

# POPULAR RETAIL FIRMS SOLID AND RELIABLE

**Duluth With Its Numerous Suburban Additions and Extensive Tributaries, Offers a Fertile Field for the Enterprising Retailer.**

The retail stores of Duluth are well stocked with goods in every conceivable line of as excellent a quality as can be procured from the best known manufacturing establishments. The prices compare favorably with those of the best houses in the largest metropolitan centers. Expert buyers are given constant employment in replenishing stocks. The following houses are among the most reliable in the city:

**KELLEY HARDWARE CO.  
MOST COURTEOUS FIRM**

This well known and popular hardware firm represents one phase of Duluth commercial development on which too much stress cannot be laid. For many years this concern has occupied the foremost place in the ranks of hardware houses of the state, and with the extension of Duluth commercial world Kelley Hardware company continue to keep pace with the improvement. Especially in the line of mechanic's tools does this company show its innate knowledge of what is wanted in Duluth, for each and every article in the house bears the imprint of some manufacturing concern that is recognized as foremost throughout the world. This company is located at 118-120 West Superior street, where they have been doing business for 15 years and employ 25 people. They carry the best and most complete stock of tools for all trades in the northwest, and many goods not carried elsewhere. The Kelley Hardware company makes a specialty of carpenter's and machinist's tools.

This company is friendly to organized labor and we take pleasure in wishing them continued success and popularity.

They have both phones, No. 21, and their officers are M. L. Kelley, president; J. F. Killorin, vice president; and H. K. Quayle, manager.

**WIELAND SHOE CO.  
IS IN GOOD REPUTE**

In this day of tasteful and stylish dressing, in which also the comfort of the person is carefully considered and usually skilfully provided for, there is scarcely any article of apparel more worthy of attention and more closely attended to than foot wear. When a purchaser is in search of what is desired in this respect, all the requisites of the most complete satisfaction are looked for. These can be found in ample variety of style, character and cost at the establishment of the Wieland Shoe company, dealers in all kinds of fine shoes, 123 West Superior street. They manufacture custom made shoes, boots, etc., and special attention is called to their shoes, which are made to order. They also make a specialty of lumbermen's shoes, boots and crusting packs, the latter are known as the "Wieland pack" and are made for cruising, as they are very easy on the feet and are used a great deal by hunters, explorers, etc., and if you are contemplating

anything of this kind it would be well to give Wieland a call.

Mr. Wieland, the proprietor, has been in the shoe business from his boyhood, and has been located where he carries on his extensive trade during the last 30 years. He has therefore a knowledge of his line based on long experience and close study of its needs, developed at last in one of the progressive and most energetic business centers of the country. He handles the following union brands of shoes: In men's wear, Stacy Adams and Richardson and Joyce and A. J. Bates; in ladies' wear, the celebrated and justly popular Johnson Bros. Rose Shoe company and many other brands of first class shoes. Go to Wieland's when you wish to get the best for your money in every way.

**A. FREIMUTH,  
FIRST CLASS GOODS**

The need of dry goods, notions and ladies' furnishings is ever present in all walks of life, and the stores that bring them near to the people of any given section of a city or locality are positive benefactors. Of this character is the dry goods and notion store of A. Freimuth, 230 Central avenue, in this city, which, besides being in a city and well populated portion of Duluth, and therefore in a location where it is much needed, is well stocked with every variety of goods in its lines, all of excellent quality, and ranging in price according to the taste and ability of the purchaser. The members and friends of organized labor can always depend on finding here what they need, and having it laid before them with a courtesy and straightforwardness truly gratifying. Mr. Freimuth is an old hand at his business and understands it thoroughly. Mr. Freimuth has been in business a good many years.

**GRAND UNION TEA COMPANY IS POPULAR**

Teas and coffees rank second only in importance to flour and sugar. A vast army of people depend for their morning meal upon toast and coffee, and possibly one or two minor articles. The healthy stimulant which puts them in condition for a strenuous day's work is the good coffee which they drink. No matter how much space is used for advertising the stuffs which claim to take the place of tea or coffee, the general public has learned to look upon these parched beans, ground corn husks, roasted bran, etc., as an absolute fake, a menace to the inquisitive public, and a terrible irritant to a man's stomach. The world has been pretty well search for good things to eat and drink, and we have nothing to supplant these popular beverages. In China and Japan they drink tea as we would drink water. In the south and in Cuba coffee has just as common a use. In both these places we find that people live to be grand, healthy old people, and the conclusion is easily drawn that good coffee and tea will hurt no one.

The question is a simple one. It is just a case of getting pure goods. We have scanned the resources of Duluth and have located a place where these commodities are handled exclusively

and where none but the best of supplies are ever carried in stock. This, needless to say, is the Grand Union Tea company, at 18 West Superior street.

The Grand Union Tea company have their headquarters in New York city, and are the largest retailers of teas and coffees in the United States. Their store in Duluth has been here for 17 years, and has been under the present management for 14 years. They have 191 retail stores in various parts of the United States, and with their big buying advantages, are better able to give better values than smaller concerns. Among their various lines of goods may be found teas, coffees, baking powder, extracts, spices, sundries, soap, etc., and we hope if you have not been a customer of them you will give them a trial and once you do so you will become a steady patron.

**KUGLER & CO. ARE  
DRUG LEADERS**

One of the most important branches of business which the public has to deal with is that of the druggist, who not only caters to our wants in sickness and in health, but to whom we look for advice and upon whose judgment and reliability we depend. It is important in our dealings in this line to select a place that we know is absolutely trustworthy for this department of trade has a close bearing on our lives and a small mistake might result fatally. We have in mind a popular and well known drug house of the city, the establishment of the F. W. Kugler & Co., located at 108 West Superior street. The appointments throughout this establishment are elegant and perfect in detail. He has been in business about 20 years



F. W. KUGLER.

and is one of the oldest retail drug stores in the Northwest. A specialty is prescription work, and this department is always in charge of a licensed and thoroughly competent pharmacist. This drug store also has a confectionery assortment comprising the choicest confections of the most famous manufacturers of the country. They also carry a fine stock of imported, Key West and domestic cigars. This is beyond doubt the busiest drug store in Duluth, and to say that they have achieved success is apparent even to the casual visitor. We can conscientiously recommend them as thoroughly reliable, honest and competent druggists, who conduct a store which will continue to be one of the most favorably known places in the entire city.

**THE GREAT EASTERN  
OF WEST DULUTH**

Is it hats, caps, collars, handkerchiefs, ties, shirts, underwear, clothing or other articles of men's furnishings you want, and do you wish

to get first class goods at moderate prices? Then go to the store of The Great Eastern of West Duluth, located at 212-214 Central avenue. Mr. Kastner and Newman know the markets from which they buy and the trade to which they sell, and are therefore a capable guide in the lines they handle. Their knowledge has been broadened and intensified by experience, and their taste has been cultivated by study and reflective observation. It follows that they are not amateurs whose opinion as to what is correct in styles is a guess, but critical judges whose advice adds to the worth of what they sell, for it is sure to be in keeping with the proprieties. They handle many union made articles, and ought to receive the support and active patronage of union men and their friends.

The members of the firm are: Morris Kastner and Louis S. Newman, and they have been in business about 15 years, and the Labor World takes pleasure in placing the name of the Great Eastern of West Duluth, in the honor roll of friends of union labor.

**JACOB GRUESEN,  
WATCHES, JEWELRY**

A thoroughly reliable concern such as that of Jacob Gruesen is certainly entitled to the hearty support and encouragement of the friends of union men in our city. This company has always co-operated cheerfully to further the labor movement, and has never failed to set the seal of its approval upon the broad, underlying principles of unionism.

Mr. Gruesen's shop windows form another feature for attracting the public eye, and at any time may be seen there an endless array of beautiful rings, precious diamonds and stones of every hue and kind. He is skilled in making and repairing articles composed of silver, gold and other metals and is in a position to constantly meet the demands of patrons.

Mr. Gruesen came to this country in 1874 from Germany, and will have been in business in Duluth 21 years the 10th of June. He is located at 124 West Superior street, and has the Zenth phone, 1393.

Mr. Gruesen is an importer from the leading markets of London, Paris, Vienna and Geneva, of a general line of useful and ornamental articles eminently suitable for wedding presents and gifts on all occasions. Proof of so much popular favor among the best people of the community is substantially shown by the number and frequency which fresh importations arrive to replenish the even-changing stock with the latest and most stylish goods from the fashion centers of Europe and America. He does not believe in handling shoddy goods of any kind, but believes, on the contrary, in giving a good article for the money, and making a friend and constant customer of every patron.

The honest methods of business pursued at all times by Mr. Gruesen have constantly increased his popularity among the people of the entire country tributary to Duluth, and the Labor World is pleased to state that he has always treated our representatives with utmost courtesy.

**BOARD OF TRADE  
LIVERY COMPANY**

Duluth has the name of having the most perfect and complete livery and the finest driving horses in the state—that of the Board of Trade Livery company, at No. 408 West First street. This livery is centrally located, and a call upon either phone will receive prompt attention.

The members of this firm are gentlemen of wide experience in the livery business, and give their personal attention to the business, with the result that they have acquired a reputation second to none for their endeavors to keep abreast with every improvement, and to please and satisfy their customers.

They are provided with the very latest and finest equipment, there being nothing known to the carriage builder's art which is not to be found in the stock of this enterprising and up-to-date company. They have eight passenger chabriolets, eight-passenger drags, twelve-passenger tally-hos, twelve-passenger buckboards, fifteen-passenger tally-ho, twenty-passenger rubber-tired cabriolets, four-passenger pneumatic tire park traps, rubber tire victorias, rubber tire broughams, rubber tire landaus, rubber tire runabouts, rubber tire buggies, rubber tire stanhopes, and everything which can be found in any high class livery in the country anywhere.

The members of this enterprising and progressive firm are: C. P. Maginnis, president; James Sullivan, secretary and treasurer.

These gentlemen are among our most prominent and respected citizens, and they have always been foremost in any movement for the betterment of our citizens. They have always been most fair and liberal in their treatment of their employes as well as in their dealings with the public, and it is a pleasure to note their continued growth and prosperity.

The Labor World is glad for an opportunity to recommend this company, which is such a benefit and credit to the city, and they should receive the heartiest support and encouragement from all our citizens.

**TROY LAUNDRY FOR  
FAMILY WASHING**

Duluth is recognized throughout the entire country as a city which does business on a broad gauge and liberal principles and it is such firms as the Troy laundry, which have given the city this desirable reputation. They have made an invariable rule to treat the general public as well as their immediate employes and their customers with unfailing consideration and courtesy, and that this is a good policy is shown by the rapid and substantial growth which has followed their business.

The Troy laundry, located at No. 22 East Superior street, is fitted with the most modern and up-to-date machinery and the best skilled labor for the rapid and satisfactory handling of laundry work of every description, and they make a specialty of this laundry work upon the promptest ser-

The laundry is under the personal management and supervision of the proprietor, Mr. Clark, who takes a personal interest in seeing that every piece of work turned out is up to the high standard set by him for his work at the very outset. As a result the citizens of Duluth as well as the transient customers who wish their work well and promptly done have come to look to the Troy laundry as the proper place to send their work.

Mr. Clark is one of our best known and most popular business men, and it is a pleasure to note the constant and increasing success which has attended his efforts. He has never spared pains nor expense to keep his work first class in every particular, and the most modern methods and machinery have always found a ready patron in Mr. Clark.

He has been in business 19 years; employs 26 people, and all call over either phone, 257, will bring their wagon to your door.

The Troy laundry has well earned its position at the head of the laundries at the head of the lakes, and the Labor World takes pleasure in recognizing this merit and in recommending the laundry to its readers.

**YALE LAUNDRY CO.  
KNOWN EVERYWHERE**

"Cleanliness is next to Godliness," is an old saw which contains a large amount of sense for a foundation, and it is certain that nothing is more conducive to health and comfort than cleanliness. And nothing adds more to one's personal appearance than neatly laundered linen. The man with a spotted shirt and collar and neatly blackened shoes has an appearance of being dressed up which cannot be attained by the person who is careless in regard to his linen, no matter how costly his apparel. And in these days of modern laundrying, there is little excuse for any person not being neat and clean in their personal appearance.

Brown & Yale company are the proprietors of the above laundry, and they employ about 135 people in the laundry here and at Superior. The Yale laundry has been in business about four years and the Broadway laundry at Superior 15 years.

This laundry is equipped with the most modern and improved machinery, and there is no danger of the tearing and spilling of clothes which is so often the case where less care is taken. The most skillful and experienced help is employed, to whom is extended the fairest treatment, and every employe is working to maintain the excellence of the work turned out, so the patron is sure to receive the best that skill, care and cleanliness can produce.

Brown & Yale company, the proprietors, are enterprising and progressive gentlemen, who believe in giving the customers the benefit of any improvement which may be made in their line of business and in making the charges as invariable as is compatible with conservative business methods. They turn out work with the utmost dispatch, and will be glad to call for and deliver orders, and telephone calls will receive careful and immediate attention.

The Yale laundry has won its place at the head of the laundries of the cities by the fairest methods, and we trust they may continue to prosper and grow.

**SECRETARY-TREASURER  
OF STATE FEDERATION**

Gives Lecture to An Audience in Edgemoor Hall Saturday Night.

From Saint Cloud Union Herald: William E. McEwen, secretary-treasurer of the State Federation of Labor and editor of the Duluth Labor World was in the city Saturday, making preliminary arrangements for the big convention to be held in St. Cloud on June the 10, 11 and 12. Upon request of the lecture committee of the Trades and Labor Assembly Mr. McEwen gave a general talk to the boys in the evening, not taking any particular subject, but rather a heart to heart talk. He touched on the success and progress of organized labor in and out of the state and gave some striking illustrations of the benefits received by the ones under the fold of the union against those who wished to paddle their own canoe. Mr. McEwen has risen from the rank of his trade as a plumber to one of the leading men in the labor movement in the state, and wields a strong pen in defense and promotion of the cause he represents. The meeting on Saturday night, while not large in numbers, was

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Families and Firms that dealt with us 15 years ago deal with us still. That's all.

## The Ohio Coal Co.

332 WEST SUPERIOR STREET  
**W. M. Gravatt, Sales Agent**  
Both 'Phones 76.

overflowing in enthusiasm, and those who attended enjoyed a profitable as well as an enjoyable evening. Mr. McEwen left on the Sunday morning train for the Twin Cities, where he will do some work at the legislature before returning home to Duluth.

It is expected that the largest attendance to any of the state conventions will be here in June, and the local committee on arrangements is now busy preparing for the pleasure and comfort of those who will be the city's guests at that time.

**IDAHO AUTHORITIES  
WARM UP TO LABOR**

LEWISTON, Idaho, April 4.—The board of regents of the University of Idaho, decided yesterday that the claims of the laborers engaged in the construction of the new agricultural college for the university were superior to the claims of those supplying material for the construction. By this decision, the laboring men engaged in this work will receive the full amounts due them from the contractors, while the supplies of the material will have to be content with a little over 42 per cent of their claims. There is due to the contractors on

**SHE DIDN'T ADVERTISE  
IN THE LABOR WORLD**

Mary had a little lamb, his fleece was white as snow; it strayed away one summer day where lambs should never go. Then Mary sat her down, and tears streamed slowly from her eyes; she never found the lamb because she did not advertise. And Mary had a brother John, who kept a village store; he sat and smoked his pipe and watched the open door. And as the people passed along, and did not stop to buy, John still sat down and smoked his pipe and blinked his sleepy eye. And so the brokers seized his stock, but still he lingered near and Mary came to drop with him a sympathetic tear. "How is it, sister, can you tell why other shopmen sell all their goods so quickly and thrive year to year?" Remembering her own bad luck, the little maid replied: "These other fellows fatten, John, because they advertise in the Labor World."