work. The city is to be canvassed, precinct by precinct, and every unorganized building trade mechanic in each precinct will be visited and shown the benefits of trade unionism.

The Union Consumers Co-operative Society
 —WISHES—
A Merry Christmas
 —and—
A Happy New Year
 TO THE LABOR MOVEMENT OF THE CITY OF DULUTH

MAY THE COMING YEAR BRING HAPPINESS AND PROSPERITY AND MAY IT FIND US A SOLID UNIT IN THE TRIALS TO COME TO THE END THAT WE CARRY OUT SUCCESSFULLY THE IDEALS AND ASPIRATIONS THAT BIND US TOGETHER

NORTHERN NATIONAL BANK
 Resources Over 6,000,000.00 Alworth Building.

Triple 'Specials'
 At the "Man's" Store
Silk Shirts
 Manhattan and Wilson Bros. Makes
20% Off
Bathrobes and House Coats
20% Off
Leather Novelties
20% Off
Kenney & Anker Co.
 409-411 West Superior Street

BUILD PRICE WILL CONTINUE TO ADVANCE
 NEW YORK, Dec. 22.—A commercial press service, published in this city, warns business men to "get into the market" that they may profit by present prices for building material.

With the approach of winter, it is stated, there is likely to be a turn-up in the price of crushed stone, gravel and grit. All lumber is sure to continue to advance, it is stated. Maple flooring has already jumped \$5 and \$10 per 1,000 feet, and stronger prices for glass are looked for.

Cut Flowers, Plants and Seeds
 with Reputation
 Supplied to the Great Northwest
DULUTH FLORAL CO.
 Extra Values in Emblems and Sprays for Funerals

—THE AD-E-LITE LINE MAKES THE WORLD SHINE
 Complete stocks of Paints, Varnishes, Stains, Enamels, Kalsomines, Oils, Leads.
 Right pricing keeps us busy.
 Duluth Headquarters, Paints, Glass.
ST. GERMAIN BROS. INC.
 ESTABLISHED 1891

WASHINGTON, Dec. 22.—In suing for a larger share of the estate of a deceased dairyman in this city the widow makes affidavit that clear profits in the milk business was \$100,000 annually.

TO ALL WORKING PEOPLE:
 Get Your Christmas Candies and Delicacies at
Mars & Pantaze
 217 WEST SUPERIOR STREET, DULUTH, MINN.
 ICE CREAM LIGHT LUNCHES
 WE WISH YOU ALL A MERRY CHRISTMAS

Christmas!
 The spirit of Christmas is in the very air we breathe today.

In the happy faces of the people on the street, in the jolly, good-natured bustle of the shoppers and in the mysterious hiding of bundles, the joy of the Christmas season is shown.

At this season may we wish each of you—our subscribers—the old, old wish, "A Merry Christmas."

For every Christmas visit made in the olden times in person, a hundred are now made by telephone.

NORTHWESTERN BELL TELEPHONE COMPANY

DR. ALEXANDER GRAHAM CHIROPRACTOR
 Headache, Backache, Appendicitis, Lung, Stomach and Kidney Troubles Successfully Treated, as well as many other human ills.
 Seventeen years successful experience have given this healer a reputation. He is safer and surer than a beginner. Let him diagnose your case.
 Telephone Melrose 429
 NO. 500 COLUMBIA BUILDING DULUTH, MINN.

The East realizes what an insurance society means to its home community.

The business men of Springfield, Mass.—the home of an old line company—have lately organized a fraternal insurance society and subscribed a large fund for organization work.

Business men wake up and lend your support to

The Modern Samaritans

A FIRMLY ESTABLISHED FRATERNAL INSURANCE SOCIETY WITH ITS HOME OFFICE IN DULUTH.

It keeps and brings a large sum of money here monthly and the amount is rapidly growing.

Lend the solicitors your support.

George A. Gray Co
 THE STORE OF THE CHRISTMAS SPIRIT.
 113-115-117-119 West Superior Street, Duluth, Minn.

The Jingling Bells of Christmas Ring Out the "Last Call" to Tardy Christmas Shoppers

Only two more days shopping—two happy—bustling days just crammed with preparations for the jolliest day in the year. Two more days and then—Christmas Eve!

And there are so many things to do—so many preparations to be made—so many more gifts to be bought.

The store of the Christmas Spirit is splendidly ready to serve your last hour needs. Our fine holiday force will be busy right up to the last stroke of six on Saturday filling your wants.

For whether you want gifts yet unbought, or goods to prepare for the home-coming—there is ample choice here of the things you require.

Shop early in the morning to avoid the crowds of the afternoon and evening.

Just Before Christmas When They're As Good As They Can Be—Bring the Kiddies to See Jolly, Old Santa Claus

They will not see him again for a whole, long year. How they love to shake hands with him and tell him what they want for Christmas. His Photograph Gallery is open from 2 to 5 o'clock P. M. Daily. Let the kiddies have their picture taken with him.

And Toyland Is Quite the Most Wonderful Place in Duluth to the Kiddies

Name all the good little boys and girls who have visited Toyland and you name just about all the girls and boys of Duluth.

Such wonderful dolls, such ingenious mechanical marvels, those autos, these cunning stuffed animals, bully electric trains that whizz merrily around the track—were there ever a more wonderful group assembled to bring joy to the hearts of the kiddies.