

# IOWA MANUFACTURERS OPEN ANNUAL CONVENTION

Three Hundred Heads of Industries of the State Come to Keokuk for Three Day Meeting.

## PRESIDENT'S ADDRESS

Work of Iowa Association is Lauded and Declared Above Board by President Gunn.



Since the dawn of creation the Mississippi river has swept by yonder hill, inspiring the awe of savagery and the hope of civilization. Beneath its whirling waves the bold DeSoto found his sepulchre. Poets have sung its praise and painters have spread its classic beauty upon canvass. In the morning of the twentieth century an American engineer touched that mighty stream with the wand of genius and lo! out of its troubled bosom springs power enough to turn the wheels of every factory in Iowa.

"Many of you are strangers to Keokuk, but most of you are Iowans. Athens was mistress of the world not through force of arms but through the conquering power of intelligence. There are other states in this union that boast of greater territory and population, but ours is first in intelligence. Although a century has scarcely passed since Iowa soil first responded to the call of the husbandman, that soil today produces more corn and more wheat, sustains more cattle, more hogs and more poultry than any other in the sisterhood of states. As the brain and brawn of Iowa's sons have won for her pre-eminence upon the farm, so let them bring to her even greater laurels in the work shop.

"The people of Keokuk with one accord bid you welcome and trust that your visit may be both pleasant and profitable." Response to Welcome of Address. The response to Mr. McManus' address was made by C. H. M. Nider of Mason City, head of one of the largest cement concerns in the northern part of the state. Mr. Nider spoke of the pleasure of the visit of the manufacturers to Keokuk, especially at this time. "It is a great pleasure to be in Keokuk," said Mr. Nider. "Keokuk stands prominent before Iowa and the nation today. In damming the Mississippi a monument has not only been erected to Keokuk, but to the ability of the engineers of the nation as well. You stand upon an eve of prosperity that you have never before known and Iowa wonders where you will end with your wonderful opportunities. We are with you and expect great things of you."

Following the address President Gunn appointed several committees to do the work of the convention.

At the southern extremity of this city there stands a lofty hill bathed upon the one side by the Des Moines river and upon the other by the Mississippi. From its summit the naked eye may dwell upon the realms of three great commonwealths—Iowa, Illinois and Missouri. Within their vast domain one-tenth of all the wealth and resources of the nation is stored. Rich in the fruits of their soils and in the products of their factories, boasting for their sons and daughters the highest degree of intelligence, they form a cluster that lends undying brilliance to the firmament of states—a market that all the world must seek. Situated, as we are, not far from the geographical center of the country, right in the pathway of humanity's westward march, blessed with a great natural waterway that will solve for us the problem of transportation, it requires no great stretch of the imagination to perceive that this fertile valley is destined to be the industrial heart of the country.

"While here it will be your pleasure to see in operation the greatest hydro-electric plant in the world. This astounding progress is not so surprising when we consider that the American manufacturer, enterprising and wide awake has reduced his vocation to a science and has reached a degree of almost perfect efficiency. This convention bears witness that you are not satisfied with present success, but through expert advice and exchange of ideas are seeking to attain an even higher degree of efficiency.

"In a century and a quarter the center of population in this country has moved from Baltimore, Maryland, to Bloomington, Indiana—nearly six hundred miles, and continues its westward march at the rate of about forty miles a decade. Industry has marched hand in hand with population and the central west is fast wresting industrial supremacy from the east. This mighty wave of humanity that has been sweeping across the plains and over the mountains, increasing at the rate of a million souls a year, must soon reach its crest. Reasoning in the light of history where is it bound to halt?"

President John A. Gunn of Kellogg, presented in his address an exhaustive account of the industrial development of Iowa in the work of the Iowa Manufacturers' association. Regarding legislation he said: "In looking back over the past year since we last met at Sioux City, we have indeed been fortunate in not being injured by unfriendly legislation. True, some of the legislation enacted might have been different, but the manufacturers of the state have been kindly treated, and we have every reason to be gratified at the outcome of the legislation attempted in the last general assembly. The thirty-fifth general assembly was confronted with problems that might

have throttled industries of this state and forced us to bear burdens that we could ill afford to bear, or crush us to such an extent that we would no longer exist. In reviewing the legislation that was threatened and the legislation that was enacted, we have every reason to be grateful for the generous spirit that was displayed. "True, we have been alert; we have had an organization that looked after our interests, and this organization has left no stone unturned to keep Iowa's industries fully protected, and the interest of each one engaged therein fully guarded, but we ought to feel grateful to those members who have labored in their endeavors to prevent anything from occurring that would hamper our development. "I know that there are some who say that without the assistance of the legislative work of the Iowa State Manufacturers Association that we would have had the same results as we have had this year. But the man who makes that statement does not understand the problems that confronted the legislature at the last session, nor does he understand the effect that such legislation would have had upon the industries of the state, and without the work of the Iowa State Manufacturers Association, the last general assembly would have stumbled, as it did in other states, and enacted laws that would have



G. A. WRIGHTMAN, Secretary-Treasurer, Des Moines, Iowa.

been a burden not only upon the manufacturers, but upon every employer in the state and a blight on manufacturing from which this state would doubtless never have recovered. "The most important bill before the last general assembly was the workmen's compensation and employers liability bill. I am not going to burden you with the history of this measure as it is all taken care of in the secretary's report, but I am going to say that we have been largely instrumental in obtaining a measure that is as good a bill as the model bill of the National Manufacturers Association, or in fact any other bill put out by the manufacturers themselves, and we ought to feel grateful that we have a measure in our statute books that is not a greater hardship than industry itself was willing to bear in other states.

"The Iowa State Manufacturers Association saved the state of Iowa from the iniquities of the original Clarkon bill which would have put Iowa under an insurance scheme that would have resulted disastrously for the state.

"We have succeeded in defeating or modifying a large number of bills which would have imposed hardships on the manufacturers, that were needless and seem to have originated from a wanton desire to destroy rather than build up. I refer to the bill sweeping away the defense of contributory negligence, the anti-discrimination bill, the net weights bill, the tax on stock remedies, nullification of the Blanchard law, the eight hour law for stationary engineers and firemen, the bill prohibiting the sale of goods by canvassers, the anti-trust measure, and a few other measures of like character, all of which were either modified or defeated through the efforts put forth by ourselves. And it has been a source of great gratification to know that the members of the legislature, excepting those few who were not desirous of passing legislation for the building up of the state, were men who were in touch with industrial conditions and stood shoulder to shoulder with us in every act and assisted us in the defeat of bills that would hamper Iowa's development.

"The results of the efforts put forth during the last general assembly justified the need of the Iowa State Manufacturers Association and of the need of retaining our present efficient service departments. Without the assistance of this association, legislation would have been hampered for lack of information, and it would have been impossible for them to have combatted the evils that were prevalent in the bills introduced. So we have every reason to congratulate ourselves, first upon our organization, second, upon our committees and our secretary, and his efficient co-workers who labored for the benefit of the state and without whose efforts the injury would have been farther reaching than we could hazard a guess at this time."

Mr. Gunn praised the work of Secretary Wrightman, showing that a gain in membership for the organization had been made during the past year from 521 to 851. He urged that all manufacturers should join in the work of the organization. He also advised that the present executive committee be increased to twenty members and that the dues of the association be increased so that the present service departments might be maintained. He declared the traffic department has no equal in the traffic departments in America, securing better rates both through rulings of the interstate commerce commission and concessions from the railroads themselves. "The people of Iowa," he said, "regardless of the character of shipments owe a debt of gratitude that can never be compensated in the smoothing out of these problems and creating for the benefit of the shippers of this state conditions that they have never before enjoyed."

Fire Insurance. "We are now enjoying in this state at this time a condition covering fire insurance that is ideal," he continued. "Those who are responsible for the law, as it stands today upon the statute books, builded better than they knew, or at least better than the people of the state of Iowa really knew at the time the bill became a law. An attempt was made during the last

## GOVERNOR CLARKE COMES TOMORROW

Will be the Guest of the Iowa Manufacturers at Their Annual Banquet.

## EXPERTS ON PROGRAM

This Afternoon Guests go Over the Dam and Take a Ride on Lake Cooper in Steamboat.

Tomorrow the Iowa Manufacturers will welcome the chief executive of the state, Governor Geo. W. Clarke, and will listen to addresses by two noted business experts of the United States.

Governor Clarke is expected to arrive on the morning train and he will be entertained during the day and will speak at the banquet at the Elks club tomorrow night at which he will be guest of honor. The special committee to entertain the governor is composed of Wells M. Irwin, A. E. Matless, Senator E. P. McManus and L. A. Hamill.

The talk of Herbert N. Casson, sales and advertising expert of New York, will be the first on the program in the morning 9:30 o'clock. His subject will be "Finding the Market." In the afternoon at 2:30 Harrington Emerson, noted efficiency expert and scientific management exponent, will speak on "Efficiency in Production." Business men of the city are invited to hear these two men.

This afternoon the manufacturers were taken through the great power house and out on the dam, after which they enjoyed a steamboat ride on Lake Cooper. This evening they will listen to a lecture on the water power development by General Superintendent Dexter P. Cooper.

The program for tomorrow follows:

9:30 a. m. Finding the Market—Herbert N. Casson of New York. Discussion.

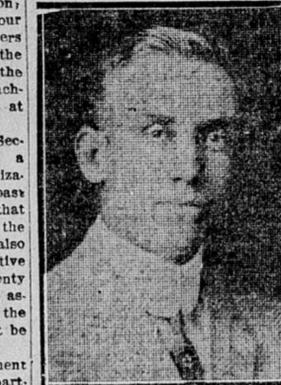
2:30 p. m. Efficiency in Production—Harrington Emerson, New York. Discussion.

Factory Sanitation, Illustrated—C. B. Nash of Pittsburgh, Penn.

7:30 p. m. Banquet given by the Keokuk Manufacturers' Association, Hon. Geo. W. Clarke, governor of Iowa, guest of honor.

session to nullify the Blanchard law but this last remains upon our statute books and the one reason why it does remain there for the benefit of every insurer in the state is because of the activities of the Iowa State Manufacturers' Association.

"There is one feature in connection with fire insurance upon which we all ought to agree and that is the necessity of more rigid fire prevention. Every manufacturer, whether large or small, ought to have provision made so that in case a fire should start that he would at least have a fighting chance to put out the fire before it became uncontrollable. The cost of



CEPHAS HARRISON, Vice President, Keokuk, Iowa.

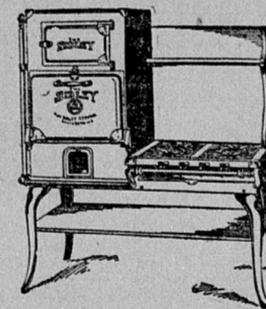
fire insurance can be reduced by rigid requirements on the part of the employer and employees.

"It has been suggested that a plan for reciprocal insurance should be adopted by the manufacturers of this state similar to the plans in vogue in other states, and it will be well for this convention to give this phase of the insurance question careful consideration before adjournment."

Workmen's Compensation. "The passage of the employers liability law by the legislature now brings us face to face with the problem of workmen's compensation and liability insurance. "We have no desire to prevent the

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### A Practical Demonstration of the Sibley Fireless Gas Range



Three More Days Thursday, Friday and Saturday

We demonstrate this range by doing with it the very things you would want it to do in your home.

This is no common demonstration, where you are shown that the stove will merely cook—of course, they all cook.

But this is a practical test of

## The Most Wonderful Stove Made

and we ask you to give us the opportunity of proving to you the following claims for the Sibley Fireless Gas Range:

- It will save one-half the gas consumption.
- It will keep 80 per cent of the heat in the oven, while other gas stoves waste 80 per cent of the heat.
- It will cook your entire dinner for 1c, without the watching and attention you now give.
- The Sibley will not heat up your kitchen.
- The Sibley will make the cheaper cuts of meat taste as well as the most expensive cuts do when cooked under ordinary conditions.

We're proving the merits of the Sibley by practical tests every day this week.

## FREE! FREE!

We give absolutely free a \$4.00 set of alluminum cooking utensils with every gas stove purchased during this demonstration which began Monday, August 4, and continues during the week.

liability insurance companies from doing their part in taking care of the industries but we must expect to pay the price of years of losses on our part if we do not maintain our own Employer's Liability company and give it greater support than it has had in the past. We do most emphatically insist that this can be done, can be taken care of within ourselves to a very large extent, by banding ourselves together and taking insurance in our own company, organized for our own benefit, and under our own personal supervision. The stock companies are banded together and while they may not appear on their face as a combination, yet their rates show that they are going to endeavor to recoup their loss of the last few years."

Blue Sky Law. "One of the most far reaching laws in its effect that was passed by the last general assembly is the one known as the blue sky law. It is a well known fact that millions of dollars have been taken out of this state for the purpose of promoting mining schemes, land propositions and stock propositions of various characters that have not brought returns to the subscribers of either dividends or principal.

"The effect of the blue sky law in the state of Kansas has been of such character as to prevent the various J. Rufus Wallingfords from fattening on their various promotion schemes of questionable value and the effect will doubtless be as far reaching in this state. "I do not believe that a single industry legitimately founded will have any trouble in going before the executive council and receiving the proper recognition throughout the entire transaction that is their just due. But I am satisfied that there will be an exodus of promoters from this state who have previously fattened upon Iowa wealth."

Industrial Education. "Another important bill passed by the last legislature, made an appropriation of \$25,000 per year for the establishing of engineering extension work connected with the Iowa State college at Ames.

"I refer to industrial education which has been advocated so strongly

by the manufacturers of this state in all of their convention meetings. We take pride in being instrumental to a very large extent in the passage of this bill."

He explained that in the plan for this work continuation classes would be established in the larger industrial centers first and especially the younger workmen could secure an industrial instruction along the lines of their several trades.

Good Roads Work. "We also desire to congratulate the legislature on another important bill," said Mr. Gunn, "creating a highway commission in this state, and it is hoped that this, along with the assistance that can be rendered in all of the various counties of the state, will bring about a condition that will be beneficial to the industries of the state as well as to the farmers and traveling public."

Mr. Gunn made a plea for cooperation in the development of manufacturing in Iowa, saying that the \$350,000,000 worth of manufacturing produced can be very easily increased. "The agricultural wealth of Iowa is certainly a magnificent showing for the state," he said, "but why can we not in addition thereto develop our manufacturing interests at the same time?"

Work of Association. In his concluding remarks concerning the work of the association Mr. Gunn said: "In conclusion I wish to say that this convention, following one of the most important years in the history of the association ought to make itself notable in taking a stand for all constructive legislation, either national or state, that we feel that our industry demands.

"The attitude assumed in all legislation by this association has been of high character, and in no case has the finger of suspicion been pointed at any single member of the association or any member of the legislative branches of our government, either state or national in connection with any legislation desired by ourselves, and with this record behind us we can afford to rigidly adhere to it in the future. We have no axes to grind personally, and only the inter-

(Continued on page 3.)



## Give Your Boys Muscle Food

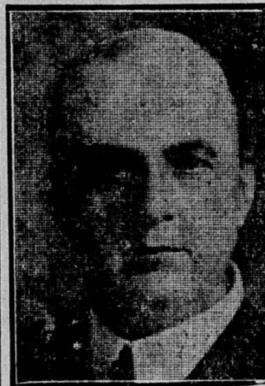
Give that growing boy and girl of yours food that will nourish and build up their bodies, food that makes sound bone, strong muscle and healthy flesh. FAUST SPAGHETTI is just that kind of food. It is made from Durum wheat—a cereal extremely rich in gluten—a bone, muscle and flesh builder.

## FAUST SPAGHETTI

can be served in many tempting ways. It always makes a savory, relishable dish and is very easily digested. You have no idea how many delicious ways you can serve FAUST SPAGHETTI until you read our free recipe book—write for it.

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J. A. GUNN, President, Kellogg, Iowa.