

REPRESENTATIVE RETAIL MERCHANTS OF DULUTH.

LEADING Retailers

Loyal citizens of Duluth, proud in their 50,000 population and conscious that that number is being rapidly added to each day, have truly metropolitan tastes, inclinations, demands and desires. They are accustomed to the good things of life and insist on them from day to day. In these homes they want comfort and adornment. On their tables they want all the necessities and some of the luxuries. On their persons they want good clothing. Their fair ladies are always dressed, as they deserve to be, in a becoming and bewitching manner. It is thus seen that these desires of a people accustomed to comforts in plenty and luxuries in profusion would naturally result in a series of alert, progressive retail establishments meeting requirements along all lines.

The highest compliment we can pay our retail stores, and one which they truly merit, is that they have been ever responsive to the growth and progress of Duluth. Indeed it may be said they have been of the advance guard, setting their standard high and well to the front. Duluth has retail stores that would well do credit to a city of a quarter million. Our people, one and all, should be as loyal to these home stores as they are loyal to the city. The old admonition cannot be too often repeated, buy all your goods at home. There is here all any one could ask to please the palate and appease the appetite. There is here all anyone could ask for in beauty or utility for the home. Any gentleman, however fastidious, can find his wishes gratified in the matter of dress. The fairest lady of the city, however fashionable, will find sufficient for her critical and praiseworthy desire to enhance her beauty in the tasteful fabrics that abound. Our retail stores reach the high standard imposed and should be and are sustained by the great buying public.

Of the several stores who deserve special mention we give the following:

French & Bassett.

A firm that fully merits the popular approval bestowed upon it is that of French & Bassett, composed of George A. French and C. E. Bassett. This firm was organized in 1887, and moved into its present magnificent building in March, 1893. This building was erected and fitted especially for the reception and display of goods in their line. It is 100x140 feet, four stories in height, giving 56,000 square feet of floor space. This firm needs it all for their immense stock of furniture, carpets, draperies, and home furnishings of every kind. Their stock of these is as complete as may be found in any city anywhere. They are sole agents for this vicinity for the Columbia and Hartford bicycles.

F. Fremuth.

Fifteen years ago the store of F. Fremuth was established in Duluth, and has steadily grown in popular favor. It is located at 117 and 119 West Superior. Four floors, each 50x140 feet, are occupied with the several departments of the store, which include dress goods, linens, domestics, notions, fancy goods, ladies and children's shoes, cloaks, millinery, carpets, drapery, crockery, hardware and toys. Each of these departments is kept amply stocked, and the buyer is enabled to find great variety and low prices prevailing in each. Mr. Fremuth gives his personal attention to his great store, and has by watchful and careful methods built up an immense business.

The Big Duluth

The Big Duluth Clothing store of Williamson & Mendenhall, was first established in 1881 by H. F. Williamson, jr. In 1887, the firm became Williamson & Mendenhall, being composed of H. F. Williamson, jr., and E. Mendenhall. The Big Duluth is located at 125 and 127 West Superior street, where they occupy two stories of a building 30 by 140 feet. Their line embraces clothing, gentlemen's furnishing goods, hats and shoes. They are a strictly one price establishment. They have a large trade with lumbermen and miners, and do considerable jobbing to men engaged in these lines. The Big Duluth is a progressive and popular store and under its present energetic and industrious management, is having its share of the general retail trade in their line.

Howard & Haynie.

The popular dry goods store of Howard & Haynie was founded by its proprietors in 1892 and was originally located at 10 East Superior street. In 1894 they moved to their present location, where they have a splendid room, magnificently lighted, 50x140 feet, and occupy two floors and the basement. They give exclusive attention to the dry goods line, including the manufacturing of furs, the making of dresses and a cloak and millinery department. It is the policy of this firm to keep the very best class of goods, they endeavoring to cater in a great degree to the demands of a progressive city such as we have. Their trade mark of the heart with black back ground and the name "Howard & Haynie" in white in the center of it has become quite familiar and is accepted as a designation of a popular metropolitan dry goods store.

Panton & Watson.

The great general and department store of Panton & Watson is one of the commercial centers of the city. In a splendid building designated as the Glass block at the corner of Second avenue west and Superior streets this well known firm is located. The building is three stories in height, 100x140 feet, and over 50,000 square feet are occupied by the 30 different departments of this mammoth store. The departments are all well stocked and include cloaks, millinery, carpets, draperies, boots and shoes, gloves, gentlemen's furnishing goods, ladies' furnishing goods, dress goods, linens and domestics, laces and embroideries, blankets and flannels, books and stationery, candies, notions, and a dozen different others. The firm has just closed a most successful year's business, its holiday trade being the largest in its experience. J. Panton and J. Watson

compose the firm, and H. Brown is the general manager.

M. S. Burrows & Co.

In the Great Eastern the people of Duluth have a model and progressive clothing store of which they are justly proud. This firm was founded and organized by Mr. Burrows 10 years ago. He owns a three-fourths interest, and has exclusive control and management. When the firm was established, Mr. A. Nathan of Chicago, who is one of the largest clothing manufacturers in the world, associated himself with it that the Great Eastern might have the advantage of buying its goods at manufacturers' net prices. This advantage has prevailed through the years that have followed, and is one of the secrets of its splendid success. The company owns its own building, 50x100 feet, and occupies 42,500 square feet of floor space. It is magnificently lighted by their own plant, and is admirably fitted and furnished. The Great Eastern of M. S. Burrows & Co. is a credit to the city of Duluth.

Marshall-Wells Company.

Duluth has a retail hardware store of which it is justly proud in that of the Marshall-Wells company in the Mesaba block. Here they occupy a room 25x40 feet filled with probably the most complete stock of hardware in the Northwest. It embraces mill and lumbermen's supplies, miners' supplies, builders' hardware, household lines of hardware of every kind, mechanics' tools of every description, stoves and tinware. This firm is also agents for the celebrated Pasture water filter, acknowledged and known to be the only filter that absolutely purifies the water. Investigation of the matter is desirable at this time. A. M. Marshall, the senior member gives a general supervision of the store, while V. F. Quayle, is the efficient manager. From 8 to 12 salesmen are employed.

Kilgore & Siewert.

In March, 1895, two energetic and popular young men, Messrs. W. C. Kilgore and A. B. Siewert, opened a gentlemen's furnishing goods store under the firm name of Kilgore & Siewert. They have been quite successful for they have kept at all times a desirable line of goods and have sold them at just and reasonable prices. Their line embraces men's furnishings of every description. They have the sole agency for the "Danlap" hat recognized as the highest standard. They are also special and exclusive agents for the "Jeros" underwear that has no equal. By keeping a thorough and complete line, by giving low prices, and by courteous treatment of their customers, their trade has grown to that more room and better facilities are required, so that about Feb. 1 this popular firm will move into the room second door from the corner of the elegant new Lonsdale building.

C. W. Ericson.

Eighteen years ago C. W. Ericson commenced as a modest, but earnest clerk in the clothing business. On the 7th of January he will celebrate with a grand opening his removal into the elegant new store room at 219 West Superior street. Such is the reward of energy, industry and a continued fidelity to the people's interests. The Boston One Price Clothing store was originally established 25 years ago, and was located where it now is. Ten years ago Mr. Ericson purchased the stock of his employer, and some time after it was moved to the room at 401 West Superior. But now it goes back into a new room on the site of the old stand. This room is 140 feet deep, 22 feet wide, finished in hard wood and elegantly fitted and furnished. All the work and all the material was supplied by home dealers. There are two stories and basement with abundance of natural and artificial light. In the rear are elegant toilet and dressing rooms. It was built after Mr. Ericson's own plans and he takes a pardonable pride in its utility and beauty. It is certainly a fitting home for so great a clothing store as the Boston One Price.

Smith, Farwell & Steele Company.

The Smith, Farwell & Steele company own two great furniture stores—one in St. Paul and one in Duluth. The one at St. Paul was established so long ago as 1833, the one in Duluth in 1890. They first started in the building now occupied by the Duluth Dry Goods company, but outgrew that in two years, and moved into the splendid six-story building which they now occupy, having 50 feet frontage, and reaching from Superior to Michigan streets. In this building the company have four complete store rooms in one—furniture, carpets, stores and chinaware. Each of these is up to the highest expectations of modern metropolitan requirements and tastes. Buying for two mammoth establishments, the company is always enabled to give most reasonable prices. The officers of the company are: J. M. Smith, president; H. B. Farwell, vice-president; and G. C. Steele, treasurer. Of these Mr. Steele is alone identified with the store here, being its manager. To him and his efficient assistants much credit is due for its success.

Duluth Dry Goods Company.

This is a firm that has built up a big trade in ladies and men's furnishings, in general dry goods and in lumbermen and miners' supplies. Their stock is varied and extensive. The officers of the company are H. H. Harford, president; W. Mendenhall, secretary and treasurer; and Hans Christenson, manager. They are located at 222 and 224 West Superior, where they have a big store crowded in every part with a splendid stock.

F. A. Parker Company.

The popular and well-known china and crockery store of the F. A. Parker company was originally established in 1893 as the Duluth Crockery company, which in 1894 was succeeded by the present company. The line embraces a full and complete stock of fancy and classic crockery, glassware, lamps and china from the best pottery and manufacturing, foreign and domestic that there is in the country. In china, the company give special attention to have always at hand the very choicest, latest and most artistic productions obtainable in their lines, of high class decorative and plain designs. In sets or individual pieces, this company affords the discriminating purchaser every opportunity possessed by a visit to any metropolitan establishment. It being the aim to give the people of the city the advantages of a first-class retail establishment in this line.