

# COOPERATION IS THE KEYNOTE

Talks Made by Duluth and Superior Merchants at Local Association's Banquet.

NEARLY ONE HUNDRED  
PRESENT AT FUNCTION

Many Entertainment Features, Including Music and Recitations, Are Provided.

Cooperation in the development of the Twin Ports and the surrounding country were keynotes of talks made last night at the first annual banquet of the Superior Retail Merchants' association at which about half a hundred of the leading business men of Duluth, members of a similar organization in that city, were guests of members of the local association.

President S. W. Lightbody of the Superior association was toastmaster. Following a brief talk in which he welcomed the Duluth merchants, he called upon Anton Ahlen, vice president of the Duluth association.

Mr. Ahlen discussed the purposes of the merchants' association and what it had accomplished. "We find when we investigate and rub up against the other fellow, he's not so bad," he said. "In unity there is strength, and it is practical cooperation that we need in order to accomplish things for ourselves and our cities." He urged the merchants on both sides of the bay to work together for a better head of the lakes, for "what is good for one city is good for the other." In closing he had the Duluth association members "tell who they were" with their rallying cry: "Who are, who are, who are we? We are, we are, the merchants of Duluth, you see, boosting Lark o' the Lake, by gee."

William N. Hart of Duluth, an officer of the Duluth association, explained "The Lark o' the Lake," which Duluth proposes to stage a number of week-ends this summer, and invited the Superior merchants to cooperate with them in making it a success, asserting that "if it is worked right Superior will benefit as much as Duluth."

He said that the Superior merchants could buy tickets for their out-of-town friends and customers as well as the Duluth merchants.

"We have been connected by street cars, railroads and ferries for many years, but now we are connected by common brotherhood. We are two separate cities but in the future will be but one," said B. P. Neff of Duluth. "By cooperation we can work together for the good of both and with a benefit to all concerned," he said.

William Burgess, also of Duluth, who is on the Duluth-Twin City highway committee, said that the proposed bridge across the St. Louis river would be built.

"I have spoken to officials of both the Minnesota Steel company and the Minnesota Railway company and both said they had no objection to the building of the bridge," he said. "The objections which had been made were made by several New Duluth real estate men because of personal grievances. I will do all I can to have as many roads built as possible as we have to take care of the farmer and make it convenient for him to get into the city. In many of the farm homes I visit now I almost without exception find catalogues from large mail order houses, and we want to encourage them to buy in the Twin Ports instead."

The entertainment features arranged by Secretary Marx included piano and xylophone numbers by Ted Gardner and C. W. Knapp; vocal selections by the Crawford quartet; solos by Miss Stella Seligman and a recitation, "The Lion and the Mouse," by Miss Seligman. The closing numbers were by "Billy" Adams, a singer and whistler, and by Ferrari and Campanos, who gave vocal selections with Italian harp accompaniment.

The Duluth merchants present were George A. French, George H. Winchester, H. C. Pearson, A. H. Moe, A. Johnson, C. B. Nunan, Felix Seligman, S. W. Hill, E. N. Smith, W. C. Allen, B. P. Neff, R. C. Kruschke, V. P. Juten, John Moir, John Thygeson, W. B. Brinkman, George A. Gray, Frank B. Smith, Frank H. Farrell, H. S. Wenker, A. Ahlen, Ben Friedman, R. R. Forward, Ben Beckman, W. H. Hart, A. K. Squier, N. J. Hendrickson, William Burgess, A. W. Lindgren, F. G. Windblade, George Bayha, Philip Bayha, A. B. Slewert, W. A. Abbott, Oliver Elsetner, R. J. Enger, E. H. Olson, F. S. Kelly, M. Albenberg, M. W. Koneczny, Victor Huot, A. O. Anderson, E. Mendenhall, F. M. Stone, George Fairley and C. H. Bagley.

The Superior merchants and guests were, C. O. Johnson, S. W. Lightbody, W. S. Wingate, Joseph Nell, L. H. Larson, Thomas H. Fairfax, Peter Skamser, H. J. Harvey, T. J. Roth, C. J. Sharkey, George A. Carlson, Nels Peterson, J. B. Myre, William Schiller, J. Segal, L. Segal, S. Y. Josephs, Louis Shapiro, Andrew Ekstrom, Roy Edelman, M. May, Frank Nathan, L. J. Marks, J. F. Bingham, A. T. Bingham, C. A. Swanson, Charles Bergeson, H. L. Leveross, Hugh McDonald, E. Siegel, Herman Aaronson, W. R. Stiles, Sidney Buchanan, A. F. Dod, I. J. Solon, Allen Chisholm, H. A. Bingham, Harrie Rogers and T. C. McDonald.