

IRWIN-PHILLIPS CO. IS BIG CONCERN

Largest Wholesale Jobber of Dry Goods in State of Iowa and Does Business in Six Middle West States.

WAS ESTABLISHED IN 1856

Took Immediate Rank as a Leader in Mississippi Valley and Has Grown With Each Succeeding Year.

Established in 1856, the Irwin-Phillips company took immediate rank as one of the leading houses in the Mississippi valley and has gained strength and prestige with each succeeding year. The year of 1911 was the most successful ever enjoyed by the Irwin-Phillips company. The sales for the twelve months totalled over one million dollars. The company has nineteen traveling salesmen who sell goods in southern Wisconsin, the western half of Illinois as far east as Springfield, all of Iowa, northern Missouri, Nebraska, part of South Dakota and does considerable business in the state of Kansas. The employees in the various departments number 250 people. The house has three residence buyers in New York City in addition to four regular department buyers who keep in close touch with the demands of the trade and are in the New York market from four to five times a year.

Two great staple products of the Irwin-Phillips company—underwear and hosiery—are purchased in immense quantities and are received direct from the mills in the east and south, where special orders are executed, insuring great advantage to the retail buyer who buys through the Keokuk wholesale house. The "Indian Head" brand of shirts and overalls have become as staple as "factory cotton" was the pioneer days when the house of Irwin-Phillips company was first established.

To carry on the business a large floor space is necessary. The main building is at the corner of Second and Main streets. On the first and second floors are kept the piece goods and dry goods such as muslins, calicoes, wool goods, dress goods, silks and velvet. The third floor is given over to the notion department, consisting of notion staples and all kinds of novelty wear. This department is one of the big features of the Irwin-Phillips company. There is on display imported and domestic laces and embroideries and fancy white goods from European and American mills and choice lines of neckwear and men's furnishing goods. On the fourth floor are the dress shirts, work shirts, overalls, corduroy clothing, all of which are made in the Keokuk and Hamilton factories. In the annex south of the main building are hosiery, pajamas, night gowns and children's and misses' dresses.

In addition to this floor space the company maintains a warehouse between Second and Third on Main, 50x140, four stories in height to carry duplicate stock of muslin, calico, worsted dress goods, silks, satins, notions, underwear and hosiery.

Another big feature of the Irwin-Phillips Co. plant in Keokuk is the manufacturing department where a large force is employed to make dress shirts, work shirts, overalls, corduroy clothing, and other garments to wear. Finding an expense necessary the company installed a second factory at Hamilton, Illinois, several years ago, which makes only overalls.

In all it is estimated that Irwin-Phillips company occupies a floor space of 105,420 square feet upon which is held for display hundreds of thousands dollars worth of goods. The spring and fall openings attract hundreds of retailers from many towns in nearby states.

The Irwin-Phillips company is one which has done much for Keokuk during more than half a century of its existence. It has grown steadily and has given employment to many people every year.

KEOKUK PIONEER HAD IDEA YEARS AGO

First Estimate on the Cost of the Work Was \$1,000,000—Saw Dam Completed.

The Keokuk water power project, recently completed, which represents investments to the amount of \$27,000,000 could have been built for \$500,000, had it been built back in the late 60's or 70's. This interesting fact has been made known by one of the pioneer women of Keokuk, one of the last of the old school of belles of this city when it was famed as the birth place for cabinet members and army generals.

Mrs. Augusto Wells Kilbourne has recalled the fact that her husband, David Kilbourne, and General Hiram Barney, were interested in the project in the early days of Keokuk, and went so far as to secure the pledges for the money and to hire the labor.



Have You Seen the "BIG DAM" Overall? It's the Newest of the "Indian Head" Brand

Working men all over these Central Western states are wearing it in preference to any other overall, and they have about all of the other makes of the country to choose from too.

If every man in and around Keokuk who has occasion to wear overalls knew of the good qualities of this special make he would wear it in preference to any other, as it surely is great value for the money.

"Big Dam" is the name of this new overall that has come to the front with a rush. It's a comfortable fitting, good looking garment and how it does wear. There's hardly any wear-out to it. Search the country with a microscope and you won't find a better looking, a better wearing overall, as there's no way to make a better one.

The next time you go to buy overalls ask to see the "Big Dam" and make a comparison between it and any other make of overall in the store. Most clothing stores carry them because they can unhesitatingly recommend them to give better satisfaction, and they will cost you no more than you now have to pay for the ordinary kind.

The "Big Dam" ticket is the mark that distinguishes the extra good overall. Find an overall with that ticket on it and you have found one with class to it.

IRWIN-PHILLIPS COMPANY Manufacturers

Main Factory Keokuk, Ia.

Branch Factory Hamilton, Ill.

Men of Modern means Now Enjoy Motor Boating

Perfection of Gasoline Motor has Enabled Those Who Love the Water to Indulge In Their Hobby.

Motor boating has grown very much in popularity in the last ten years. When Sir Thomas Lipton came after the America's cup in 1903 with his Shamrock III, only a very few craft were equipped with gasoline motors and they were owned largely by men of wealth who had equipped small craft with these internal combustion engines because they wanted launches and because they wanted launches that would be fast and better than the old-fashioned naptha launch.

Some of these men, too, had the speed craze and imagined that they could have as much fun on the water with high-speed craft as they could on the land with automobiles. There were a few speed boats that could make twenty or twenty-five miles an hour, and that speed was thought to be wonderful.

The playthings of these men of means enabled engineers and builders to experiment, and after much hard work and many failures the gasoline motor was perfected, so that today fifty miles an hour is an ordinary performance, and those who have the high-speed craze are looking for the mile-a-minute boat, which many think is close at hand. Perhaps it will come in the next series of races for the British International trophy which is to be raced for in England and for which boats representing England, France and America will compete.

The success of the gasoline motor has done much to boom power boat yachting for men of moderate means. Before it was perfected only the wealthy could enjoy the sport, because it is a costly matter to own and maintain a steam yacht. Those who had not the means to indulge in a steam yacht and who loved the water used small sailing craft, and the catboat and the small sloop were very popular.

The catboat has almost disappeared. Some craft of this type are found along the coast, but nearly all are fitted with small gasoline motors so that their owners can enjoy sailing when the wind dies out they are always sure of being able to get back into harbor. It is the same way with many of the small sloops. They have small motors which are used in calms and headwinds.

The gasoline motor has almost driven the steam yacht off the water. No one nowadays thinks of building a steamer of less than 150 feet water line, and many of the old steamers of that size and under have had their engines and boilers taken out and gasoline motors and tanks installed instead. They are building motor yachts now up to 150 feet in length. The largest cruising yacht of this type built so far is the Florence, which was designed by Gielow & Orr, for a Mr. Peterson of Youngstown, Ohio. This yacht was built at Lawley's yard, near Boston, and has been a big success.

The advantages of the motor yacht are many. First of all the motor is much cheaper than the steam engine and boiler. To run a steam engine a licensed engineer is necessary. No licensed engineer is required with a gasoline motor. For a steam engine one or two others are

necessary and two or more firemen are required to feed the coal into the furnaces. A gasoline motor feeds itself, it oils itself and one man can run an engine of moderate size.

It is not only the saving of wages that counts in this way, but the men in the engine force of a steamer have to be fed and they have to have room to sleep, which means more expense. In the small motor yacht the engine crew usually sleeps in bunks built in the space devoted to the engine. In larger vessels they have separate quarters.

Gasoline costs less than coal, and the tanks to hold the liquid fuel are much smaller than the bunkers used to carry the coal. Another advantage in favor of the motor yacht is that the engine in a steamer heats the vessel, while the engine of a motor yacht is always cool.

When a steamer stops running the fires continue to burn and there is still steam in the boiler. When a motor yacht stops there is no consumption of fuel until the motor is started again. At the end of a day's run with a steamer the fires have to be banked so that they will last through the night. On a motor yacht a cock stops the flow of gasoline into the motor and all is snug.

There is always dust on a steamer and the ashes have to be dumped overboard, while there is no waste of this kind on a motor boat. The saving of space on a motor boat is considerable. Fuel tanks can be placed under floors. The gasoline motor is a small affair, and takes much less space than a steam engine, boilers and bunkers.

A 40-foot motor launch will have as much accommodation below deck as a 75-foot steamer. A 75-foot motor yacht will equal a 100-foot steamer in amount of room, and a 100-foot motor yacht will accommodate as many in the owner's party as a 150 foot steamer.

The types of motor yachts are many. There are cruisers reaching 150 feet in length. There are what are termed day boats, which have plenty of open space and perhaps one small saloon and a cabin. There are boats up to 40 feet in length that can be handled by one man and which will accommodate five or six passengers and sleep them comfortably. There are small craft of all sorts and sizes—open launches, speed boats, yacht tenders, boats of the hunting cabin type, which has the cabin forward and a cockpit aft; raised deck cruisers, which have the deck raised so as to give lots of room below, and houseboats.

The gasoline motor has really developed the houseboat. The old style houseboat was built on a scow and could only be moved from one anchorage to another by being towed. Now the houseboat is a very yachty looking craft, having a well shaped hull on which the house is built, and it is equipped with a motor so that the owner can shift his moorings as often as he desired. Many houseboats now make extended cruises. They are north in summer and south in winter. Some are so able that they can go from northern waters to Florida out-

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side, while others go through the canals.

It has been estimated that there are more than 200,000 motor boats in this country. The majority are small open launches that are found in every river or lake, but there are some thousands of boats that range in size from 25 feet in length up.

The motor yacht has done much to open up waterways. With the sailing craft it was impossible to navigate many of the tortuous rivers or to enter shoal harbors. They could only be towed through canals, too. The motor yacht can go anywhere if there is enough water to float it.

Their owners make cruises of two or three days or two or three months. Motor yachts have gone from New York, up the Hudson river, through the canals into the great lakes and then on through canals and rivers down to the Gulf of Mexico, returning to New York either by the outside route or through the canals again.

One of the most attractive of the larger motor yachts is the Blue Bird, which was built last year for Clark L. Poole of Chicago. The yacht was designed by Gielow & Orr and was built by Seabury & Co. It is 126 feet long and 18 feet, 6 inches beam. Its draught is 6 feet, so that it can keep in practically shoal water and can make 14 1/2 miles an hour.

It is a steel vessel. It is driven by two motors of 125 horsepower each. The arrangements are unusually good. Forward for a distance of 84 feet the sides of the hull are carried up and connected with a flush deck. Aft of this for a distance of 30 feet there is a teak cabin trunk 18 inches high fitted with plate glass windows on each side. Aft of this there is a flush deck of 12 feet in length.

The space immediately after the collision bulkhead is occupied by the crew. This is 26 feet long and there are staterooms for the captain, engineer, cook and steward. The engine space is next aft and the motors are between steel watertight bulkheads. Next aft is the galley and then comes the space for the gasoline tanks. This yacht carries 3,350 gallons of fuel.

Next aft comes the saloon 12 feet long and then three single and two double staterooms and two bathrooms. The dining room and smoking room are under the bridge.

The Indian, also a Gielow boat, owned by Joseph Van Vleck, Jr., is another cruiser, a little smaller. This can make 14 miles an hour with two motors of 100 horsepower each.

The Elco company has turned out many fast express boats, runabouts

and high speed craft. One of the best of the high speed craft is the Baby Ro, owned by Fred Betz 3d of Philadelphia. This boat has made a mile in 1 minute 14 seconds, which is at the rate of 46.65 miles an hour. It has been raced very consistently and has won many prizes.

The express boats or runabouts are built of mahogany and are ideal for afternoon fun. They can make from twenty to thirty miles an hour. The cockpits will seat eight or ten persons in wicker chairs, they have automobile tops, glass windshields and in case of wet weather side awnings.

One of the most popular of the runabout type is the Cinderella, which is closely related to the Peter Pan family. James Simpson is the father of this family and he has built several fast racing craft at the Reliance

SCOTT IS IOWA'S RICHEST COUNTY

Has \$9,376,948 on State Books Assessed for Taxation—Lee County Low.

Scott county	\$9,376,948
Polk	8,836,513
Jasper	6,742,617
Clinton	5,556,330
Linn	5,556,986
Blackhawk	4,896,605
Poweshiek	4,522,270
Washington	4,491,405
Johnson	4,233,459
Keokuk	4,128,119
Hardin	4,195,233
Des Moines	4,109,593
Iowa	4,187,301

The surprising thing is that Jasper county, for instance, should appear third in the list. Why should Poweshiek appear next to Blackhawk? Who would have supposed that some of the others above the four million mark would appear in that class? Now, there is Marshall, with \$2,443,841, and Pottawattamie with \$2,956,085. And as rich a county as Union discloses only \$980,311 of wealth that is taxable as monies and credits.

Another interesting thing in con-

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nection with the reports of the assessors and local boards of review, is that which shows the new buildings being erected in cities and towns, as indicating the relative growth of the places.

For instance, the report shows new buildings added during 1913 in cities and towns in Polk county, \$2,185,935, and towns in Polk county, \$2,185,935. In Scott it is \$1,517,260; in Linn it is \$1,501,357. Dubuque has \$313,448, Blackhawk with \$871,720, Lee with \$351,192, Pottawattamie with \$266,656, Marshall with \$168,788, Des Moines with \$131,532, and Cerro Gordo with \$506,108.

These figures, compiled from the

reports to the state officials show the relative growth of cities and towns in counties where the larger cities are located.

Unheeded. Chicago Herald: Rulers would be wise to hear the still, small voice of the thrifty peasant withdrawing his savings from a bank in preference to the enthusiastic approvals of the trained soldier.

Lost in the Shuffle. Omaha Bee: What about that grand approaching celebration of 100 years of uninterrupted peace between English speaking nations?