

IRWIN-PHILLIPS 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 1912 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 travelling 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 in 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. 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, calicoes, worsted dress goods, silks, satins, notions, underwear and hosiery.

One of the big features of the Irwin-Phillips 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 of 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



Irwin-Phillips Co.

ESTABLISHED IN 1856

WHOLESALE

Dry Goods, Notions, Underwear, Hosiery

Manufacturers of Dress Shirts, Work Shirts, Overalls and Corduroy Clothing

In the combined sales of all the departments of this house it enjoys the unique and unusual distinction of having the largest annual sales of any house in the world, doing a similar business in a city the size of Keokuk. Our representatives sell in seven states, namely: — Iowa, Illinois, Missouri, Southern Wisconsin, Nebraska, South Dakota and Kansas.



MAIN FACTORY

KEOKUK, - IOWA

BRANCH FACTORY

HAMILTON, - ILL.



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.

SEES BIG VICTORY FOR IOWA SHIPPERS

Assistant Commerce Council Lewis Optimistic Regarding Iron and Steel Rates, Reductions.

Suspension of the advance in freight rates on iron and steel and their products until October 20 is a big victory for Iowa shippers, according to Dwight N. Lewis, assistant commerce council.

"Before October 20 a hearing will be held before the interstate commerce commission," he said. "Our petition set forth facts that caused the suspension of the proposed advance in rates. This means the railroads will be compelled to show cause for the increase. I don't believe they can give a valid reason."

The new rates mean an increase of from 10 to 12 cents on all iron and steel and their products shipped into Iowa from Chicago, St. Louis and other points. The new classification included Mississippi river proportionals.

A Pension System for the Episcopal Church.

In a preliminary report issued today the commission on pensions of the Episcopal church develops some interesting information. The report shows that the Episcopal church pays \$8,000,000 a year in salaries to its clergy, who number 5,500. The bold plan proposed by the commission is intended not only to pension the whole body of the clergy when they become sixty-five years old, but also to pension the widows, to educate their orphan children, and to take care of clergymen disabled at any age. It will apply to foreign missionaries as well as to the entire United States. The pension will be approximately half-pay.

The Work of the Y. W. C. A.

Far-reaching Influence Exercised by Association Over the Girl, Told by Mrs. Winona E. Reeves.

[By Mrs. Winona E. Reeves.] Occasionally some one says: "I do not believe in the work of the Young Women's Christian Association. I don't believe it is reaching the girls it ought to reach." Every organization which amounts to anything in the world is criticised and this is the favorite charge brought against the Y. W. C. A.

"Did you ever stop to think, that the criticism is never made by anyone who is informed about this work, but is always made by someone who stands on the outside and really knows very little about the work of the institution."

The association is formed for young women, just as its name implies; not young women in one or another walk in life but for young women of all classes, from the young women carefully reared, surrounded by every comfort, to the girl who has less fortunate surroundings and who perhaps earns her own living, and has the comforts of her surroundings limited by the size of her salary. It is designed for all young women and the fact that the fortunate with the less fortunate come together on this common ground of a Christian Association teaches the girls from the two extremes many valuable lessons.

The daughters of the president of the United States, the young women who hold the highest social position in this country are enthusiastic association workers. Miss Jessie Woodrow Wilson has contributed many articles to magazines, and has spoken in many cities on the work of the association. The honorary president of the Y. W. C. A. in Washington is no less a person than Mrs. Marshall, the wife of the vice president of the United States.

That these women with their manifold social engagements and other interests, which by virtue of their positions require much attention take the time to give to the work of this special organization proves that it must be worth while.

Whenever a doubt assails you here in Keokuk as to the work of the local association, will you try the honest and fair way to find out about it, and that is to go to work in the association yourself and find out for yourself just what is being done.

When Mrs. Emma H. Byres was here in June she told this story of a woman who "did not believe in the association." Mrs. Byres was in one of the cities in the interest of a new building and the last day of her visit the president of the association said to her, "I wish you could go see Mrs. A. and tell her something about the work of the association for she doesn't believe in it." Mrs. Byres said "yes, I'll be glad to go if you will arrange a time with her." So the Y. W. C. A. president went to the telephone and asked if Mrs. Byres might come to see her some time that afternoon and talk to her about the association. Mrs. A. replied "no" that she didn't have the time and that she wasn't interested. Later in the afternoon Mrs. A. called up on the telephone and said she feared she had been discourteous and that if Mrs. Byres would stay only a half hour she would see her. Mrs. Byres went over and stayed the half hour and explained all that she could in that time and left feeling that her visit had been a failure. Some two months later she returned to that city and was met at the station by Mrs. A. and told that she was to be her guest during her stay in the city. As soon

as they reached the house Mrs. A. said: "I feel Mrs. Byres that I must explain to you why I am so pleased to have you as my guest when I was so discourteous to you on your former visit. I've seen a great light." This was what had happened to make her believe that the work of the Y. W. C. A. was worth while. Her daughter was going to a school in the east and her mother had intended to take her to the school as the girl had never traveled alone. The day upon which they were to start the mother was taken ill and was not able to make the journey so the girl started alone. She had but one change of cars to make and that was at Albany N. Y. The journey went very well until she came to Albany where the train she was to have taken to the school was delayed by a washout and the girl could not leave the city until the next morning. Having had no experience in traveling and in taking care of herself the girl helplessly wired to her mother to ask what she should do. The family knew no one in Albany and it flashed at once into the mother's mind, "I wonder if there is a Y. W. C. A. in Albany." She called up the local secretary and explained the difficulty and asked if there was an association in Albany and upon being told that there was and being given the name of the general secretary she wired to her and asked her to go to the station and get the girl and take care of her until she could go on her journey the next day. The Albany secretary did take care of the girl and the mother hundreds of miles away rested perfectly satisfied in the knowledge that her daughter was safe in that great city.

The Y. W. C. A. looks after the safety of strange girls in every city where there is an association, and that very work is being done here. Scores and scores of things are done by the Y. W. C. A. which cannot be told, because the telling would betray the confidence of the girls who are being helped. A casual observer going into an association building and seeing a group of nice, self-respecting intelligent girls will say: "Why

these aren't the girls you ought to reach; the sort you ought to reach are on the street. Did it ever occur to you that these association girls might be elsewhere amid dangerous surroundings if there were no association for them to go to? The influence they meet at the building makes of them nice, self-respecting girls.

The problem of the girl on the street is one which in this city and in every city ought to be given very anxious thought. A girl being on Main street after dark is not wrong in itself, but there is a danger there which she meets if she forms the practice of being on the down town streets alone, being called there by no special errand except to walk idly up and down. The spirit of youth is to go some place, older people can sit quietly and happily at home but young people cannot. The very attractive well lighted, comfortably furnished building on Fifth and Blondeau furnishes a place to go to. It is the purpose of the board of directors to make it one of the most attractive places in town for girls and in time it will help to solve the problem of the girl on the streets. It won't solve the problem perfectly, any more than the churches are solving perfectly the problem of sin in the world, but it will be an agent for much good.

One of the things which Mrs. Byres said publicly while she was here, was that she thought the Keokuk association had gotten more in their building for the money expended than any association of which she had any knowledge. She has a very wide knowledge of buildings in the United States. The Keokuk association will be able to accomplish many things in the new building which they have not been able to attempt in their crowded quarters on Main street.

One of the things which will appeal to both men and women as a very practical service, is that young women will be taught to cook. The average girl who has worked in a factory four or five years or longer knows nothing at all about cooking. She hasn't had the time to learn because she goes

to work early in the morning and returns late in the evening. When the time comes for her to get married she brings to her new home no knowledge of the art of cooking or of keeping house in a correct way. Because men are very human this is often a cause for unhappiness and for domestic troubles in the home.

A cash girl in Omaha came to the association there in great trouble because she could not keep a position. She had been a cash girl since she was old enough to do anything and when she grew too big to be a cash girl she was offered a position as clerk in the store. She couldn't keep her position because she didn't know fractions at ten cents apiece and make out the check for it all right but when she wished to sell three haaskeberries at 12 1/2c each she was all at sea. The Omaha association started a class in fractions and many cash girls came to it; that little help where it was needed meant bread and butter to those girls. So we might go on telling the practical every day work of the young woman's association.

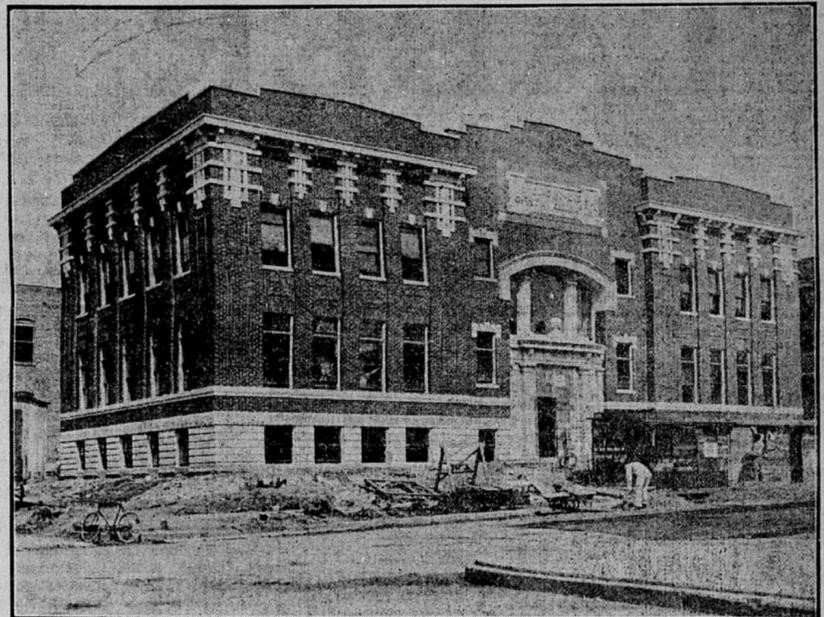
Many of the Keokuk women who are on the board and on the important committees have been actively engaged in the work ever since its beginning here. They must have faith in it as busy women that they are, they would not give all the hours of time to it every day that they do give. All these things ought to help to answer that one criticism which is sometimes made against the association.

The Honored Stranger. "Although I was traveling incognito," mused Plodding Pete, "I was received with marks of distinction too numerous to mention. People of wealth and position vied for my attention.

"What are you doin'?" asked Meandering Mike. "Dreamin' out loud?"

"No, I'm talkin' about when I was in Kansas pretendin' I was a farm-hand lookin' for work."—Washington Star.

THE NEW Y. W. C. A. BUILDING



H. E. Ratcliffe, architect.

Harness

SHERWOOD

Buggies

He will save you money on Harness, Whips, Buggies, Lap-ropes, Harness Supplies and Harness Repairs.

Call and let us show you over our big stock and learn our prices.

The Big Harness Store, 703 Main Street

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SHERWOOD

SHERWOOD

Whips

SHERWOOD

Repairs