

White City News

Devoted to Matters of Interest to Our Representatives.



VOL. 111.

FEBRUARY 10, 1906.

NO. 37



F. H. DOUGALL, Sales Manager.

The information contained in this paper is of a confidential nature. Please destroy after reading and do not leave lying around.

To-morrow's a myth.
TO-DAY is a fact.
Get busy forthwith.
Act! man, act!

Kal-Som.

We have, by years of experience, learned that to make a success of a new line of goods a firm must "get into it right." That is what we have done in deciding to manufacture "Kal-Som," the latest and best achievement in the calcimine wall finish line, on a large scale.

We have studied the line thoroughly, know all about the competing goods, have secured the services of the best posted expert on this class of goods in the country, and have reached to completion a new factory, specially designed and fully equipped with special machinery and facilities for manufacturing a line of calcimine more economically and of better quality than can be turned out by any of our competitors.

All we need now is to make each of you boys realize the immense field there is for this class of trade, and that in Kal-Som we have embodied all the merits of the best lines already on the market without any of their defects.

We desire each of our representatives to carefully equip himself to present this new line most effectually. It is bound to become an important branch of our business, and it behooves you to prepare yourself to do your share towards making

it the great success it is sure to be with your co-operation and assistance.

Nearly every dealer in paints handles some line of wall finishes, or should do so. The practical painter is the man who uses these goods, therefore he is the best man to influence.

We have sent you a booklet, "Points

Get in the Game

ON THE NEW ERA VARNISH CONTEST

Don't Wait for Someone to Hit
You with Something Heavy

on Kal-Som," which we ask you to study carefully. Kal-Som possesses all the good points of all the other lines on the market with none of their defects.

You will note by color cards sent you that we offer two distinct lines. Tints for walls and ceilings and Solid Wall Colors. Be sure to specify what color

Contest Between Districts B and N.

During the month of February their New Era Varnish and Liquid Wood Filler contest up to Thursday, February 8th, '05, at 3 p. m., shows District N in the lead by \$250.

cards are wanted on your orders. Also note on our price slip the different sizes offered. Five pounds is the minimum amount required to finish a room, say 10x12 feet.

We are now ready for orders and can ship the goods by about Feb. 15th or 20th. Come on, boys!

\$1,000 Propositions Received This Week.

DIST. A—One by AH. R. Kelly from Theo. Gibson, Hayward, Cal.

DIST. C—One by H. N. Welch from O. M. Wilson, Monroe, Iowa.

DIST. C—One by A. D. Haegg from The Customers Painting Co., Owatonna, Minn.

DIST. F—One by F. B. Sangster from Dye & Beissner Hardware Co., Towanda, Pa., for shipment March 1st.

Call Your Order Received This Week.

DIST. A—One car by AH. R. Kelly from Cullen Palm and Glass Co., Salt Lake City, Utah.

DIST. B—One car by E. S. Rhodes from Alexander Drug Co., Oklahoma City, O. T.

DIST. B—One car by Dan Davies from Albert Seidfeldt & Co., Tucson, Ariz.

DIST. F—One car by F. B. Sangster from Buffalo Glass Co., Buffalo, N. Y. This a straight car of Michigan Seal Lead.

DIST. G—One car by I. D. Wilson from John L. Thompson Sons & Co., Troy, N. Y.

DIST. G—One car by W. J. Carlyle from C. C. Lowell, Worcester, Mass.

DIST. K—One car by Jas. Bond, Jr., from David Bernhardt, New Orleans, La.

DIST. K—One car by H. T. Carl and R. M. Blumens from Danbo & Nicholson Co., Ltd., Lafayette, La.

DIST. N—Two cars by Thos. F. Orley and H. F. Whitaker from Valley City Glass and Paint Co., Grand Rapids, Mich.

0007-SWP-043029

**MR. A. R. KELLY HAS ACCEPTED
MR. OTLEY'S CHALLENGE.**

District A has accepted District N's challenge for a contest on the full "Acme Quality" line from A to Z (total of volume of business for the districts from February 1st to April 30th, inclusive.)

This will be a very interesting contest between two of our largest and most aggressive districts and we will watch the results with interest.

The positions of the two contestants will be published in WHITE CITY NEWS, starting February 17th and each week thereafter as long as the contest runs.

COME ON, BOYS!

**MR. DAN DAVIES HAS ACCEPTED
MR. OTLEY'S CHALLENGE.**

District Manager Dan Davies comes back strong at District Manager Tom Otley, and proposes a contest on New Era Varnishes of all kinds, including Dryers and Asphaltums and both grades of Liquid Wood Filler. Total sales of District B against total sales of District N. Contest to start February 1st and run to June 14th, inclusive. Other conditions, dates excepted, to be exactly the same as outlined in WHITE CITY NEWS, February 3rd, on contest between Mr. Frayser and Mr. Whitaker.

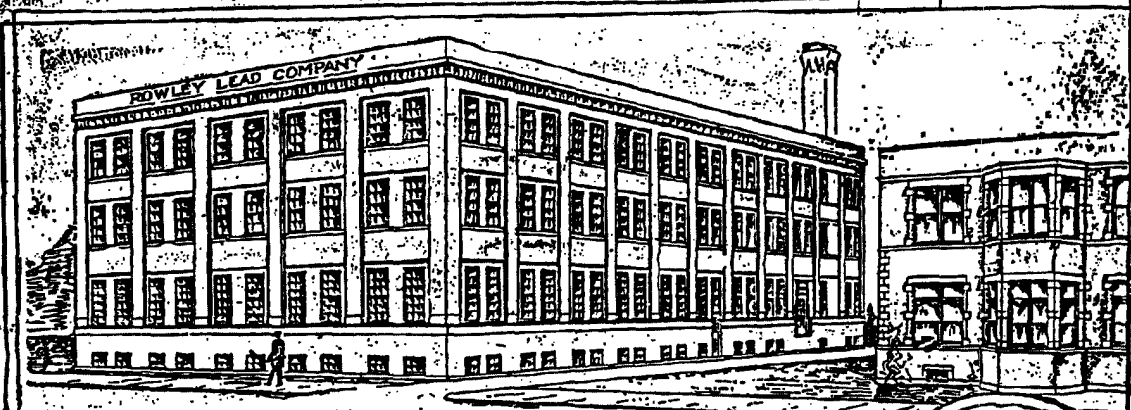
This contest is now declared on. District B has nine salesmen and District N has twelve, counting the District Sales Manager in each instance. This is sure to be a mighty fight, and will attract a great deal of attention.

COME ON, BOYS!

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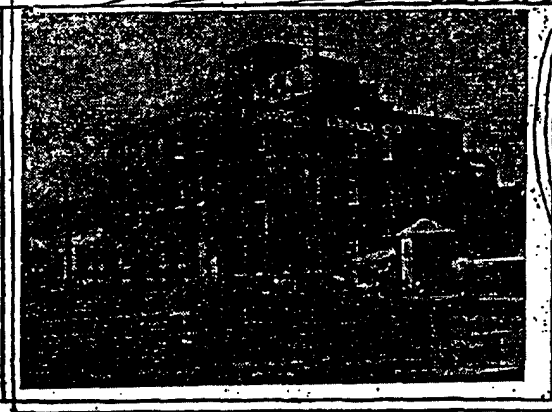
Detroit Free Press Nov 19th, 1906

DETROIT LANDS ANOTHER INDUSTRY THROUGH THE BOARD OF COMMERCE



A MANUFACTURING BUILDING FOR
THE ROWLEY LEAD COMPANY,
DETROIT, MICH.

Picture above shows the new plant to be built for the Rowley Lead Co. on St. Aubin avenue near Sidney, close to the Acme White Lead & Color Works. The picture below is the present plant of the company, and that to the right is William H. Rowley, president of the Rowley Lead Co.



Another new industry for Detroit announced by the Board of Commerce. As a result of negotiations, which were carried through several months, the committee on new industries, with Alvan Macaulay at its head, succeeded in convincing the Rowley Lead Co., of St. Louis, that Detroit is the natural and economic point for the manufacture of white lead and allied products. Mr. Macaulay can give pointers to a St. Louis concern because his own institution—the Burroughs Adding Machine Co.—came here from that city two years ago.

The Rowley Lead Co. has decided to build its main plant and move its executive offices to Detroit. Donaldson & Meier have been working on the plans for some time, and building will commence as soon as the working drawings are ready. The picture herewith shows the structure, which will be of fireproof construction. The main building is 180,000 feet in size, and will be located on St. Aubin avenue, near Sidney, close to the Acme White Lead & Color Works.

A Model Plant. The new plant will be a model of its kind, with up-to-date machinery and equipment. The building will be of fireproof construction, and will be equipped with all the latest improvements in the art of manufacturing white lead. The plant will be a model of its kind, and will be a great asset to the city of Detroit.

of the plant will be about 10,000 tons yearly, equal to about \$1,250,000.

To Compete With Trust.

With this new plant in operation, the company will produce nearly 10 per cent of the entire American output and, therefore, will become a formidable competitor of the gigantic lead trust, now said to be dominated by the Guggenheims, who also control the gold, silver, zinc and lead smelting and refining business of the country. It has been common gossip in the trade that the Guggenheims used a prominent Detroit concern to control the lead market, and that, having no direct interest in the lead business, it is now in control of the situation and of the greatest industrial trust in existence. It is this trust, Mr. Rowley has set out to compete with. The Rowley plant will enter the field with its own process of manufacture which differs from the old Dutch method, and also from the quick system, yet retains all the excellence of the former. The St. Louis plant has been used for all of the experimental and evolutionary work, its output is about 1,500 tons

yearly. The product of the Detroit plant will be largely absorbed by the paint manufacturers of Detroit; the company will have an intimate relationship with the Acme works, its largest single customer.

The chief executive of the concern is William H. Rowley, whose ancestors have been white lead makers for several generations. Mr. Rowley himself is an expert lead manufacturer, and has had practical experience with three processes now in use. He has mastered and patented a simple method of making white lead of the highest quality.

Will Be Welcomed to Detroit.

The consumption of white and red lead, litharge and lead oxides is steadily increasing. These products are used in making paints, rubber, glass and dry bones. In various forms they are necessary in the electrical, chemical and other mechanical arts. Mr. Rowley has been prominently identified with the commercial and civic life of St. Louis and will be given a warm welcome in Detroit. One of his first acts, after deciding the question of location in favor of

Detroit, was to indicate his desire to become an active member of the Board of Commerce.

When the new plant is ready in April he promises that he will turn it over for a day to the Board of Commerce for inspection, and that he will give the members of that industrial body a hospitable reception.

Detroit is the largest producer of paints, varnish and kindred lines in the world, and now it will have the added advantage of a plant for the manufacture of corroded white lead. Just as the growth of the automobile business has naturally led to the choice of Detroit for the Morgan & Wright rubber plant, so has the growth of paint-making attracted Mr. Rowley's company. Chairman Macaulay, of the Board of Commerce, committee on new industries, says that Mr. Rowley's coming adds to Detroit's high reputation for automobile accessories, and other things as yet unnamed. Varnish had never been so important in the automotive equipment industry until the coming of this plant. The advantages, in making Detroit news as a great industrial center, are immediately apparent. The Board of Commerce has won for Detroit a factor in the development.

Detroit Journal
Dec. 17, 1906

Sixty-five hundred and twenty-five representatives of the Acme White Lead & Color Works will assemble each day this week in the convention hall at the factory, corner of St. Aubin avenue and M. C. R. R. This is their semi-annual gathering for a general discussion of trade, the transaction of important matters pertaining to the improvement and extension of the business, and the development of plans for the district sales managers and officers of the company will meet today, and the general assembly of salesmen from all parts of the United States will commence with Tuesday morning's session.

Programs have been prepared outlining the various topics for discussion at each session, and papers on subjects of general interest will be read by a number of the salesmen.

Among the many interesting features of the convention will be the distribution of novelties. Each representative will receive a handsome leather case with his name embossed in gold on the front of cover. A bird's view of the factory buildings is shown on the inside of the flap, and the Acme war cry is inscribed just beneath the same. The business sessions of the convention will be interspersed with several social events in the evenings to give relaxation from the more weighty discussions of the day. A trip through the factory is planned for Thursday afternoon, when the salesmen will be given an opportunity to inspect the goods which they sell in their various processes of manufacture. General Sales Manager F. R. Dougall will preside at the meetings.

It is expected that this will be the largest and most successful gathering of the kind in the company's history, and the impression thus created will be the means of instilling a renewal of enthusiasm that will be of incalculable benefit to all concerned.

Detroit Journal
Dec. 17, 1906

ACME SALESMEN MEET

SEMI-ANNUAL CONVENTION IS IN SESSION HERE.

Every six months Acme White Lead & Color Works salesmen from all parts of the United States meet in convention to discuss important business matters and the development of plans for the next season's campaign. The current convention was opened in the company's hall Monday morning. The hall is tastefully decorated with bany palms, flags, bunting and attractive displays of "Acme Quality" goods. Flags float from the line of factory windows, freighting on the railroad and St. Aubin avenue. District sales managers and officers of the salesmen will commence Tuesday morning. Papers will be read by a number of the salesmen. Social events have been planned for evenings. The sessions will be presided over by the general sales manager, F. R. Dougall.

Detroit Journal, Dec. 17, 1906

Detroit Journal
Dec. 17, 1906

SALESMEN MEET

ACME CO. FOREGATHER

The district sales managers and officers of the Acme White Lead & Color Works open their semi-annual convention this morning. Sessions will be held in the factory building during the week for the discussion of trade and the transaction of important matters pertaining to the improvement and extension of the business and to develop plans for next season's campaign.

Tuesday morning about 125 salesmen gathered at the factory building for the opening session of the convention. The day was spent in the transaction of business and the discussion of important matters pertaining to the improvement and extension of the business and to develop plans for next season's campaign.

The convention will continue through the week, with sessions held in the factory building.

Detroit Journal
Dec. 17, 1906

Detroit Journal
Dec. 17, 1906

TO INVADE SOUTH AMERICA

ACME WHITE LEAD WORKS TO HUSTLE FOR BUSINESS THERE.

One of the interesting figures in the semi-annual convention of the sales agents of the Acme White Lead & Color Works, in progress in the company's plant here, is Daniel Davies, general sales manager for the middle



DANIEL DAVIES.
One of the Sales Managers of the Acme White Lead & Color Works who will push the firm's business into South America.

west and southwest, with headquarters in St. Louis. He is the premier business pusher among the concern's outside men. "A year ago," said he, "I started in to boost my business to \$500,000, which means an increase of about 25 per cent. I kept my 16 agents on the jump and hustled hard and just missed the mark by a shade. My territory includes the republics of Mexico. In a few months I'm going to invade Chili, and will gradually extend operations until the whole of South America is included. There are splendid opportunities for trade in South America, and we're going to get into the game early."

Mr. Davies' popularity with his agents is evidenced by the "northern boys" presenting him with a thirty-second degree Masonic ring and the "southern boys" with a thirty-second degree Masonic charm.

The Railway Age, Jan. 3, 1907

Acme White Lead & Color Works held the twelfth annual convention of its salesmen at Detroit on the week preceding the Christmas holidays. About 125 were in attendance at the convention and the daily meetings were held in the company's assembly hall at its plant. In addition to the business sessions various functions of a social nature took place, the crowning event of the week being the smoker and banquet at which Frank Dougall, general sales manager, was toastmaster. The plant of the company now covers 14 acres of land and its capital stock is about to be increased from \$750,000 to \$1,250,000. During the month of November the company had on its books orders for immediate delivery of 100 carloads of paint, besides a large number of smaller orders. The Acme White Lead & Color Works was organized 25 years ago and started business in a rented room, 40 by 50 feet, near Grand River and Fourth avenues, Detroit. During the 25 years the number of employees of the company has grown from 2 to 400, in addition to the 125 traveling salesmen.

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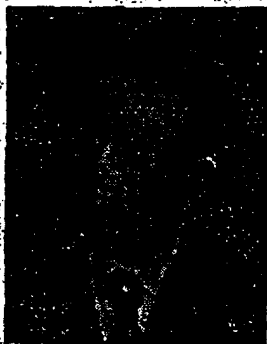
Detroit Times, Dec. 19, 1906

NEW SOUTH IS COMING FIELD

R. M. BILLINGS, OF MEMPHIS,
SAYS BUSINESS TIDE IS
THAT WAY.

The new south is a commercial section—a business Mecca for the crowded and all-but-worked-out portions of the north," declared R. M. Billings, of Memphis, Tenn., at the Hotel Cadillac today. Mr. Billings is the general sales manager of the Acme White Lead & Color Works in the southern states, and is in Detroit attending the annual gathering of the agents of that concern from all over the country. The south has no more earnest champion than he, and he is a firm believer in the importance of its industrial and business future.

"No portion of this country has better prospects than the south," he continued. "Think of our natural undeveloped resources—mountains of iron ore, coal fields that have never been touched, oil fields from which about millions of gallons of oil, the



R. M. BILLINGS

great virgin forests, and our agricultural development at its threshold, so to speak. We raise everything that can be raised in the north, besides our cotton—and cotton is still king. Capital and labor have both learned the truth, and the tide of migration is coming our way. Where once the heavens were black with the smoke of fraternal conflict, the smoke of peace now curls from the stacks of foundries, steel and iron mills, factories of every kind. And still it is all in its infancy. As an indication, the output of the Acme paints, enamels, stains and varnishes in this field has increased more than 1,000 per cent in the past five years. This is not phenomenal, but is attributable to two

causes, the prosperity of the country and the quality of the goods. I always look forward eagerly to my annual visits to Detroit, for you have a great city. But you must not forget that the south is on the map and there to stay."

The Acme agents come from every section of the country and will remain in Detroit a week. This time will be spent in studying the methods and work of the plant, discussing business plans and enjoying fraternal association, with smokers, banquets and pleasure outings. There are about 120 of the visitors in attendance.

Detroit Free Press, Dec. 20, 1906

"I WILL," HE SAID, AND HE DID IT

T. F. Otley, Manager Chicago
Branch Acme White Lead &
Color Works, Succeeds.

Prominent at the convention of salesmen of the Acme White Lead & Color Works, held at that establishment this week, was Thomas F.



THOMAS F. OTLEY

Lawyer, who can sell insurance of

Michigan Trade Journal
Dec. 19, 1906

Detroit—The Acme White Lead & Color Works has increased its capital stock from \$750,000 to \$1,250,000.

Otley, sales manager of the western district and manager of the Chicago branch.

Three years ago, Mr. Otley, who was then working for a Chicago jobber, attended an Acme salesmen's convention, and declared that when he got out of a job he would come and sit on the Acme steps until he got one. Two years ago his house sold out. He was given his present position and has increased the Acme sales 400 per cent in the hardest contested territory on the map.

Mr. Otley is a six-footer, with the air of a western lawyer, which he really is. He is a native Michigander, but moved when a boy to the state where they have to be shown, and passed the Missouri bar examination at 18 years of age. Being hampered by his minority, he started writing insurance, intending to go back to the law. The selling game appealed to him, and he conceived the idea that a man who could sell insurance could sell paint.

He hired out as confidential man to the Chicago jobber who handled Acme goods. After three years, when the jobber retired, he was given the territory, which embraces Illinois, Indiana, Wisconsin, and part of Michigan.

He has increased his selling staff from four to eighteen, and has captured 50 per cent of the best accounts in the territory. One ship which formerly yielded \$200 a year has been boosted to \$10,000.

"The dealers are cutting out smaller houses and buying of larger ones," said Mr. Otley. "It is easier for them to get the highest class goods in that way. As for salesmen, I pick them from every business. I reason from my own experience that if a man can sell one thing, he can sell another. Some of them have sold insurance and some shoddy wheat, but if they have the selling instinct they can sell paint."

Mr. Otley's salesmen were badges of the Chicago colors, tan, ochre and white, with the motto "I will."

Last night the Acme salesmen enjoyed a smoker at the Palladium club. A. M. Woodward, assistant secretary, acted as toastmaster, and introduced W. L. Davies, Thomas Neal, Dr. S. S. Marcus, G. H. Hargrave, James Schermerhorn, H. K. White, Jr., R. H. Harbeck, R. E. Brown, R. H. Hart, M. W. Neal, A. B. Kelly, T. F. Otley and R. E. Hargrave.

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Detroit News, Dec. 20, 1906

FACTS MEN MAKE THE SAWDUST FLY

WHITE LEAD AND COLOR WORKS
TENDERS A FINE BANQUET
TO ITS EMPLOYEES.

Call It a "Three-Ring Circus" and
Every Act Is Greeted With
Vociferous Applause.

Representatives of the Acme White and T. Color works from every state and territory in the Union, numbering in all 134, assembled in the ballroom hall of the Yellowstone club Wednesday night to take part in the "My Shirt-Story Circus" that for 12 years has been an annual event with the workmen of the Detroit Paints company. The "circus" is always preceded by an elaborate program, and an attractive musical program.

W. B. Duggan, general sales agent, directed the program, and the way he cracked his stick made even the staid newspaper men sit lively. While the annual conventions are for the purpose of bringing the officials of the company and the employees more in touch with each other, and also for the ex-

[illegible]

Detroit News
Dec. 20, 1906

F. R. Douglass, Acute White Lead & Color Works:—"Within a few years Detroit will be running a close race for commercial supremacy with cities that in the past have far outranked her. During the past 15 years the increase in the industrial growth of Detroit has been almost beyond belief."

Detroit News
Dec. 20, 1906.

ACME OFFICIALS DINE EMPLOYEES

SUCCESSFUL CONVENTION CLOS-
ES WITH BANQUET IN THE
FELLOWCRAFT.

The management of the Acme White Lead & Color works banqueted 25 of its traveling men and sales managers in the Fellowship club Wednesday night at the close of its successful annual convention, which was attended by all its commercial travelers for the exchange of ideas and to plan out the coming year's campaign.

There was a general good time during the serving of the banquet. While the men talked and joked and ate, strains of music came from an orchestra concealed in the background. As a national air was rendered the men arose to their feet, waving their napkins in the air and cheered until the building was echoed.

g-Among the speakers were
James W. Davidson, Thomas Neal,
James E. McQuinn, William A.
James, Robert H. H. Brown,
Jr., T. H. Harlow, J. M. Kelly,
C. F. O'Connell, J. M. Kelly,
and J. M. Kelly.

Detroit Free Press
Dec 31, 1968



DAN DAVIES

Home White Lead & Color Works.

Daniel Davies, sales manager for the Acme White Lead & Color works in the west and southwest, has his headquarters in St. Louis, but is well known in Detroit. He is one of the premier salesmen on the road, and has charge of sixteen traveling men. A year ago he started to boost his business to \$300,000; an increase of 35 per cent, and inspired such enthusiasm in his men that they missed nothing in the way of a shade. His story includes the conquest of Mexico, and he is soon to invade Chile. Mr. Davies was one of the leading figures of the convention of Acme salesmen of two weeks ago, and was represented by his salesman with a thirty-second degree Masonic ring and a watch chain to correspond.

The Detroit News
April 13, 1892

0007-SWP-043034

0007-SWP-000126190

...a banquet, smoker, circus, side-show, talkfest and an Indian council of war all combined in one, with just enough of the serious element thrown in to balance up. Good fellowship reigned supreme—the very air was surcharged with it—and the repeated clashing of wit and the frequent outcropping of the spirit of good natured rivalry between the various delegations of salesmen, added zest to the occasion. So quickly did the night roll by that it was well into the “wee, wee hours” when the company finally adjourned with the singing of “Auld Lang Syne,” and every man present went forth with a new interest in his work, a little more loyalty to his superiors, if that were possible, and an ambition for greater conquests in the months to come.

Bunch of Loyalty.

It is doubtful if a more loyal body of employees than this army of “Acme Quality salesmen” were ever gathered together under one roof. In all the speeches, in all the jokes and sallies, an undercurrent of loyalty was manifest. The slogan “Acme Quality,” which occupied a conspicuous position, overlooking the banquet hall, was repeated in each of the faces at the tables, and W. L. Davies, president of the Acme Co., revealed the secret of the wonderful success that has attended the untiring efforts of these men on behalf of their firm when he spoke of enthusiasm as a necessary element in business life. The jovial toastmaster, Frank Dougall, general sales manager of the company, called it “enthusiasm,” but it meant the same thing.

Verbal “Roasts” Follow Menu.

Immediately after the disposition of a tempting menu the “circus” began with doughty Frank Dougall as ringmaster, and everybody settled back in their chairs to laugh and growl.

“I am the man with the big whip,” said Mr. Dougall, “and I reserve the right to make as many cracks as I wish during this performance.” The prohibition was placed on the business of making cracks, however, and before the evening was over the ringmaster had to take his medicine with the rest of the party. He had driven home a particularly hot one, when Assistant Secretary A. M. Woodward “got back” by having the orchestra play for Mr. Dougall’s benefit a clever parody, entitled, “He Never Does a Dog Gona Thing.”

The “ringmaster” introduced President Davies as the advance agent of his circus troupe and, following him, Thomas Neal, secretary and general manager of the Acme plant to whom Mr. Dougall referred as the “F. J. Barabum of the paint business.” Mr. Neal proved himself a past master in the art of story telling and, speaking emphatically in a serious vein, declared that there was no handicapped great for Acme salesmen to overcome. Next Dr. B. S. Marquis, than whom no man is more popular with the “Acme crowd,” made a big hit by reading a letter dealing with the imaginary efforts of one Mike Hogan to secure a job with the company. Every official

Acme Employee

Crowds Are Coming

from all classes of society to the STORE AROUND THE CORNER—where they can buy Diamonds, Jewelry, Silverware, Cut Glass and Christmas Novelties at prices way below those asked on Woodward avenue.

They like our store—they like our goods—they like our prices—and so will you if you take the trouble to walk to the corner of State and Griswold streets—just one block off Woodward. Our store has been enlarged to double its former size and is now a very attractive place to visit or rest (we have a special rest room, you know).

Our stock is entirely new and of very latest design. We guarantee to save you money on any purchase.

Hugh Connolly

JEWELER AND SILVERSMITH

DIAMONDS.

Cor. State and Griswold Sts.

Scene at Annual Smoker

Traveling Representative

and every district manager can for a rub and the letter through was a vehicle for an abundant humor, bringing out as it did, in a manner, the little hobbies characteristics of the men in charge of the various branches of this great institution. James Schermer gave the banqueters a detailed description of the latest invention known as the “post-prandial trap” purpose of which is to put a quon on the nights of long-winded dinner speeches by dropping orator through a trap-door and down-and-out chute at the expiration of 15 minutes.

“Daddy” Dan Davies, the sales manager who presides over destinies of district B, with headquarters in St. Louis, was “imprisoned” by H. Kirk White, Jr., neatly prepared “letter” the authorship of which was credited to Davies. S. E. Brown, manager of the railroad trade department, read an original poem which made a hit with the guests. Following a talk by S. H. Hart the “minstrel” of the aggregation, the orchestra led Mr. Hart’s New Era patrol to the tune of the Old O Bucket.

Intrepid Bare-back Rider, in introducing Assistant-Treasurer

Every Gift

...A PRACTICAL ONE.

This is a Christmas buying season in which things are demanded which possess real utility value and from giving pleasure in a beauty-loving sense. Every aisle and table at King’s is crowded with such goods—goods which will be certain to make satisfactory remembrances.



- Dinner
- Ware
- Cut Glass
- Brass Goods
- Electro
- Wedge
- Wood
- Ten Sets
- Dolls
- Wigs
- Jewelry
- Rack
- Copper
- Wares

Open House 11:00 to 5:00 p.m.
D. King & Co.

MAN KILLED BY STREET

BLINDED BY DUST
WERNER IS CRUSHED TO DEATH

Frederick Werner, 37 years old, with his daughter, Fellman, No. 218 Third, latest victim of the De Warner was crossing at Thirty-first st. A car that just passed a cloud of dust that the Michigan-Craft following closely after car, and stepped along it.

The Michigan-Craft old man and threw him the track bleeding from He was picked up and carried into a saloon at Cross ambulance called ambulance arrived at Coroner Parker was investigating the Fellman, daughter of a prostrated with grief day night she was in a physician.

MEETS D IN THE

EDWARD P. SIMMS
EITHER FALLS INTO WATER

Edward P. Simms, a brakeman, aged 35, live either jumped or fell at the foot of. Coming o'clock, Wednesday, he drowned. His body in the water in less than he fell into the river. Mr. Martin, night watchman, Gladiolus, died of Campanus, saw a man bing up and down betw and the water. He th line that struck his head no effort to grasp it for assistance, but that fore others arrived. He red for the body and a half an hour. Coroner Parker sent county morgue and Simms' death.

MANGLED CAR W

0007-SWP-043035