

GOLDEN ANNIVERSARY

SCRANTON BOARD OF TRADE 1867-1917



SCRANTON BOARD OF TRADE JOURNAL VOL. 14. NO. 1.

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President Scranton Board of Trade

Scranton Board of Trade Journal

CHARLES F. MILLER

Editor and Proprietor

VOLUME XIV

SCRANTON, PA., U. S. A. NOVEMBER, 1917

NUMBER 1

Board of Trade Will Celebrate Fifty Years of Achievement and of Unselfish Service for Scranton on December 12th

Northeastern Pennsylvania's Foremost Commercial Organization that Today has More than 1300 Members, Was Vital Factor in Growth of City—
Sketch of its Career and Work

Fifty years ago, December 12, 1867, the Scranton Board of Trade was organized, its sole purpose being to help Scranton to grow. For fifty years it has given its service unselfishly to the city and has been one of the vital factors in the growth of Scranton from a straggling town of 30,000 people of the modern city of 150,000 of today.

The history of the Board of Trade and of Scranton are linked closely together and the history of one is the history of the other. Ever willing to help, and to assume the initiative in helping, the Board brought scores of industries to the city, fought for better laws and conditions, has been active in every campaign and a leader in most of the battles for a better city.

Stronger Than Ever.

And on its Golden Anniversary the Board is a greater and stronger body than at any time in its history. It is organized on systematic business lines and under a plan whereby every member is affiliated with one of the eight main bureaus of activity, it is able to give quicker and better service to the city. Paid experts are at the head of some of the bureaus and are giving all their time to the work for a bigger and better Scranton. Among the members, too, there is a greater spirit of co-operation and determination to boost for Scranton.

The Board had its beginning in the Merchants' Association, organized in 1867, a year after the three boroughs, Hyde Park, Providence and Scranton, merged into one municipality, and Scranton

was chartered as a city. On December 12 in the same year the Board of Trade was organized, and in 1871 it received its charter from the state.

The First President.

Lewis Pughe was the first president of the chartered board serving in 1870 and part of 1871. Since that time the presidents and their years in office have been: George Fisher, 1870 to 1874; G. A.



Lewis Pughe

Fuller, 1875-76; Lewis Pughe, 1877 to 1880; William T. Smith, 1881; Thomas H. Dale, 1882-83; J. A. Price, 1884-85-86; H. M. Boies, 1887; William Connell, 1888; W. T. Smith, 1889-90; J. M. Kemmerer, 1891-92; Captain W. A. May, 1893 to 1897; Luther Keller, 1898-99; J. A. Lansing, 1900-01; A. W. Dickson, 1902-03; John T. Porter,

1904-05; D. B. Atherton, 1906-07; Col. F. L. Hitchcock, 1908-09; James G. Shepherd, 1910; H. C. Reynolds, 1911-12; Ralph E. Weeks, 1913-14; John H. Brooks, 1915-16; H. C. Hubler, now president.

The earliest record of membership is had from an old minute book in which are written the constitution and by-laws adopted December 12, 1867, part of which are printed on another page of the Journal. The members who signed the constitution are: George W. Rand, Cone and Lent, Hunt Brothers, G. A. and I. F. Fuller, C. W. Kirkpatrick and Co., L. B. Powell, C. H. and W. G. Doud, Winton and Tunstall, Hill and Keiser. D. B. Oakes and Co., Monies and Pughe. Fisher, Sutphen and Whitmore. David Patterson, M. M. Kearney, George Coray, T. J. Fisher and Co., John Phillips and Co., Dale and Keene, Matthews Brothers, A. G. Gilmore, Stower, Decker and Co., and F. L. Hitchcock and Co.

Other Pioneer Members.

Other pioneer members are: General Elisha Phinney, John C. Phelps, Joseph Chase, Edwin A. Forester, William Connell, F. E. Nettleton, T. C. Snover, B. A. Hill, M. Goldsmith, Daniel Silkman, S. P. Hull, James Moyles, John Carpenter, George W. Fritz, N. A. Hulbert, E. C. Fuller, J. L. Brown, Henry Battin, William C. Williams, H. A. Vail, A. J. Merrill, H. A. Coursen, A. D. Holland, Israel Crane, James Hunt, H. S. Searle, W. J. Crane, J. A. Leas, B. Leonard, J. A. Price, J. L. Hull, J. W. P. Riley.

Opening Chapters of By-Laws of Scranton Board of Trade, Adopted December 12, 1867, and Reproduction of Signatures of Charter Members of the Board

Bye Laws
of
The Scranton Board of Trade
adopted Dec^r 12th 1867

Article 1st

The President or in his absence the Vice President shall have the power to call a Special meeting of the Association by notice through the Secretary, Specifying the object of the same.

Article 2nd

At the opening of any regular or special meeting of the Association, The Secretary shall read the minutes of the previous meeting, And the Directors shall also report at every monthly meeting, the transactions of the Board of Directors.

Article 3rd

All Resolutions offered shall be in writing, and members when speaking shall rise, and address the Chair. Special Committees shall report to the Association in writing.

Article 4th

The Treasurer shall give Bonds to the President & approved by the Directors in the sum of Five Hundred Dollars

Article 5th

No member shall vote by proxy at any election of officers or on any other question, and no person or firm shall be entitled to more than one vote on any occasion.

Geo W Rand
Cone & Bent

Hunt Brothers
G. H. & V. A. P. Miller & Co

U. W. Kimball & Co
L. B. Powell

C. W. & M. G. Dowd

Wilton & Truettall

Gregory & Swain
Hill & Kenin

D. B. Oakes & Co

Morris, & Fughe

Disher Sutherland & Whitman

David Patterson
M. M. & Stearns

Keo foray

D. D. Fisher & Co

John Phillips & Co
J. A. & K. K. K.

Mathews Bros

A. G. Gibson

Stous Decker & Co
J. L. Hitchcock & Co.

In 1872 the total membership was fifty-four.

Originally started to encourage the wholesale trade here and to conduct an exchange where goods could be sold and quoted, the organization soon won the support of the men of the new city and it built up the spirit of "Help Scranton" that by December, 1867, had grown to such proportions that the Board of Trade was organized. The purpose of serving the public was early added to the work of the exchange and the records show that very early in its history the Board was successfully campaigning for new industries, better freight rates and other improvements.

An Early Achievement.

One of the first big things accomplished by the body was the inducing of the Erie railroad to extend its line to this city. The Board had unsuccessfully sought to have the D., L. & W. railroad adjust freight rates so as to make a cheaper price on car lots than on small shipments, but the road, which was the only line then entering the city that had a New York connection, refused. The board members went to the Erie, which then had connections only to Carbondale and promised all their business if the road would make a rail connection with this city. The D. and H. company's gravity road then ran only to Olyphant and from there a locomotive connection was running to this city with a rough station on Pine street.

The general freight agent of the Erie was interviewed by a Board of Trade committee and on an agreement by all the merchants of Scranton to ship over the Erie if it built a line to this city, a much lower and more favorable freight rate was secured, and an all rail connection with Carbondale provided. The merchants stuck to their agreements with the Erie for some time or until a satisfactory freight schedule was obtained from the D., L. and W., notwithstanding that the Erie route was roundabout and took much more time than the D., L. and W. with its direct connections.

The early records show, also, that an extensive business was carried on at the exchange and that many big sales of flour, meats and other necessities were made daily.

Chartered in 1871.

The Board in 1870 had its meeting place at 404 Lackawanna avenue, upstairs over the G. A. and I. F. Fuller store, which then occupied part of the site of the present First National bank building. It was in that year that steps were taken to secure the charter and on a motion by George Fisher, Lewis Pughe and F. L. Hitchcock were named a committee to procure the charter from the state legislature. The charter was received in 1871. In that year also the board considered a plan for the purchase of land on which to erect a building as a permanent home of the organization, but the plan was not deemed practicable and was abandoned for the time.



Hon. William Connell

In 1870 the executive council of the Board was made up of ten members and was the governing body. The president of the organization was an ex-officio member. The council was: Lewis Pughe, president; G. A. Fuller, secretary; George Fisher, C. W. Kirkpatrick, A. G. Gilmore, F. L. Hitchcock, T. F. Hunt, C. H. Doud, L. B. Powell, S. P. Hull.

A Board of Credit.

A Board of Credit whose duty it was to keep a credit book of merchants and dealers of the county and adjoining counties, that would give the ratings and credit characteristics of the merchants for the benefit of the board members,

was established in 1872 and Joseph English was named secretary of that board at a salary of \$100 a month. He devoted his entire time to the credit work and it was not until 1879 that a paid secretary was employed by the organization. That position was given to Isaac F. Fuller at a salary of \$1,000 a year.

All through its history the Board consistently carried on campaigns to win new industries for Scranton, realizing that it is industries that make a city grow and prosper.

Established Silk Industry.

It was the Board of Trade that induced silk manufacturers to locate here and from the first mill the Board brought, that industry has grown to such a degree that today Scranton is the second silk manufacturing city in the country. It was during the term of the late Congressman William Connell, as president of the Board, that Mr. Connell established the Scranton Button Works and the Lackawanna Mills, two of the city's foremost industries today. The Scranton Bolt and Nut Works were brought here by the Board during the term of Luther Keller as president. During Captain W. A. May's years as head of the organization many new industries were won for the city by the board. The Scranton Textile company, the Scranton Lace Company, the Van Dyke Piano company, the Richmond Underwear company, the Eureka Printing company and numerous other flourishing industries were brought here by the Board in the old days and in recent years larger numbers of industries have been secured for Scranton by the organization.

In 1882 the Board of Trade was leading in a movement that resulted in the building of the Federal Building here, and in 1879 the organization entertained 169 members of the Massachusetts Editorial Association.

Fight For Better Streets.

In April, 1882, the headquarters of the Board were moved to the Coal Exchange building, where rooms were secured at an annual rental of \$250. In May, 1883, we find the Board leading a campaign for better streets and paves,

and on June 26 of that year a meeting of central city property owners was held in the Board rooms to discuss the pavement question and map out a campaign to get better paved streets. In 1883 the Board joined in a movement of other boards of trade requesting the government to redeem and retire the trade dollars of those days. W. T. Smith, Dr. B. H. Throop and John Jermyn handled the matter for the organization.

Always hospitable and cordial in welcoming strangers to the city the Board took a part in the entertainment of convention delegates and the minute book of 1887 shows that on January 17 of that year a committee headed by Mayor E. H. Ripple was named to co-operate in the entertainment of the American Institute of Mining. R. W. Luce, who had been secretary for eight years, retired on February 20, 1888, and J. H. Fisher was elected in his stead, at a salary of \$50 a month, Mr. Fisher devoting only part of his time to the work.

For Cheaper Postage.

On March 9, 1888, the records of the Board show that J. H. Torrey, of the committee on legislation, reported a resolution favoring the memorializing of Congress to reduce letter postage rates to one cent an ounce. The resolution was adopted. In April, 1888, the committee on transportation induced the Lackawanna railroad to open an office on Lackawanna avenue, to the great convenience and benefit of the merchants and the public. In that year, too, the Board co-operated in the opening of the extension of the Central Railroad of New Jersey to this city.

The trade board early pointed out the great economic waste in the coal industry resulting from the throwing away of the smaller sizes of coal and culm, and at a meeting in October, 1889, J. A. Lansing, chairman of the transportation committee, read a report on the value of culm as a steam fuel. That report was printed and 15,000 copies circulated among manufacturers in the New England and Middle Atlantic states and may be said to have been a factor in the later development of processes for the burning of the small coal sizes.

The utilization of these small sizes has

brought millions of dollars into the region. In 1889 also the Board advocated the building of a union station for the railroads entering the city, the station to occupy the river space between the Delaware, Lackawanna and Western railroad bridge and the Linden street bridge.

Pioneer in Park Movement.

Realizing that parks are a big help to a city the Board was an early advocate of public breathing places and the records show that on April 15, 1889, A. W. Dickson made a motion that the city councils be urged to secure at once 200 acres of land around Noy Aug Falls for a public park. The land was purchased by the city and is now Noy Aug park, one of the most beautiful parks in the country.



Col. H. M. Boies

The Board was also a factor in the establishing of the Albright Public library, the heirs of Joseph Albright making the proposition to convey the homestead at Washington avenue and Vine street for a public library, through the trade board. The matter was referred to a committee of which Henry Belin, Jr., was chairman and steps taken to raise \$35,000 to purchase a library of 12,000 volumes and provide for two years' maintenance of the institution. Under the deed of gift, the Scranton Board of Trade elects several of the trustees of the library.

The growing city needed more bridges to span the streams that run

through it and the Board was the leader in the agitation for those bridges. The minute book shows that on May 19, 1890, the organization passed resolutions urging councils to provide for the present Spruce street bridge, the Linden street bridge and the East Market street bridge, and that the city issue bonds to the amount of \$250,000 to \$300,000 to pay for the structures.

Member of National Chamber.

A law of great benefit that had its origin in the Scranton Board of Trade and that was fought for by the National Board of which our organization was a member since 1875, permits the organization of banks, with a capital of \$25,000 in small towns. James A. Lansing made the motion favoring such a law and it was carried to the National body. Hundreds of such banks have been organized throughout the country. The Board was prominent in the affairs of the national organization and always sent delegates to its conventions, up until 1911, when the National Chamber of Commerce was organized in its stead. Among the delegates who represented Scranton at those gatherings were: G. A. Fuller, J. A. Price, Col. F. L. Hitchcock, Captain W. A. May, Col. H. M. Boies, Dolph B. Atherton, James Comegys and H. C. Reynolds.

Secured Big Viaduct.

Another big city improvement that had its origin in the Board of Trade was the West Lackawanna avenue viaduct. On May 21, 1900, the committee on streets and highways reported the need of the viaduct to eliminate the dangerous grade crossing on West Lackawanna avenue. Col. F. L. Hitchcock, A. E. Dunning and Charles R. Kinsley were the committee. Colonel Hitchcock requested President W. H. Truesdale, president of the Lackawanna, to meet a committee to talk over the viaduct plan and the conference was speedily arranged, Mr. Truesdale coming here to meet the committee at a session held in the office of the late Major Everett Warren, counsel for the railroad company.

Several conferences were held and the result was that the railroad company and the Scranton Railway company each

agreed to pay half the cost of the viaduct, the city to assume liability for damages to abutting properties. The viaduct cost \$80,000. The Board petitioned the city councils to pass the ordinances needed to make possible the building of the viaduct and the councils readily agreed to the measure. The viaduct gives a broad entrance to West Scranton and took away the worst grade crossing in the city.

Development Funds.

To facilitate its campaign to gain new industries for the city the Board in 1913 established a \$100,000 industrial promotion fund, the sum being subscribed by eighty-eight persons and firms and companies. This fund is still in existence and is used to encourage new industries by outright payments of expenses of their moving here or for the securing of land, switches or other needs of a new company. The fund can be called on demand at any time but in no year may the calls exceed twenty per cent. of the total. At the end of five years the fund automatically ceases whether it has all been called or not.

But one of the greatest achievements of the Board, an achievement that gave Scranton fame around the world, was the raising of the Million Dollar Investment fund or the Scranton Industrial Development Company. This was in 1914, during the term of Ralph E. Weeks as president and the campaign was launched in the report of a special committee of the directors, H. G. Dunham, chairman; Oscar Kleeman and John H. Brooks, made April 6, 1914.

A Whirlwind Campaign.

A whirlwind campaign began at once, more than 600 members of the Board taking part. The work was allotted to five divisions, ten teams to a division, and 100 men to a team. Ten days was the time allotted to raise the million by the sale of shares to the people of the city and headquarters were established in Town Hall. The five division heads were: Samuel Samter, M. J. Murphy, Worthington Scranton, Otto R. Conrad and W. F. Vaughan. "A Safe Investment; A Million for Scranton Factories; Make Scranton Grow"; were the mottos of the campaign.

The plan provided that the company be capitalized at a million dollars or more, if subscribed, and that in no year should the call on the stock exceed twenty per cent. No call for payment was to be made except on majority vote of the directors of the board and directors of the Development Company. The money is to be used in aiding in the securing of new industries by the purchase of shares or bonds or other investment and dividends are to be paid to the stockholders as earnings warrant.

Passed Million Mark.

The city never saw such a campaign. The newspapers took it up with a will and created a city-wide interest. A meeting of citizens was called for Town Hall one evening and more than 1,000 attended and paid a \$1 for a supper that was served. The divisions and teams set out to make records and the entire city was canvassed. On the first night of the campaign the Scranton Gas and Water Company announced a \$50,000 subscription.

The subscriptions averaged \$150,000 a day and although it was planned to have the campaign run ten days, at the end of the eighth day the million mark had been passed. Over 5,000 individuals bought shares and when the subscriptions were added up they totaled \$1,143,850.

Another mighty accomplishment of the Board in recent years was its work in saving the International Textbook Company to the city. This institution that has made Scranton known all over the world, suffered financial stringency in 1915 after the world war had called many of its students to arms.

Saved Schools to City.

The Board organized a committee and campaign and succeeded in raising a half million dollars to tide the company over the financial stress. The money was in the nature of a loan to the company and is being repaid according to agreement. The banks gave liberally to the loan and hundreds of individuals and firms also helped out in the work of saving to the city an institution that had a payroll of close to a million a year. In the reorganization that followed, Ralph E. Weeks was made president of the company and has worked wonders in rehabilitating it.

An outcome of the work in saving the Schools to the city has been Scranton's recent winning of the Victor Typewriter Company that several months ago moved its plant to Scranton and that gives employment to a large force at good wages.

Many New Industries.

The Industrial Development Company, the Industrial Promotion fund and the sincere work of the members and officers of the Board have brought many industries to Scranton in recent years. Among these may be mentioned the Scranton Silk Company, the Maccar Truck Company, the Sall Mountain Asbestos Company, the Adelpia Shoe Company, the United Ribbon Company, the E. P. Sutro Sons Company, the Keystone Paper Box Company, the Scranton Overcoat Company, the Long Handkerchief Company and the National Carbon Company.

The Board also conducted several Industrial Expositions that have greatly helped Scranton and that resulted in a profit to the Board. The first of these was in May, 1909, at the Armory and more than 24,000 persons paid admission. The profit was \$3,500. In the following year another exposition was held and 45,000 persons paid admission. Half the profit was divided among the local charities. The Board in 1909 began a campaign for a solution of the mine cave problem and aided in securing the passage of the Roney Tonnage Tax law, later declared unconstitutional, the Davis act and other measures. The Board now has a strong committee at work on the problem and good results are looked for.

Better City Government.

It was the Board of Trade also that started the campaign in 1910 for a law to provide a modified form of commission government for the city and that law was passed, reducing the number of councilmen from 62 to 5, and providing for the non-partisan election of the city's mayor and councilmen. The Board also secured from the Jersey Central railroad through train service to Philadelphia; it secured for Scranton by co-operating with the Alumni of the University of Pennsylvania, the Wharton School of Finance Extension here and it created the Lackawanna County Farm Bureau. Several

years ago the Internal Revenue district headquarters were moved from this city to Lancaster and the Board secured their return. It also led in the movement for the establishment of the artillery camp at Tobyhanna. Several years ago the Board led in a successful fight for the reduction of the local price of coal and secured reductions of twenty-five to fifty cents a ton.

In every public movement the Board of Trade has been active and it has in every possible way worked to favorably advertise the city throughout the country and to correct exaggerated impressions that persons have gained of the mine cave problem.

Increased Membership.

In the past several years also the Board has by campaigns and by the example of good work increased its membership from around 250 to 1,300.

In the work for better roads the Board has been a leader for years and was largely instrumental in the work of getting the State to take over the Northern Boulevard and Drinker turnpike toll roads. The Board also started the agitation for the utilization of the abandoned right-of-way of the Lackawanna railroad north of the

city as a state highway and is now heartily co-operating in that work with the Lackawanna Trail Association. This road would give Scranton an entrance from the North that would run over thirty-three miles of rock ballasted, level right-of-way and that would pierce a mile long tunnel between Factoryville and Nicholson. It would be the only road of its kind in the world and would attract thousands of tourists here annually as well as give the nearby farmers a better road for hauling their produce to the city. It would also be of military value.

Early this year the Board was entirely reorganized under a plan that divides the work for the city among eight main bureaus. The directors are the governing body of the Board, and the chairman and vice-chairman of each bureau are directors.

Present Organization.

Under the present organization the Board is first divided into trade groups made up of men in every business and profession. The trade group, say the bankers, for instance, elects three representatives to the Members' Council, the initiative and debating body of the Board,

which also recommends action to the directors and bureaus. The entire membership is included in the Department of Patriotic Activities of which the president of the Board, H. C. Hubler, is ex-officio chairman. E. L. Merriman is chairman of the Members' Council, that office going to the first vice president.

Every member of the Board was asked to designate which bureau he chose to serve in and the membership is thus allotted to the eight main bureaus, which are: Industrial, Traffic, Legislative, Retail Merchants, Publicity, Conventions and Tourists, Rural, Trade Extension and Civic. Paid executive secretaries are at the head of the Industrial, Traffic, Retail Merchants and Publicity, Conventions and Tourists bureaus and all the bureaus hold monthly meetings as do the Members' Council and the Board of Directors. Action taken in the Bureaus or the Members' Council is passed on by the directors. The organization gives every man on the Board a place to work and work to do and the co-operation of all members will make the Board one of the foremost civic organizations in the country and help wonderfully in the work for a bigger and better Scranton.

Early Days and Doings of the Scranton Board of Trade

By One of its Two Living Charter Members, Col. F. L. Hitchcock

The City of Scranton is not hoary with age. Our symbolical Father Scranton would have to be pictured as a vigorous fellow just reaching a half century. His face should show the marks of a blood-sweating boyhood and youth, yet with an air of victory over the past, and a grim determination for the future. If he were to write of the various influences which made for his growth and success, not the least of these would be the work of the Board of Trade. The first big push being well over, the latter came as a sort of second wind, and gathering new forces, greatly accelerated by growth and strength. These new forces were chiefly along the lines of trade and industries other than iron and coal. It was well on toward the eighties before coal sup-



Col. F. L. Hitchcock

planted these new forces, and took second place with our great iron industry, in the upward push of our city. In the meantime our trade—chiefly wholesale—stretching out its arms all over Northeastern Pennsylvania, was booming the name of the iron city. Not a town, village or country cross-roads, within 100 miles of Scranton, that was not canvassed by our merchant salesmen, and these were in most instances the merchants themselves, whilst our foundries, machine shops and lumber factories were covering the same ground and reaching out as much farther, as railroad facilities permitted. In 1876 at the World's Centennial Exposition, held in Philadelphia (the first held in this country) the Dickson Manufacturing Company's stationary engines, steam pumps

and locomotives, took first prizes in their several classes. This concern alone had then a working capital of \$1,000,000. The following statistics may be of interest as showing what was doing in the seventies by our merchants and manufacturers *over and above* the big iron industry, our population then being 35,000 to 40,000 (in 1880, 45,000).

Grain handled, bushels.....	572,700
Flour, barrels	160,000
Potatoes, bushels.....	1,000,000
Tobacco manufactured, lbs....	500,000

Capital Invested.

Iron and steel.....	\$7,000,000
Merchandise	6,700,000
Machine shops and foundries.	1,300,000
Flour mills.....	200,000
Gas and water.....	600,000
Banking capital.....	1,300,000

(These are round figures.)

A bit of good advertising for our city was obtained by the Board in 1879, when it succeeded in getting the "Massachusetts Editorial Association," consisting of 169 editors and proprietors of New England newspapers, to visit our city on their annual itinerary. They were entertained here for a day and shown over the city, a dinner being a feature. A letter to each of the 169 newspapers followed, containing a description of the event with glowing accounts of the "Iron City" with its advantages and possibilities. This was accomplished chiefly by Hon. Lewis Pughe, then president of the Board. Mr. Pughe won his title as Honorable as a most efficient member of the Legislature, representing the upper end of the old Luzerne county, which included the city of Carbondale, his home at that time. He was now one of the strong men who had come to Scranton and was the head of the flour and baking firm of Monies & Pughe, occupying the southeast corner of Lackawanna and Washington avenues. A glance at some of the earlier presidents of the Board will give an idea of the strength and character of the men who made up that trading and manufacturing coterie, which as a secondary force boomed the growth of our city, of which I have spoken. George Fisher, the second president, with his partner, John H. Sutphin, came here from New York State. They were strong men and estab-

lished a large wholesale and retail dry goods house. George Augustus Fuller, the third president, was the head of the strong grocery firm of G. A. and I. F. Fuller & Co., who for many years occupied the corner where the First National Bank now stands. William Tallman Smith, the fourth president, was another import, a man of large brain and heart, whom everybody liked, a vigorous, pushing business man. He was chiefly engaged in coal mining, and was one of the first successful individual operators. He erected the Mount Pleasant breaker on the West Side, now the property of the Lackawanna Company, and still known under that name. It was during Mr. Smith's incumbency that the munificent gift of the Albright Public Library came to the city. What influence he may have had in securing this gift, if any, does not appear, but the interesting correspondence relative to the gift, was all through him, and was in line with his tastes and public spirit.

Mrs. Smith, who is still with us, has given to the city a fitting memorial of her husband in the "William T. Smith Manual Training School," a part of the Technical High School on Adams avenue.

Thomas H. Dale, the fifth president, was another strong character, who was honored by being elected to Congress two terms.

John Amon Price, the sixth president of the Board, whose activity in the National Board of Trade in which he represented our Board for the first time, his strength of character and fine abilities as a public speaker made him known nation-wide and did much to place his home town on the commercial map of the country. Mr. Price was practically the founder of the Scranton Stove Works, one of our largest industries, which was among the first, if not the first, concern to produce anthracite burning stoves and grates.

Col. Henry Martin Boies who followed Mr. Price in the presidential chair, was another of those giants—for their were "giants in those days"—their work shows the fact. The genial, handsome colonel is still well remembered for his public spirit and urbanity. But the ser-

VICES he rendered the community may not be so apparent at this day. He was not only a most energetic booster of the city in a business way, but in every movement for the betterment of the social, religious and civic conditions, he was, if not at the head, an active leader. In business he established the great industries of the Moosic Powder Company and the Railway Steel Spring Company, both going industries still, besides being largely interested in the Dickson Manufacturing Company (of which he was for a time president), and many other enterprises. The Y. M. C. A. of which he was for several years president, probably owes more to his energetic work than to any other person.

The Home of the Friendless is another institution which he practically started, and put on its feet. He had the honor to be appointed by the Governor, a member of the State Board of Prisons and Charities, to which he gave much thought and study, the result of which was the production of two works, which are practically revolutionizing the conduct of prisons and poor houses. These books are entitled, "Prisons and Paupers," and the "Science of Penology." They have been made text books in Yale and other universities, and have been translated into several European languages.

Hon. William Connell succeeded Col. Boies as president of the Board. He passed away during his fourth term as a member of congress. His rise from poverty to affluence, from a mule driver in the mines to mine president, with the splendid work he did in many ways for the city is well known. This article is already beyond the space allotted, but in justification of what the city owes to the secondary force of men, in its upward march, which I have tried to show, there should be added the names of Thomas Dickson, the founder of the Dickson Manufacturing Company, and later president of the Delaware and Hudson Company; Joseph J. Albright and William R. Storrs, of the Lackawanna Railroad; Edward Weston and A. H. Vandling, of the Delaware and Hudson; John B. Smith, president of the Pennsylvania Coal Company, and William H. Richmond, and John Jermyn, individual operators,

and others who made coal commercially, i. e., who took the inert valueless mineral we call coal, and made it a valuable commercial commodity. In this day of its universal use, we fail to realize what a herculean task that was. It required three decades of the most strenuous work to accomplish it, and

our city is chiefly entitled to the credit of this success. Others of the earlier presidents of the Board, not now going beyond 1900, are entitled to a full share in its achievement, viz: John M. Kemmerer, who has passed away; Capt. W. A. May, now president of the Pennsylvania Coal Company, and Luther Keller, both

the latter industrial wheel-horses still with harness on. What the city owes to Judge Alfred Hand, Edward B. Sturges, Robert T. Black, Alexander W. Dickson, Rev. Dr. Samuel C. Logan and a host of others, belonging to the same group, there is not time nor space here to tell.

Hon. L. A. Watres

One of Scranton's Foremost Citizens

Col. Louis Arthur Watres, lawyer and banker, is one of Scranton's sons who has stood ready at all times to answer the call of his city, his state, or his nation, in any emergency, and who today, in war times, when the country needs her best men at home and abroad, is doing much work as a member of the Executive Committee of the Pennsylvania Public Safety Committee, and Chairman of the Lackawanna County Public Safety Committee.

Although his interests are large and he is called upon to aid in all of the public movements of the city, no member of the Scranton Board of Trade has stood more valiantly by the organization.

Colonel Watres served the State as Senator from 1883 to 1891. He was a member of the General Judiciary and of other of the most important committees of the State Senate.

His election as Lieutenant Governor was one of the most famous victories ever accorded a Republican candidate in the State. Robert E. Pattison, the Democratic candidate for Governor, was elected by 17,000 majority, and Colonel Watres was elected Lieutenant Governor on the same ticket by 22,365 majority.

There is much talk throughout the Commonwealth in connection with Colonel Watres as the "up-State" candidate for Governor. His ripe judgment, broad experience, and thorough knowledge of the needs of the State and nation, seem to splendidly equip him for this position at just this time.

Colonel Watres was born in Mt. Vernon, now called Winton, this county. He is a son of Lewis S. and Harriet G. (Hollister) Watres. His father was one of the pioneers of the valley and

opened at Mt. Vernon the first mine south of Carbondale. His mother was a sister of Dr. Horace Hollister, one of the early physicians of the valley and a historian of note. Mrs. Watres was a poetess who gained broad fame, and her poems, published in Cincinnati and New York papers under the pen name of "Stella of Lackawanna," were widely read.

Colonel Watres' school days were curtailed because of the necessity that he earn his own living, but he took advantage of the opportunity of night schools, and by energy and assiduity well equipped himself for life's duties and responsibilities.

In 1878 he was admitted to the Bar of Lackawanna County, and in 1881 he was elected County Solicitor of Lackawanna County, holding the office for nine years, during which period the present court house and other public buildings were constructed.

The interests which Colonel Watres has built up in this city and valley and in Luzerne County have stamped him as constructive in character. He organized and was president of the Scranton Passenger Railway, which built the South Side Railway, and continued it to Moosic and Pittston on the east side and to Rendham on the west side. He is president of the County Savings Bank, with which prosperous concern he has been identified since its organization. He is also president of the Scranton Trust Company, the Spring Brook Water Supply Co., and the Mansfield Water Company. He is one of the trustees of the American Surety Company of New York.

Colonel Watres is Chairman of the Board of Trustees of the Young Men's Christian Association, member of the Advisory Board of the Home for the

Friendless, and President of the Scranton Council, Boy Scouts of America.

In politics Colonel Watres has always been a Republican, and twice carried his senatorial district, which, at the time he ran, was over two thousand Democratic. He was twice chairman of the Republican County Committee, and in 1891 and 1892 was chairman of the Republican State Committee. He was a member of the commission that formulated the primary election laws, and has been a conspicuous figure in State politics in behalf of honest elections. He was a delegate to the Republican National Convention in Chicago in 1916.

Colonel Watres began his military career as a private in Company C, Thirteenth Regiment, of which his son, Laurence H. Watres, has recently been captain. He passed through all the grades, and was captain of Company A of that regiment. Afterwards he was General Inspector of Rifle Practice on the staff of Governor Beaver, with the rank of colonel, and succeeding that was Judge Advocate on the Division Staff of Major General Miller. During the Spanish-American war, when the Eleventh Regiment was organized, he was its colonel; and upon the return of the troops, was elected colonel of the Thirteenth, which office he held until the expiration of his commission in 1904. Colonel Watres assisted in organizing the National Guard Association of the State and was its president for the first two years of its existence. He has been a member of the State Armory Board since its organization.

Colonel Watres is at present Right Worshipful Grand Master of the Grand Lodge of Masons in Pennsylvania.

Our Home City

Scranton, let other hands indite thy story,
Thy growth in civic progress as a town,
Be mine the privilege to sing thy glory
And weave a garland to thy great renown.
Here, where a thriving city, strong and splendid,
In all its throbbing enterprise appears,
Its citizens of many races blended,
We mark the march of fifty golden years.

And yet no alchemy to thee has given
The secret of thy limitless success,
But in thy making patient worth has striven
And laureled industry with happiness.
The attribute supreme in thy unfolding
Was potent since thy history began
'Twas love of right, the scales of Justice holding
In even-handed poise for every man.

Strong, in the spirit of the Revolution
Which wrought the great Republic of the West,
Thy sons advanced thy peaceful evolution
As all thy big activities attest.
Within thy busy workshops thousands labor
In constant harmony, without a jar,
Each toiler vying with his toiling neighbor
At useful tasks that spread thy fame afar.

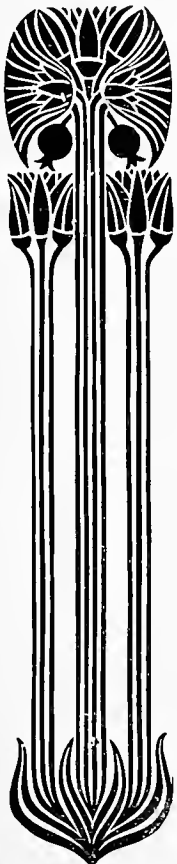
Like some grand oratorio arises
From mine and factory, from shop and mill
The chorus of thy toil, in many guises,
Exultant with the message of thy skill.
Thy trains, that speed to many busy centers,
The products of thy hand and brain convey,
And all the wealth that leaves thy mart and enters
Bears witness to the magic of thy sway.

City of homes and happiness I hail thee,
Blest in thy churches and thy many schools,
May thy fine civic spirit never fail thee,
Be thou the citadel where reason rules!
Long be thou lofty-minded and aggressive,
And may'st thou long retain thy honored place,
For all that's good and wholesome and progressive
And all that benefits the human race!

Bright as thy past be all thy deeds for ages,
Winning increase of industry and homes,
Adding new lustre to thy glowing pages
Making resplendent history's future tomes.
So may each noble and supreme endeavor
Advance thy fame through all the years to be,
And make the name of Scranton known forever
As peerless City of Prosperity!

—JOHN E. BARRETT.

Scranton, Pa., Oct. 31, 1917.



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OUR GOLDEN ANNIVERSARY

It is but fitting that the Scranton Board of Trade should, on December 12, celebrate its Golden Jubilee, its fifty years of service to Scranton. That fifty years has been marked by a steady struggle for a better city, a struggle that at times was hard but that never discouraged the men of the Board. The half century has been marked too, by splendid success and achievement for Scranton, success and achievement that are proven by the hundreds of smoke stacks in the city's manufacturing districts today and by the long trains that carry Scranton products to the markets of the world.

Fifty years of work finds the Board in its prime, a better equipped body than at any time in its history. It has close to 1,300 members with a certain work for every man to do. Its future is bright and its success means growth and prosperity and happiness for Scranton. Let us then on the Golden Anniversary resolve anew to do our share of the work in hand and to give

every minute we can spare for the good and the growth of our city. Let the next fifty years be even more fruitful than the fifty golden years that have passed since that memorable night five decades ago when the Board was organized by that sturdy band of Scranton pioneers who always did all they could to make their city a bigger and better place.

ENORMOUS WASTE OF ENERGY

A BROAD field in fuel conservation has been opened by the movement started at the recent conference in Harrisburg between Governor Brumbaugh and trade board representatives that the vast quantities of methane or mine gas forced into the air every minute by the mine fans might be so controlled as to be useful for fuel. Mine Inspector Joseph J. Walsh, of the Nanticoke district, has prepared figures showing the amount of gas wasted per day and year and the immense horsepower so wasted. If a way can be found to corral and control this gas it will mean that many thousands of tons of coal now burned at the mines for power may be diverted to other channels, thus helping relieve the coal shortage. President H. C. Hubler, of the Scranton Board of Trade, who was active at the Harrisburg conference, is considering a plan for the calling together of trade board representatives, mine officials and inspectors and scientists, for the purpose of seeking a method of controlling the mine gas waste and converting it into a burnable gas for steam making.

The field has been opened and the best brains in the anthracite region will make a study of the matter. We will watch with interest the outcome of this study and will join in hoping that the mine gas, that heretofore has been considered not only a waste but a dangerous feature of the coal industry, may be controlled and utilized in the place of coal for fuel at the mines and nearby plants. The gas is there and it burns in certain mixtures with air and it is up to the scientists to make those mixtures right.

HOW GROWTH COMES

THE growth of a modern city is no haphazard sprouting. One might say as truly that a city of today will grow by itself as that a few grains of wheat sprinkled on a field and left untended will make a profitable farm or that a few miles of rails laid across a township will grow by themselves into a transcontinental line.

The big, live, growing city does not happen. It is made and in these days of city competition it is made by the spirit and patriotism and work of its citizens. One man cannot do this work alone. Neither can a few men, no matter how ardent their civic patriotism. It takes a big body of citizens, working as one and working unselfishly and not impeded by worry as to who will get the credit, to give to their city that impetus which will make it keep pace with the other cities that are fighting for growth.

We are constrained to say that in city psychology, growth and existence come near to being synonymous terms. History is filled with instances of cities that reached great size and richness and that stagnated and died from the civic disease of feeling sufficient to themselves. Many of us remember the fate of the

boom towns of our Western cities built upon the sands of an evanescent enthusiasm and sprouting only to wither and die from lack of the life-giving waters of civic patriotism and carefully selected industries.

Scranton is no such mushroom city. It was founded by men who came to wrest iron from its hills. It thrived and grew on the coal industry. Its founder, looking ahead, saw the need of varied industries to insure permanency. They organized a Board of Trade and won those industries. They have left us a priceless heritage—a fair city—but they have left us also the obligation to work and to strive not only to keep our city from retrograding but to make it grow, for without growth it will retrograde. New industries mean greater opportunity for all. They mean new office buildings, new stores, new homes and work and profit for our people and for those who come to us.

The Scranton Board of Trade with its close to 1,300 members, is the body on which falls the bulk of the work of making Scranton grow. It is our duty, our obligation and it should be our pride to do this work. But we must do it ungrudgingly and unselfishly, our 1,300 members working as one man. Every man has his place on the Board, his work to do. If he will do that work nothing can withhold from Scranton the mighty growth that is her right.

COL. L. A. WATRES

ALTHOUGH the Journal is a strictly non-partisan and non-political publication, we look with interest and with favor on the many movements under way to induce our honored townsman, Col. L. A. Watres, to become the Republican candidate for governor of Pennsylvania next year. We know from observation his high qualities of citizenship, his ability as an organizer and a leader, his sterling integrity and his eminent fitness for the office of governor of our great commonwealth in these times of war, when the state needs her best sons for her service.

We feel, too, with thousands of citizens of this part of the State, that our next governor should be elected from Northeastern Pennsylvania. Here we have vast coal and manufacturing inter-

ests, a great population and a citizenry that has stood by the State in all times, but which has had scant consideration in the election of State officials.

Colonel Watres has proved his worth. As lieutenant governor he made a record for the highest efficiency. As a business man he has few peers. He is learned in the law and has made a study of the science of government. He has the confidence and the respect of the voters in every part of the State. He has been active in military affairs. He has served in the State Senate with great credit, having at all times shown himself mindful of the interests of the Commonwealth. We feel, and we know the great majority of our community shares our feeling, that no man in Pennsylvania is better fitted for the governorship in these trying times than is Colonel Watres.

FOURTEEN YEARS OLD

FOURTEEN years ago the Journal took up its share of the work of helping Scranton to grow. We felt there was need of a live, clean-cut publication devoted solely to Scranton progress. We had no precedents to go by, there being at that time only two trade boards that published journals, and both publications were experiments.

But we had faith in Scranton, a faith that never has wavered, and we are proud of the progress our city has made in those fourteen years. And we wish to thank our friends for the support they have accorded to the Journal.

To say a good word for Scranton gives us our greatest happiness. To help every movement for a bigger and better Scranton is a duty we enjoy performing. To help every person in Scranton is our aim.

We have no axe to grind and the only times we are tempted to wield the hammer is when we run across that species of city enemy, the knocker, who usually for some selfish reason, or through personal spleen, knocks and criticises the city that gives him his bread and butter and the men or organizations of men that are working unselfishly for the betterment of Scranton.

REDFIELD AND ELKUS WILL BE SPEAKERS AT ANNIVERSARY DINNER

The Scranton Board of Trade's Golden Anniversary dinner to be held Wednesday evening, December 12, at Hotel Casey, promises to be one of the most elaborate and enjoyable civic-social functions in the history of Scranton. It is expected, too, that more than 600 guests will be at the dinner to greet the distinguished speakers and to join in the Golden Jubilee resolutions of the Board members to work harder than ever for a bigger and better Scranton.

The dinner arrangements are being rapidly completed and a splendid after-dinner program is assured. Hon. William C. Redfield, Secretary of Commerce in President Wilson's cabinet, and one of the foremost after-dinner speakers in the country, has accepted the invitation of the Board to be a guest and speaker. Another distinguished diplomat who will address the diners is Hon. Abram I. Elkus, of New York, United States Ambassador to Turkey. Col. F. L. Hitchcock, the only living charter member of the Board, is to give a ten-minute talk on reminiscences of the meeting of December 12, 1867, when the Board was organized.

John Reynolds has charge of the music program and has reported to the entertainment committee that the music program will be one of the features of the evening. R. J. Foster is chairman of the entertainment committee and sub-committees have been named to look after the various details.

At 7 o'clock on the evening of the Golden Anniversary there will be a reception at the Casey to the distinguished guests and the dinner will be served immediately afterward. It has been decided that the cost per plate be \$2.50. There is seating capacity for 600 at the Casey and in order to give Board mem-

bers an opportunity to obtain tickets the entertainment committee has ruled that invitations be first extended to Board members. If any seats are unsold on December 8, they may be purchased by the friends of the Board and its members. It will be advisable for Board members to secure their tickets at once, as it is certain there will be a big demand for the tickets.

KEELER IS APPOINTED MEMBERSHIP SECRETARY

George E. Keeler, the new membership secretary of the Scranton Board of Trade, is a valuable addition to the Board staff and is especially well equipped for his part of the work which is to secure new members for the Board and keep up the present membership. Mr. Keeler has had years of experience in Board of Trade and corporation and industrial work and has been instrumental in the reorganizing and rehabilitating of a number of companies in other cities.

He came to Scranton from Newark, N. J., where for four years he was secretary and investigator for the Greater Newark committee, a body of city boosters that Mr. Keeler worked up to a membership of 1,800. Part of his work was to investigate the needs of industries that Newark was trying to win and also to help foster the industries already in that city. He was also efficiency man for the committee and through his knowledge of that work was able to place on their feet many industries that were stagnating because of improper management or conditions that could be remedied by the use of a little judgment.

Mr. Keeler came here after the Greater Newark committee merged with the Commercial club of that city and became more of a social organization.

The greater part of his business career has been spent in industrial and corporation efficiency work and in board of trade channels and he has had high success in building up the membership of organizations. He has already secured a number of new members for the Scranton Board and has induced several members who were thinking of resigning to remain in the organization and to continue to work for a bigger and better Scranton.

BOOSTERS FOR LACKAWANNA TRAIL DINE HIGHWAY COMMISSION

"LACKAWANNA TRAIL"

Tune—"Tipperary"

It's a long, long road that leads to
Scranton,
By any highway you go;
It's a rough, rough road that leads to
Scranton,
By every way we know.

Good-bye to hills and hollows,
Good-bye fear and care;
'Twill be a fine, broad road that leads
to Scranton,
When the "Lackawanna Trail" leads
there.

More than 300 men of Scranton and delegations of good roads boosters from Wilkes-Barre, Binghamton, Factoryville, New Milford, Hallstead and other nearby towns attended the dinner given at Hotel Casey, November 15, by the Lackawanna Trail Association for J. Denny O'Neil, state highway commissioner. The enthusiasm at the dinner and the earnestness of the guests went far to convince Mr. O'Neil that Scranton and Northeastern Pennsylvania are really serious in their request that the thirty-three miles of the abandoned right-of-way of the Lackawanna railroad north of this city be utilized as a state highway.

Col. L. A. Watres was toastmaster at the dinner and E. L. Merriman, one of the vice-presidents of the Board of Trade, was chairman. Addresses were made by Commissioner O'Neil, Congressman John R. Farr, Hon. W. D. B. Ainey, chairman of the Pennsylvania Public Service Commission; D. L. Morgan, president of the association; P. G. Rimmer, president of the Wilkes-Barre Automobile Club, and Harry Harkness, secretary of the Binghamton Automobile Club. Mr. O'Neil promised to do all he can to provide better roads in this part of the State. All the speakers impressed on the commissioner the great good that would come to Scranton if we can have the great good that would come to Scranton if we can have the approach to the city from the north over this level stretch of highway on a ballasted roadbed, with few curves and no heavy grades, and piercing a mile-long tunnel between Factoryville and Nicholson.

Prior to the banquet a committee from

the Trail Association met Mr. O'Neil and his party at Stroudsburg and escorted them to this city and over the route the trail would follow. In that party were: D. L. Morgan, Joseph J. Jermyn, A. J. Casey, W. J. Pattison, John G. Reese and James S. Gibbons. The commissioner was taken over the Drinker turnpike on his way from Stroudsburg and at the banquet commented on the poor condition of that road and said he will likely have it fixed soon.

One of the features of the dinner at the Casey were the clever parodies on popular songs pointing out our need of the Trail and other road improvements. R. Leo Hubler, secretary of the Good Roads Association, who was active in the arrangements for the reception to the commissioner also helped write the parodies, which, though they may be a little exaggerated, certainly drove home their point. Two of these parodies follow:

TUNE (MY BONNIE)

My Jitney climbs over the mountains,
My Flivver jolts over the stones,
My Tin Lizzie skids 'round the corners,
I'm afraid it will never reach home.

CHORUS

Some ride, some ride,
Just try it and then you will see,
Some ride, some ride,
When you motor to Scranton with me.

TRAFFIC BUREAU IS BIG AID TO MEMBERS

More today than ever before does the shipper need expert advice on transportation matters. Many of the larger business concerns realize this and have installed their own staff of traffic experts, but there are hundreds of smaller shipper, who do not know whether or not they are paying too much freight, whether the classifications under which they ship are the right classifications, whether their shipments are routed in the quickest and most economical manner, why their incoming shipments have been delayed, and how they can be hurried to their factories, or a hundred and one other technicalities that come within the scope and the knowledge of the trained traffic expert.

That this information should be a part of every shipper's knowledge is self-evident, both for his own benefit and for the benefit of the railroads who are finding their facilities sadly over-crowded by

the usual war time demands. It is for the benefit of these men, and to relieve these conditions, that the Scranton Board of Trade recently organized a traffic bureau. F. J. Hoffman, the new traffic expert, is giving his time to the work and he is prepared to both safeguard the interests of Scranton from a traffic standpoint in the problems of general interest, and to give special aid to individual members who desire such traffic service.

An expert has the advantage of knowing where to look. Our traffic secretary is a practical man, who has gained his experience through long association with the transportation business.

The Traffic Bureau of the Board of Trade was established to meet exact, practical, expert handling of the transportation problems of our members, and to secure and maintain the highest standard in the receipts and delivery of freight to and from all parts of Scranton.

"THE KNOCKER'S PRAYER."

In a suit against a newspaper publisher, 193 Southwestern Reporter, 527, Judge Wood, of the Arkansas Supreme Court, said, in substance, that where defendant in one part of its paper referred to plaintiff as a "knocker," and it was alleged that he was the person specifically meant, it furnished the necessary colloquium to show that the following prayer published in the same paper applied to the plaintiff:

The Knocker's Prayer: Lord, please don't let this town grow. I've been here for many years, and during that time I have fought every public improvement. I've knocked on everything and everybody. No firm or individual has established a business here without my doing all I could to put them out of business. I've lied about them, and would have stolen from them, if I had the courage. I am against building a new church, even though I gave nothing. I am against the electric light franchise being granted to George Booser, George Washington, or Jim Tom. It pains me, O Lord, to see that in spite of my knocking the town is growing. Then, too, more people might come here, which would cause me to lose some of my pull. I ask, therefore, to keep this town at a standstill, that I may continue to be one of the chiefs. Amen.

WRIDGWAY COMPANY HAS BRIGHT FUTURE

The Wridgway company, makers of the world famous "Zephyr" pistons, have arranged to continue operations at their present location, on Oak street, for the winter.

The business of this company is rapidly growing and during November more orders have been received for their patent pistons than during any two combined months in the history of their business. The United States government is using this piston in the Signal Corps and men responsible for the production of the Liberty motor have promised to make tests with the "Zephyr" piston before the end of this year.

The British Government are and have been using them for the past four years due to the greater efficiency obtained. The Dusenber Motor company have requested a price on their yearly output of motors, also have asked for the royalty charges in the event of their making the "Zephyr" piston in their own shops.

The Singer company are also ready to discuss the same proposition. The Frontenac Motor company have signed a contract with the Wridgway company to use the "Zephyr" pistons. The Frontenac is the fastest motor car in the country, having defeated the Packard aviation motored, specially built racer as driven by Ralph De Palma.

The future of the Wridgway company is an exceedingly bright one.

DIRECTORS' MEETING

A discussion of plans for the securing of a solution of the mine cave problem and of correcting the highly exaggerated reports that have been spread broadcast concerning that problem, were the principal topics discussed at the November meeting of the board of directors of the Board of Trade, held at noon, November 14, at the Casey. It was the opinion of the directors that the time is now ripe to take up a campaign for a solution on businesslike lines.

President H. C. Hubler announced that the Surface Support committee, named early this year, the special committee of the Legislative Bureau and the committee to be named by the Civic Bureau in

November, were the three committees of the Board that had given the matter consideration and he recommended that they continue working for a solution. W. F. Vaughan, E. L. Merriman, W. E. Boileau, Marshall Keller, Attorney F. E. Donnelly and other directors took part in the discussion and all were optimistic that a solution may be had if the work is gone about in a practical, businesslike manner.

The members of the Surface Support committee are: Col. L. A. Watres, chairman; Worthington Scranton, R. E. Weeks, John H. Brooks, E. M. Clarke, J. Benj. Dimmick, E. J. Lynett, C. S. Woolworth and President Hubler and Secretary Mark K. Edgar, ex-officio members. The members of the Civic Bureau committee are: John H. Brooks, R. E. Weeks, Worthington Scranton, Mortimer B. Fuller, Steve J. McDonald and Mayor-elect Alex T. Connell, ex-officio member. The committee of the Legislative Bureau is: F. E. Donnelly, chairman; George L. Peck, Joseph Jeffrey and C. B. Little. Since the directors' meeting the Civic Bureau committee which is to handle the active negotiations with the presidents of the coal mining companies has arranged for conferences.

The directors passed a motion approving the plan of organization of the Lackawanna Trail Association and assured the hearty support and co-operation of the Board in the fight for the utilization of the thirty-three miles of abandoned right-of-way of the Lackawanna railroad north of the city as a state highway.

The Industrial Bureau was given power to act on a request from the Long Handkerchief Company, a new industry just won to the city, for reimbursement for part of its expenses in moving its machinery here. The aid will come out of the \$100,000 Industrial Promotion fund of the Board. A motion was passed appropriating \$50 to be used by Steve J. McDonald, president of the Central Labor Union, and a member of the Board, in a campaign at Buffalo to seek to win the 1918 convention of the American Federation of Labor to this city.

J. P. Fagan, real estate dealer, and A. P. Allgaier, of the Citizens' Loan company, were elected to membership on the Board.

Scranton City Builders



No Scranton man has a higher standing in the manufacturing world than Charles R. Connell, president of the Scranton Button Company and the Lackawanna Mills, two of the largest manufacturing plants of their kind in the world. A hard worker, a shrewd financier and a complete master of his business, he has won success for his companies and their products going all over the world, add to the fame of Scranton.

Mr. Connell was born on September 22, 1864, the son of the late Congressman William Connell. He attended public and private schools here and completed his studies at Williston Seminary in Easthampton, Mass. Since 1888 he has been in charge of the Lackawanna Mills, one of the world's biggest underwear factories, and of the Scranton Button Company, that turns out countless buttons daily and that is a leader in the manufacture of composition articles used in the electric and other industries. These two mills employ close to 2,000 persons all of whom regard Mr. Connell as the ideal employer, fair at all times and a true friend. Big war orders have been turned out in record time at the Lackawanna Mills and the Button Company is now at work on a tremendous order for phonograph records.

For years Mr. Connell has been the host of his army of employes at annual excursions that are numbered among the most enjoyable social events here, and he has also been a leader in the installing of safety devices at his mills.

World travel is one of his hobbies and when he finds leisure nothing delights him more than to take a trip to far away places. Only recently he returned from an extensive tour of South and Central America. In addition to his duties at the mills, he is a director of the Third National bank, the South Side bank and United Button Company of New York. He is a member of the Masonic bodies, the Scranton Board of Trade, the Elks,

Scranton Club and the Manufacturers' Club of Philadelphia. He is a consistent Scranton booster at all times and the type of man a Board of Trade needs to make it successful.



William McClave is one of the pioneer members of the Scranton Board of Trade, who has done much to help in the upbuilding of Scranton and whose inventive genius has been a factor in the success of the coal industry in that he invented and perfected grates and blowers that made possible the burning of the smaller sizes of coal that up to comparatively recent years were regarded as waste. He is the head of the McClave-Brooks Company, manufacturers of grates, blowers, mechanical stokers and other devices used in the best burning of coal, and this company is one of Scranton's principal industries. His first patent was granted in 1877 and was for the Dockash grate, which he later sold to the Scranton Stove Works. Since then he has taken out more than eighty patents.

Mr. McClave was born in Scotland, February 7, 1844, but was reared in the United States, having been brought to this country at the age of two years, the family settling at Boonton, N. J. After six years they took up their residence in Scranton, where Mr. McClave was educated in the public schools. He went to work for W. G. Doud and Company, learning the tinsmith trade and became an expert in that line. Later he established a hardware and stove business in Pittston and was highly successful.

He relinquished the business after inventing the Dockash grate and went to work with the Scranton Stove Works as a salesman. After three years he sold the invention and devoted his time to the invention of means for more effectually consuming the buckwheat and smaller sizes of coal. The result was the McClave Grate and Argand Steam Blower,

which has proved of great value. Mr. McClave years ago became associated with the late Reese G. Brooks in the marketing of his patents and for a time they had a factory in West Scranton.

In 1902 work was started on the present plant of the company on the Diamond Flats, which covers eight acres and is one of the busiest work places in the city. Mr. McClave answered Lincoln's call for volunteers at the commencement of the Civil War and in 1862 re-enlisted with Company K, Fifteenth Pennsylvania Volunteers. He served under McClellan in the Peninsular campaign, but because of exposure contracted typhoid fever and was honorably discharged. He is a member of the Board of Trade, the Engineers' Club, Lieutenant Ezra S. Griffin Post, 139, G. A. R., the Fifty-Second Regiment Association and the Masonic bodies.



Major C. H. Pond is one of the veteran members of the Scranton Board of Trade, whose advice and assistance have been among the factors that tended to the great success enjoyed by the Board for years past. Of the type of man who realizes that with the upbuilding of a city all its peoples benefit, he has never failed to answer the call of the Board when there was work to be done for a greater Scranton. For many years he has been one of the city's prominent manufacturers and in all respects a city builder.

Major Pond was born in Southington, Conn., December 15, 1847, and is of the eighth generation of a famous New England family whose members were among the earliest settlers of Connecticut. Educated in the public schools and at Lewis Academy in his native town he spent his early manhood in learning the iron manufacturing business and was in 1874 junior member of the firm of Taylor, Mitchell and Pond, of Massillon, O., manufacturers of "T" rails. After five years there

he returned to Southington, where he was connected with J. B. Savage, manufacturer of forgings and in 1887 that business was moved here because of greater advantages in the way of fuel and shipping facilities, and was incorporated under the name of the Scranton Forging Company.

The factory was equipped with the most modern appliances and machinery and from the start was a success. Under the first organization Mr. Savage was president and Major Pond, secretary and manager, but in 1890 Major Pond succeeded to the presidency and has since been at the head of the company, which is one of Scranton's most flourishing industries. Major Pond is also interested financially in other corporations here and has served as director in a number of them. He is also a member of the Green Ridge Club and the New England Society of Northeastern Pennsylvania, of which he is an ex-president.



It would be hard indeed to find a man who has given more unselfish service to Scranton than B. Moses, member of the City Planning Commission, and of Civic Bureau of the Board of Trade.

Imbued with civic patriotism of the highest type, and never happier than when accomplishing something for the benefit and beautifying of the city, he gives practically all his time to the work of the Planning Commission and finds his reward in accomplishment. The office pays no salary.

Mr. Moses is one of the pioneer merchants of the city and for the past few years has been retired. He came here in 1874 from New York and built up a big wholesale furnishing goods business. Ever since making the city his home he has been a real Scranton booster and was always to be found working for city betterment. When the City Planning Commission was organized, six years ago, he was the first appointee and as a member of the commission he found opportunity to do his best work for the city.

It was Mr. Moses who launched the project for the public comfort station on court house square and he worked indefatigably for that improvement until it was built at a cost of \$25,000. He also fought for the comfort stations at Providence Square and Nay Aug Park, and was instrumental in the securing of appropriations for them from the city council. Many of the other benefits secured by the commission were initiated by Mr. Moses and he gave much time to the work of securing them, backed, of course, in all the work by the other members of the commission. One of his first victories was the compelling of merchants on Penn avenue to remove show cases and packing cases from the sidewalks. He was one of the leaders, too, in the work of the commission in having a number of grade crossings in this city eliminated and in having flagmen placed at other crossings.

An ardent advocate of more and better parks he has made a study of park systems here and evolved a plan for extending the city's principal breathing spot, Nay Aug Park. Part of that plan required that Col. L. A. Watres give to the city a thirty-acre strip of land adjoining the park and Mr. Moses was recently informed by Colonel Watres that the land would be donated. The land stretches for 1,000 feet along Elmhurst boulevard east of the present park lines.

Mr. Moses also campaigned before council for the first \$25,000 the city appropriated for playgrounds and was one of the foremost leaders in the playgrounds movement here. He also worked with other members of the commission for the establishment of building lines throughout the city and that campaign bore good fruit. Deeply interested in the work of the Planning Commission here and in other cities, he has attended the national conventions of those commissions for the past five years. These conventions were held in Chicago, Toronto, Detroit, New York and Kansas City.

All this work Mr. Moses has done without charge to the city and in fact he has been put to much personal expense in doing it. There are few men indeed, who will do so much out of love for their home city.



Among the names that stand out prominently in the business life of Scranton is that of F. L. Crane, fur dealer, who since 1866, has been one of the prominent figures in the city's business life. A business

man who has kept pace with the times and whose store is always up-to-date, he is one of the men who has brought honor and credit to the business history of the city, a merchant who has built up his business by fair dealing and courteous service as well as by meeting the needs and demands of his patrons.

Mr. Crane has been a member of the Board of Trade for many years and his advice and counsel and willingness to work for the city have been of great value to the Board and to the city.

Born in Pharsalia, Chenango County, New York, in 1846 he went to Norwich, N. Y., at the age of twelve years and in 1866 he came to Scranton and entered the wholesale and retail hat store of his brother. It was in that year that Scranton was incorporated as a city. The year following the Board of Trade was organized. Mr. Crane's brother early added furs to his stock and the store prospered, becoming one of the foremost merchandising places of the young city, a position it has always maintained.

In 1872 Mr. Crane became a partner in the business and in 1877 he became sole owner. He specialized in furs and occupies a high place in that branch of the country's business. His store is a Scranton institution where the people know things are as represented and that honest dealing is the principle on which the whole business evolves. As a city booster few men are more earnest than Mr. Crane. And it may be said that few men in the country have a broader or better knowledge of the fur business than Mr. Crane.

It's lots easier for trouble to find your address than it is for good luck.

When a man falls in love he only occasionally lands on his feet.

Board of Trade Activities

Official Reports of Trade Bureaus

Members' Council

E. L. MERRIMAN, Chairman

The meeting of the Members Council, held November 28, in the Board rooms, proved one of the most interesting meetings of the month, and one in which many matters of importance to the city were brought up and discussed. Dr. L. M. Gates presided in the absence of E. L. Merriman, chairman, and there was a large attendance.

President H. C. Hubler, of the Board, brought before the meeting several matters that had been discussed at a meeting of the board of directors held just before the Members Council went into session. He reported that the directors had passed a resolution exempting from dues Board members who are in the United States service in the war and another resolution directing the secretary to purchase a service flag for the Board.

President Hubler asked the Council for suggestions on a request that thought be given to the feasibility of a plan for advertising that would counteract the evil effect of the exaggerated cave stories that have been published in out-of-town papers, and also the feasibility of some method whereby the Board would promise reimbursement for cave damage to any industry brought here. He explained that while only one industrial plant has been damaged by caves, and the Board has reimbursed those damages, people outside the city have been led to believe that our factories and public buildings are being swallowed up. He advised a plan whereby outsiders may be told the truth about conditions here and the exaggerations pointed out to them.

John Scheuer, Jr., D. J. Thomas, Attorney Leslie H. Simons, Dr. L. M. Gates and others favored such a plan, Tudor R. Williams, Thomas Palmer and others opposed a motion along that line. Mr. Palmer suggested that a solution should first be worked out, as Dayton, Ohio, has worked out its flood solution, and then that fact be spread broadcast. It seemed the concensus of opinion, how-

ever, that since exaggeration of cave conditions has done Scranton great harm, steps should be taken to counteract such exaggeration.

R. N. La Bar declared that Scranton papers should cease publishing cave stories and he said many of these stories are grossly exaggerated right her at home. Dr. L. M. Gates pointed out that Scranton men who are paid correspondents of out-of-town papers, sent out gross exaggerations of cave stories and he related several actual instances of those exaggerations. Mr. La Bar said, if such were the fact, the correspondents should be accorded the treatment given the I. W. W.'s in the West.

Dr. D. W. Evans urged that everybody work for a solution of the problem. Dan J. Reese talked along the same lines.

The Council referred the matter of a plan for counter publicity and indemnity against caves to the directors.

Mr. Hubler asked for suggestions on the matter of the city taking over that part of Elmhurst boulevard that is in the city limits. The question was referred to the Traffic Bureau.

A suggestion that Board members be furnished with plates telling of their membership and dies for their stationery was referred to the Publicity Bureau. At the request of Dan J. Reese, Secretary Mark K. Edgar reported on the progress being made for the securing of the abandoned right-of-way of the Lackawanna Railroad north of the city as a state highway to be called the Lackawanna Trail. The Lackawanna Trail Association, on which the Board is represented, is handling that project.

Civic Bureau

JOHN H. BROOKS, Chairman
E. S. WILLIAMS, Vice-Chairman
A. B. WARMAN, R. M. GOLDSMITH,
O. ED. CAREY,
Executive Committee Members.

John H. Brooks, chairman of the Civic Bureau, at the monthly meeting held November 20 in the Board rooms, announced the committee of the Bureau that

is to work for a solution of the mine cave problem. Mr. Brooks said that conferences with the presidents of the coal companies mining here had already been informally arranged, the dates to be fixed after the naming of the committee. This committee will handle the negotiations for a solution and will report back to the Bureau. Later its report will go before the other mine cave committees and the whole Board and perhaps before other organizations and the people. The members of the committee, which is a strong and representative body are:

Mr. Brooks, of Brooks & Co., bankers; R. E. Weeks, president of the International Textbook Company; Worthington Scranton, president of the Scranton Gas and Water Company; Mortimer B. Fuller, president of the International Salt Company; Stephen J. McDonald, president of the Scranton Central Labor Union, and Mayor-Elect Alex T. Connell, ex-officio member. Immediately after the meeting Mr. Brooks wrote to the coal company presidents to arrange a date for the conference and it will be held in the very near future. Much good is expected to come out of the work of this committee.

On a motion by George W. Clarke, of Clarke Bros., the Bureau decided to give its heartiest endorsement to the sale of Red Cross stamps during the holiday season. Half the proceeds of the sale of these stamps goes to the West Mountain Sanitarium.

Mr. Clarke also brought up the proposition of the exchange by the city of property it owns along the West Lackawanna avenue viaduct for lands adjoining Nay Aug park, and suggested that since there has been a movement for the widening of West Lackawanna avenue under way for some time, and the viaduct is already too narrow to conform to the proposed widening, that it would be a good thing for the city, before it parts with its viaduct property, to reserve enough land along the northerly side of the viaduct to permit the widening. He pointed out that if the land is exchanged now, the city would have to pay a big price to get

it back in the future. A committee of three, consisting of Mr. Clarke, W. B. Layton and H. W. Kingsbury, was named to take the matter up with the city councils.

There was a discussion of a proposition to combine the appeals of our local charities into one campaign, the proceeds to be distributed on some fair and equitable basis to be agreed upon before the campaign. It was pointed out that the local charities are sadly in need of funds. This question was discussed also at the September meeting and it was then decided to ask the Lackawanna County Public Safety Committee to take it up. No report having been received from that committee a motion prevailed that the Charities Endorsement Committee of the Board of Trade consider the proposition and have power to call a meeting of representatives of the charitable institutions and to determine the advisability of putting the idea into effect.

Mr. Brooks was elected to the nominating committee that is to nominate candidates for the presidency and three vice-presidencies of the Board.

Retail Merchants' Bureau

J. S. McANULTY, Chairman
EDWARD M. CLARKE, Vice-Chairman
A. N. KRAMEE, MORGAN THOMAS,
WILLIAM F. SHEAN,
 Executive Committee Members.
MISS MARY I. CARROLL and MISS ELLA
A. HAWKS, Executive Secretaries

Through the initiative of the Retail Merchants' Bureau, Scranton's central city streets have been handsomely decorated for the Christmas season, fifteen blocks in the main business section being festooned with evergreen and brilliantly lighted. Already these decorations have given the city a holiday air and are being deeply appreciated by the people.

A. Newman, of the Bee Hive Jewelry company, was the chairman of the committee that arranged for the decorations, each merchant paying his pro rata according to frontage of his store. Mr. Newman, Oscar Kleeman, of the Household Outfitting Company, and Secretary Mark K. Edgar, secured the necessary permits for the decorations from the city council

and the work was bulked into a main contract to get the best prices.

The Bureau had a rousing meeting on Thursday, November 15, at noon in the Crystal ball room of the Casey, where the members of the Commercial Association joined in the session. In the absence of the chairman, J. S. McNulty, from the city, W. F. Shean, member of the executive committee, presided. Mr. Shean spoke briefly of the amalgamation of the Retail Merchants' Protective Association and the Bureau and of the bright prospects held out of successful co-operation of all the merchants of the city in the advancement of the mercantile interests of the community.

Mr. Newman, chairman of the committee on street decorations, told of the work being done by that committee. The members discussed the "Shop Early" movement and it was announced that the newspapers were co-operating in the campaign. All merchants were requested to begin at once the insertion of "Shop Early" slogans in their advertising.

The secretary reported that he has been endeavoring to secure from the secretary of the commonwealth in Harrisburg an opinion on the act of June 28, 1917, requiring the registration of firms and individuals doing business under assumed or fictitious titles or names. Local merchants have brought up the question as to whether this act applies to all such firms or to those that began business after the passage of the act. As soon as word is received from Harrisburg the Board will assist members in the matter of reporting and complying with the act.

A motion prevailed that the Traffic Bureau assist in getting better train service from suburban towns for the holidays.

The secretary read a circular letter from E. L. Howe, chairman of the National Retail Dry Goods Association, in which members were informed that they are not liable for the three per cent. war tax on jewelry, musical instruments, athletic goods, cameras, perfumes and other toilet articles, etc., and that the law intends this tax to be paid by manufacturers. After a discussion a motion was passed whereby the members would only pay this tax under protest if it was in-

voiced to them. Secretary Edgar spoke briefly on "The Relation of the Merchant to His City and County," and his remarks were roundly applauded by the members. A motion also prevailed that the directors of the Board give the Bureau authority to obtain the services of a special agent, provided the funds realized from the sale of the credit rating service of the Bureau are sufficient to warrant the additional expense.

The credit rating system, which is in charge of Miss Mary I. Carroll and Miss Ella A. Hawks, had a very busy month, giving out thousands of ratings to merchant members. The system has proved a decidedly valuable addition to the work of the Board.

Industrial Bureau

R. E. WEEKS, Chairman
WORTHINGTON SCRANTON,
 Vice-Chairman
J. A. LANSING, C. C. FERBER,
L. H. CONKLIN,
 Executive Committee Members.
F. J. HOFFMAN, Executive Secretary.

November was a month of great accomplishment for the Industrial Bureau, the winning of two substantial industries for Scranton being part of its work for the month. F. J. Hoffman, executive secretary of the Bureau, also reports that there are a number of other industries that have been interested in Scranton as a location and that he expects to be able to announce their decision to come here in the near future.

Reports on the two industries won in November and on some of the prospective industries were made at the monthly meeting of the Bureau held November 21 in the Board rooms and attended by more than forty members. Ralph E. Weeks, bureau chairman, presided.

The Long Handkerchief Company, of which Col. Arthur Long, for years head of the Jonas Long's Sons department store here, is an official, is one of the new industries. This company has factories in New York and Passaic, N. J., and has leased the Keller-Dunham piano factory building on Washington avenue for a long term. It will make high grade handkerchiefs and will give employment to 200 boys and girls at good wages and

about thirty men. It will be operating in the very near future, all the arrangements for starting operations having been completed and the machinery shipped here immediately after the deal was closed. To help defray the cost of moving the plant here the Board will pay from its Industrial Promotion Fund five per cent. of the company's payroll for the first year, the amount not to exceed \$4,000.

The National Carbon Company was the other industry won during the month. This company, which has main offices in New York and Cleveland and a number of plants throughout the country, will build a plant here for the extraction of carbon from coal. It has leased land near the Scranton Electric Company plant, but will likely purchase a good size parcel of land in the near future for a permanent home. The company will employ about fifty men and will be the biggest individual user of electricity in the city, its engines being of 4,000 horsepower and requiring 3,000 kilowatts of electricity an hour.

At the monthly meeting R. N. La Bar was elected to the nominating committee of the Board that is to place in nomination candidates for the presidency and three vice-presidencies of the Board. H. G. Dunham, B. Heinz, John L. Broadbent and other members urged the need of diversified industries for the city. There was a discussion on the amount of female labor available in Scranton and it was brought out that there is plenty of help when wages are attractive.

Mr. Hoffman has prepared a map showing the location of the various industries in the city and has collected much valuable data on factory sites and other information helpful in the work of winning industries to the city.

The executive secretary during the month sent out to real estate men a bulletin telling the real estate needs of thirty-two industries that are interested in Scranton as a location for their plants.

He is now conducting correspondence with 216 manufacturers in various cities who have expressed an interest in Scranton. Mr. Hoffman is also issuing industrial bulletins and Bulletin No. 3 will soon be sent out. He also started listing available lands and buildings for manufacturing purposes.

Traffic Bureau

MARSHALL KELLER, Chairman
S. S. SPRUKS, Vice-Chairman
D. W. DAVIS, W. E. BRIGHT,
ZENAS ELDRID,
 Executive Committee Members.
F. J. HOFFMAN, Executive Secretary

There was a well attended meeting of the members of the Traffic Bureau at noon November 16 in the Casey. Marshall Keller, chairman of the Bureau, presided. Secretary Mark K. Edgar read a letter from W. H. Seymour, president of the Graff Furnace Company, expressing his appreciation for assistance the Board had rendered his company in negotiations with the Scranton Coal Company for the privilege of laying a switch into the plant.

The Bureau took up a request made by the Retail Merchants' Bureau that it investigate the matter of improved train service for Scranton during the holidays. The sentiment was generally expressed that the present train schedules are quite favorable under the circumstances, in so far as number of trains is concerned, but it was decided to have F. J. Hoffman, executive secretary of the Bureau, make an examination of schedules and ascertain if service would be bettered by having the running time changed. It was also decided that it is the sense of the Bureau that during the duration of the war no requests for additional trains should be made of the railroads unless the condition of the service should justify such increases beyond doubt. Mr. Hoffman reported on his work for the month and stated that a very large part of his time is now being taken by Industrial Bureau work.

During the month Mr. Hoffman recovered \$62.36 for a member on a freight bill on an auto shipped from New Orleans. The overcharge came through improper billing at the point of shipment. He also recovered \$13.20 on an overcharge on a shipment of machinery from Davenport, Ia., ascertaining in checking the freight bill that a combination local rate had been applied instead of a through freight rate.

Through the assistance of Mr. Hoffman in finding a cheaper way to ship to the South, a local concern, member of the Board, was enabled to get a good sized government contract. The government wanted material for a cantonment

and a Scranton firm and a middle West firm competed. The price of the goods was exactly the same but the freight was lower from the West. By pointing out a part rail and part water route, Mr. Hoffman was enabled to get for the local firm a rate six cents a hundred pounds cheaper than the rate from the West and the government allotted the contract here.

Following an investigation by the Bureau into the delay in handling package mail here, the delay was corrected. Heretofore a parcel shipped from Binghamton would reach Wilkes-Barre quicker than one shipped from Scranton. The Bureau is also furnishing food prices here to the Food Administration every week and last month co-operated with the Pennsylvania authorities in a rent survey of the state. It was learned that rents in Scranton have remained about stationary during the war while in some cities they have been materially increased.

Mr. Hoffman has also received Docket 36 of the Official Classification Committee, which explains freight increases proposed on a number of commodities that affect local shippers. The Bureau is also on the mailing list of the War Trade Board and is receiving the latest service on licenses for shipping and other trade regulations.

Legislative Bureau

ATTORNEY F. E. DONNELLY, Chairman
ATTORNEY W. L. HILL, Vice-Chairman.
ATTORNEY CORNELIUS COMEGYS,
JUDSON E. HARNEY,
MERTON H. WHEELER,
 Executive Committee Members.

At the regular meeting of the Legislative Bureau, held November 26 at Hotel Jermyn, Attorney George L. Peck, chairman of a special committee, read a comprehensive report of the investigations of his committee into the mine cave problem. Members declared the report one of the best they had ever heard and it was accepted unanimously, together with a resolution that the Bureau pledged itself to heartily co-operate with other committees of the Board working for a solution. The members of the special committee are: Mr. Peck, C. B. Little, Joseph Jeffrey and Attorney F. E. Donnelly, chairman of the Bureau.

The meeting was well attended and was presided over by Chairman Donnelly. There was a general discussion of the investigation the Bureau has under way into alleged abuses of the aldermanic system here and of abuses in the collection of delinquent taxes by aldermen. District Attorney George W. Maxey declared that the fault is largely with the aldermanic system and he urged that as a remedy the Bureau get behind legislation that would correct existing evils. Attorney Julius Levy also declared the fault to be with the system.

Attorney Peck told of exorbitant costs imposed on men who let their taxes become delinquent as did Attorney W. B. Landis and F. L. Scott and John T. Dunn and others. Chairman Donnelly also reported on alleged irregularities the investigation has shown and pointed out that the present system of giving delinquent taxes to aldermen to collect is keeping thousands of dollars annually out of the county treasury. Heretofore liens for taxes were filed at a fee of \$2 a lien. Under the new system there is no lien but the alderman imposes even greater costs and the city or county do not benefit.

It was decided that pending a completion of the investigation under way, no action be taken.

A. J. Casey was elected to the nominating committee that will nominate candidates for the presidency and three vice-presidencies of the Board.

Publicity, Conventions and Tourists' Bureau

W. E. BOILEAU, Chairman.
W. F. VAUGHAN, Vice-Chairman.
W. J. PATTISON, JOHN G. REES,
G. LYNN SUMNER,
Executive Committee Members.
JAMES S. GIBBONS, Executive Secretary.

A well attended meeting of the Publicity, Conventions and Tourists Bureau of the Scranton Board of Trade was held at noon, November 27, at Hotel Casey, W. E. Boileau, chairman of the Bureau, presiding.

W. J. Pattison, member of the executive committee, was elected to the committee that will nominate candidates for the presidency and three vice-presidencies

of the Board. Mr. Boileau reported that he had discussed with E. M. Rine, vice-president of the Lackawanna railroad, the good that might be accomplished for the city if the railroad company erected a good sized Scranton sign at the local station, and that Mr. Rine had agreed to give the matter consideration.

John G. Rees, member of the executive committee, reported that within a short time food conservation posters will be sent here by the National Poster Advertising Association and will be put up without cost to the Board or to the city. Mr. Rees during the month secured the insertion in the bulletin of the association of a front page picture of the Second Liberty Loan poster on court house square. He also suggested that the secretary of the Board, Mark K. Edgar, get in touch with the Navy League for permission to use the board on the square for a food poster.

Secretary Edgar reported that as a result of requests by a Bureau committee, \$2,000 had been included in the city budget for 1918 for street signs.

James S. Gibbons, executive secretary for the Bureau, reported that in the month since the last meeting, the local newspapers had given 1,100 inches of space to news stories of the Board of Trade and its activities. For the past several weeks the Philadelphia Press has been using a weekly industrial story of Scranton about a half column in length. He also sent out weekly stories to 100 newspapers and articles to various trade and civic papers.

It was decided that the next meeting of the Bureau be held at Hotel Holland, of which Harry T. Madden, member of the Bureau, is proprietor.

During the month the Publicity, Conventions and Tourists Bureau has devoted a great deal of time to the work of co-operating with the Lackawanna Trail Association in securing the utilization of the abandoned right-of-way of the Lackawanna railroad north of the city as a state highway. At the October meeting the Bureau decided to make the fight for the Trail its principal campaign, and a committee representing the Bureau visited W. H. Truesdale, president of the Lackawanna Railroad, to ascertain the attitude of the road towards the project.

The Bureau also called the meeting of representatives of other organizations at which the Trail Association was formed and in every way possible is co-operating in the efforts to have the state turn the abandoned roadbed into a state highway.

Trade Extension Bureau

DAVID SPRUKS, Chairman
W. E. BITTENBENDER, Vice-Chairman
B. B. MEGARGEE, J. W. HOWARTH,
ADOLPH MARCUS,
Executive Committee Members.

Declaring that one of the first things to be done in securing an extension of Scranton trade should be the educating of our merchants to patronize home jobbers and wholesalers, Adolph Marcus made a motion at the meeting of the Trade Extension Bureau in the Jermyn on November 23 that the members of the body visit the other Bureaus on their meeting days to extend the buy-at-home propaganda to our merchants as well as our people. The motion was passed and a committee will be named to visit the other bureaus and generally advocate the extension of the buy-at-home movement.

The meeting was well attended and was presided over by David Spruks, chairman of the Bureau. In order to prevent confusion as to meeting places it was decided that in the future all monthly meetings be held at the Jermyn instead of alternating between the Casey and Jermyn.

C. W. Matthews was elected to the committee that is to nominate candidates for the presidency and three vice-presidents of the Board, and a motion was passed directing the secretary to insert in the notices of the December meeting that on that day the Bureau will place in nomination four candidates for seats on the directorate of the Board, two of whom will be elected by the entire membership at the January meeting.

The question of Bureau representation at the Foreign Trade Council to be held in Cincinnati, February 8 and 9, 1918, was referred to the directors of the Board without recommendation.

Much importance was laid on Mr. Marcus' motion providing for the more general education of our people and merchants in the buy-at-home movement as a means of trade extension and good re-

sults are looked for from this campaign. The Trade Extension Bureau is giving a good deal of thought and work to its part of the Board's activities and big things are promised for the Bureau in the near future.

Rural Bureau

GEORGE F. HOWER, Chairman
H. A. SMITH, Vice-Chairman
FRANK A. KAISER, SETH SHOEMAKER,
G. W. BEEMER,
 Executive Committee Members.

Preliminary discussion of a proposed plan for the bringing together of the Lackawanna County Farm Bureau and the Rural Bureau of the Trade Board, took up the greater part of the time of the monthly bureau meeting held November 22 at Hotel Casey. Frank A. Kaiser, of the executive committee, presided in the absence of Chairman George W. Hower.

The Farm Bureau was secured several years ago, largely through the efforts of the Board of Trade and for a year had quarters in the Board rooms. Recently it has had offices in the Board of Trade building. Since the work of both organizations is largely similar it was suggested by Secretary Mark K. Edgar that better results could be had if they were combined. Such a plan would save office rent for the Farm Bureau by giving it quarters in the Board rooms. Boyd D. Gilbert, executive for the Farm Bureau and one of the best men in his line in the country, would, of course, continue at the head of the merged organizations and the Farm Bureau would maintain its identity and membership the same as the Retail Merchants' Association did after it was merged with the Retail Merchants' Bureau of the Board. F. A. Kaiser, who is a member of both bodies, was named a committee of one to handle the preliminary negotiations.

Seth W. Shoemaker, of the executive committee of the Bureau, was elected to the nominating committee that will in December place in nomination candidates for the presidency and three vice-presidencies of the Board.

Stanley Manness made a suggestion that the Bureau give some thought to a plan for reducing the cost of corn and other feeds by a centralized buying. No action was taken. Dr. D. W. Evans offered a suggestion that the Bureau investigate the marketing of calves for food, saying that many high bred male calves are slaughtered while if they were raised for two years they would be of high value for food and breeding.

It was also suggested that the Bureau consider the passing of an anti-dog law so as to permit the raising of sheep in this part of the state. No better sheep land can be found anywhere, but the dogs rip the throats of sheep wherever they are raised.

Advertising Club Activities

In a recent address before the war council of the United States Chamber of Commerce at Atlantic City, Lord Northcliffe, head of the British War Mission, said: "During war, every business is war business and there is no falling off of business because of the very fact that war makes business."

These are truths we have known all along, but many of us are not taking the fullest advantage, perhaps some of us are not taking any advantage of these conditions to help all business—it is not helping business to eternally boost the selling price, it does not help business to tack a way profit on goods that were bought before the war and it is not helping business to make a profit on the war tax. A closer realization of business methods and practice, a broad curtailment of useless methods will help business in war as well as in peace times.

The Scranton Club has recently held a number of largely attended, enthusiastic meetings, some of which have been addressed by prominent speakers; as one man, the club has signified its desire to stand back of the club members who form a part

of the "Lackawanna Trail" movement and they will use their time as well as their influence in bringing about this greatly needed improvement. The work of the local vigilance committee is thorough and meets the approval of most all business men since it tends to elevate and better the business of all.

The Scranton merchants are alive to their own best interests and gladly seek the co-operation of the club in matters pertaining to advertising.

A word of caution is not amiss in this article since it may help some merchant who has overlooked perhaps, the other side of his advertising copy. A certain Chicago grocer was lately fined in the Municipal Court because sugar was advertised at 4 cents a pound and the customer was required to purchase other groceries in order to get the sugar; the advertising did not mention that requirement.

A Municipal Court judge in Des Moines has just fined a retail store for having advertised exaggerated values at deeply cut prices; it was proved by experts that the garments in question were

never worth the values claimed and had never sold for the former prices stated in their advertising.

Too much care can not be exercised in the preparation of advertising copy since good advertising makes for better and sounder business, besides no business can afford to have the finger of untruthfulness pointed at it by a general buying public.

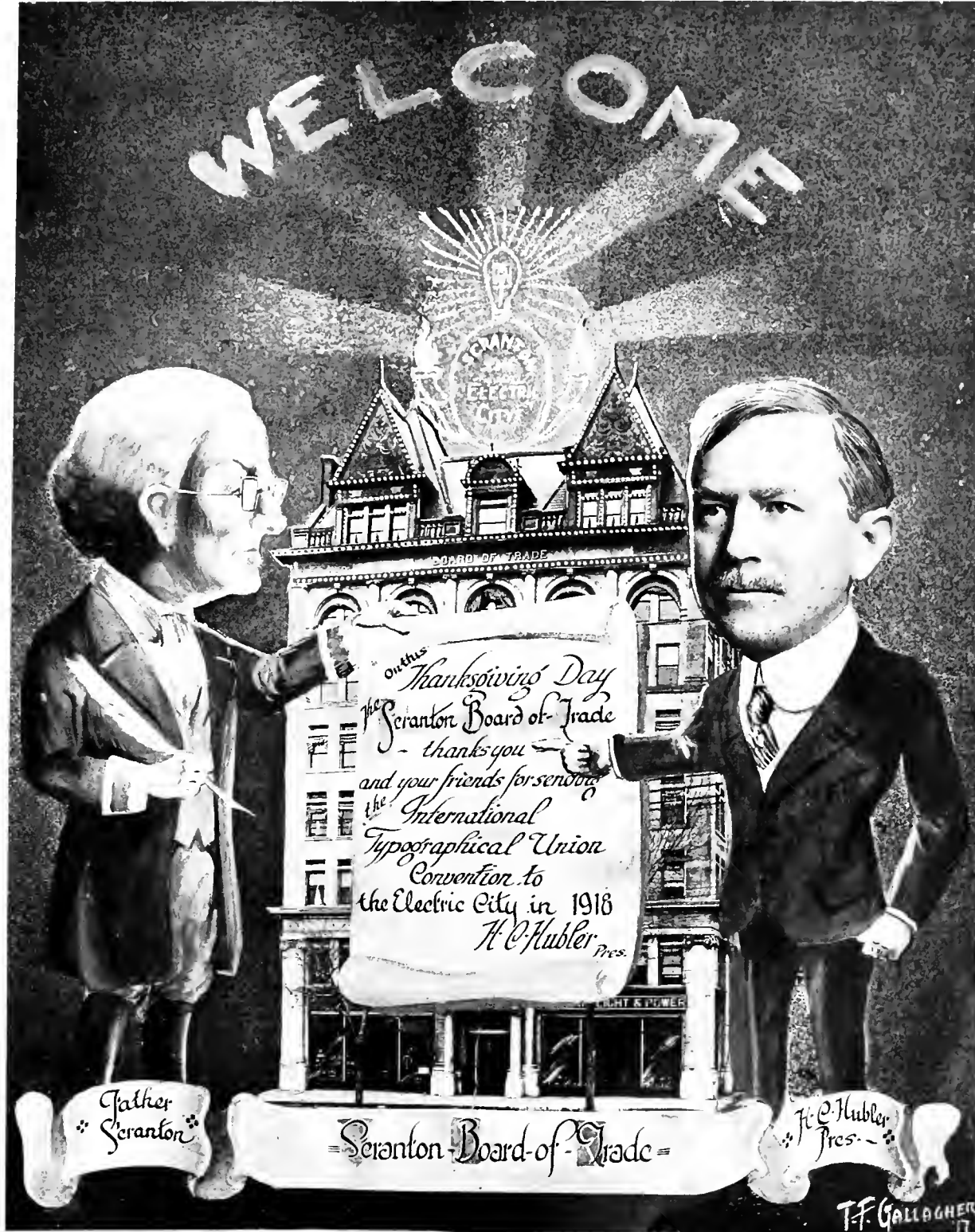
GEORGE G. MARR,
 Vice-President

Link Belt Company's big subscription to second Liberty Loan, made by the employes of the principal plants of the Link-Belt Company and by the company itself, amounted to \$269,000.00, divided as follows:

Indianapolis Plant	\$104,300.00
Philadelphia Plant	71,300.00
Chicago Plant	61,100.00
Link-Belt Company	32,300.00
	<hr/>
	\$269,000.00

Never stretch the truth too far—it might recoil and knock you out.

These Cards Went to Every Printers' Local Union in the Country



Scranton printers in booming their 1918 convention to be held here sent out postcards of which the above is a replica, to their local unions in all parts of the country. The Board of Trade financially aided the Printers in their fight for this convention.

WHAT CAN I DO FOR SCRANTON?

The question is personal. In the aggregate of our citizenship, it is the views of the city itself. Also civic efforts react upon the citizen. A city's prosperity, prestige, destiny, depend on the individual initiative. The more of this quality that is possessed by a community, the greater will be the material progress of that community. After his home, a citizen's first thought should be of the City or Community in which he lives. A city, after all, is but a cluster of homes and all its business flows homeward. And as the home is dependent upon the prosperity and permanency of the city, it is just as logical and quite as necessary he should ask each day: "What Can I do for the City in which I live?"

There is much that every citizen can do for Scranton. In the first place, and most important, he can give some portion of his time, energy and money for the promotion of organizations that have for their object the furtherance of the common good.

Every citizen of Scranton should make Scranton's business his business. If it is the regular business of a man in Scranton to sell merchandise to his fellowmen in Scranton, it is also his business to assist in making Scranton a larger city and a better city in which to live. It is an organized effort that the progress of a city gains more from their citizenship in their Board of Trade, their merchants and manufacturers. It is in the Board of Trade properly and effectively organized, as Scranton is, that the citizen gets his answer to his question, "What Can I Do For My City?"

MAN-POWER IN BOARD OF TRADE WORK.

Military technic demands men in large numbers and demands that they be organized.

A few men, or many men unorganized, in a big undertaking minimize the value of each individual.

The more men organized, the stronger the impact; the larger the group that wants something, the more likely they are to get it.

In other words, organization together with numbers, produce the *maximum man-power*.

An army must have every available fighting and defensive device procurable—the lack of any one may defeat it.

So, in business—

Membership in the Board of Trade may not achieve success for a business man or his community any more than the artillery working alone can assure victory in warfare.

But—it will go far toward making the winning of that success easier, quicker, more economical.

You—manufacturers, jobbers, retailers, real estate operators and owners, builders, investors, professional men who are doing business in your community—*increase the man-power of the Board of Trade*, and in so doing, enhance your own value to *yourself* and *your business*.

WORTHY RECOGNITION.

In the current issue of American Education, one of the leading educational journals of the country, there appears an excellent article on "The American School in the Present War," from the pen of Dr. S. E. Weber, superintendent of the Scranton School District. In the article Dr. Weber calls attention to the work that has been done here in educating and Americanizing the children of foreign born residents, pointing out that thirty different nationalities constitute our civic population and that the parents of more than half of our school children are foreign born.

In answering the question, "What can the school do in the present crisis?" the article says in part:

"The teacher at work is perhaps the greatest single force in American life. America's is a unique destiny. What institution is to be the common instrumentality to accomplish such a destiny unless it be the public school? Or, who is to teach us to know and to observe the ideals of a common democracy if it be not the teacher in the public school?"

"The school has been entrusted by the state to build up and to maintain its unity. The unanimity with which our people have responded to the draft has

filled monarchies with amazement and has furnished ample proof that we have succeeded in dedicating the great mass of our people to our common traditions.

"To maintain those traditions we must make further inroads upon illiteracy, ignorance, prejudice, selfishness, and race hatred. These results are not achieved by passing resolutions or prating on the streets about patriotism, but by quiet example and helpful instruction. I believe with all my heart that our country is fighting for the right in this conflict. The fight must go on until the right is triumphant. We can be truly patriotic by standing ready to do what the government asks of us, to make every sacrifice necessary to accomplish the task to which we have committed ourselves."

CARELESS SHIPPERS CAUSE CONFUSION.

Transportation companies throughout the country are daily sending to their "On Hand" departments, shipments consisting of castings, metal bars, pieces of machinery, etc., because of such shipments being astray and carrying no marks, it being customary for shippers to mark such goods by means of a tag which is easily destroyed or becomes detached.

The express companies advise that numerous pieces of shafting, agricultural implements and manufactures of metal generally, are deprived of their marks because of the insecure way in which they are tagged, and these companies are earnestly endeavoring to get shippers to mark such shipments so the marks will remain on the packages until they arrive at destination.

Any business man would be astounded if he were shown the "On Hand" department of any of the large transportation companies and given an opportunity to see what great economic loss results from carelessness in this respect. Thousands of packages are daily on hand either because of improper marks, no marks, or having two or more marks on the packages. Not long ago in the "On Hand" offices of one company in the city of New York, there was a daily average of 34,000 packages because of the inability of the company to deliver. A large percentage of

these were not marked at all.

Many complaints of poor service result from this negligence on the part of the shipper. If the loss arising from this source could be eliminated, the service would be better and it is probable that the carriers could earn more money and charge less for their service. If shippers would only bear in mind that this loss eventually falls on them or their customers, they would appreciate the necessity for being more careful. Now is the time of all times for shippers to see that goods are marked properly. Transportation service is necessarily slow on account of congestion and any confusion added by reason of poor marking and packing has the effect of throwing the monkey wrench in the transportation machine.

BOX CAR PATRIOTISM

Load Me Quickly
Load Me Beyond Capacity
Unload Me At Once

HELP WIN THE WAR

PERSONAL SERVICE.

The real secret of success of any commercial organization is Personal Service. The man who merely joins the Board of Trade and pays his dues, is not the man who is contributing most to the organization's best interests.

In these days, the aim of the commercial organization has risen above the mere thought of benefiting a few members of the community to that of real civic and community interest, the development of the citizens and the community as a whole. The commercial organization must begin its city building with the individual. This means Personal Service. "Help Others" should be the motto, and in doing this, you will develop the highest type of Personal Service.

If we could get the thought firmly fixed in our minds—Get Acquainted with Your Neighbor, You Might Like Him—the result of personal service in commercial organization work would be much more easily secured.

It is also necessary and important in this respect to get the young men of the

community interested in this work. They should be given every inducement to become active members of the organization, as it is upon them that the responsibilities of promoting and bettering the life of the community will soon fall. This can be done to a large extent by the subscribers of plural memberships. If you have a number of memberships in your organization, and have three or four left after designating the men in your own employ whom you wish to represent you, what better use could you make of such memberships than by giving them to several deserving young men, who may not at the present time be financially able to take a membership of their own, but who would make and become good, active members of the organization. In this way you will secure the personal service of good, active young men, that you would not otherwise secure, and at the same time, develop these men for the responsibility which will, in the future, be theirs.

It is better far to be run down by a chauffeur than by an evil tongue.

E. S. Jones, Jr., Pres. and Gen'l Mgr.

Wm. R. Williams, Treas.

R. D. Jones, Secretary

WASHBURN, WILLIAMS & CO.

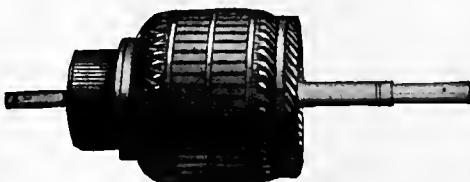
Wholesale and Retail Lumber Dealers
Cabinet and Architectural Woodwork

Manufacturers of Show Cases, Store Fixtures, Sash, Doors, Blinds, Mouldings,
Veneered Doors and Hardwood Interior Finish

Yards and Mills, Meridian Street

SCRANTON, PA.

PROMPT SERVICE



REASONABLE PRICES

**Ball Bearing
Electric Motors**

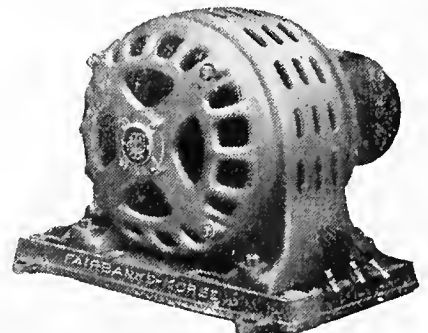
Require Attention Only Three
or Four Times a Year
BULLETIN AND PRICES ON REQUEST

We Rewind and Repair
ELECTRIC MOTORS
Any Size. Any Type.

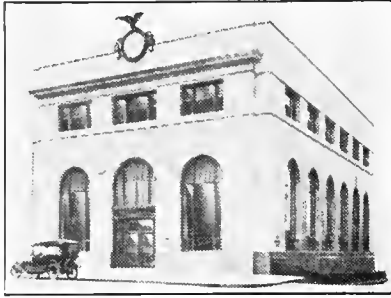
G. M. JONES

916 N. Washington Ave., Scranton
Prompt Service. Reasonable Prices.

HIGH EFFICIENCY



LONG LIFE



Money-Maker-- or Money-Saver?

If you belong to either class this is the Bank for you! Our thousands of pleased depositors are sufficient proof that dollars planted here grow rapidly.

The personality behind our service is largely responsible for the uninterrupted success of this Bank during its career of almost 55 years.

We would like you to do business with us—how about it?

First National Bank
Scranton, Pa.

E. STRUBI

E. GLOOR

GLOOR & STRUBI Embroidery Co.

Embroideries of All Kinds

FACTORY: 537 ORCHARD STREET
SCRANTON, PENNA.

SCRANTON'S ONLY Exclusive Hat Store

STUART HATS, \$2 and Better
STETSON HATS. \$5

Stuart's
HAT SHOP

409 SPRUCE STREET SCRANTON, PA.

Residence, 910 Robinson St.

Both Telephones

Storage and Draying

George W. Brown

MOTOR TRUCKS WILL REDUCE
YOUR HAULING EXPENSE

Office: Lackawanna Avenue and Cliff Street,
SCRANTON, PA.

Sall Mountain Co.

MANUFACTURERS OF

Asphalt Roofings and Shingles
Asbestos Materials of All Kinds

Office and Factory

CLIFF STREET

SCRANTON, PA.

LINK-BELT COAL STORAGE SYSTEMS



Handle coal from barge or car, store it, reclaim and ship, or deliver to bunkers. We have designed many successful coal storage plants for large and small capacities.

Write for Bulletin
No. 264.

LINK-BELT COMPANY

Philadelphia Chicago
Indianapolis

CONRAD'S HATS AND MEN'S FURNISHINGS

126 WYOMING AVE.

Arrow Collars and Shirts

OUR SPECIALTY



Wm. F. Forster D. F. Shook Jas. D. Evans

Established 1888 Telephone 196

WE PUT THE SURE IN INSURANCE

ALL KINDS

Room 5-6 Burr Building, SCRANTON, PA.

The Scranton Railway Company

"Get the Safety Habit"

Marshall-Boyd Co.

314-316 Adams Ave.

**STEAM HEATED GARAGE
STORAGE**

DAY AND NIGHT SERVICE

**GATES HALF SOLE TIRES
HARDMAN TIRES**

HOLLIER 6 and 8 CYL. CARS

Let Us Get Your Tires Ready for Spring

LITTLE GIANT TRUCKS

The Greatest
Educational
Institution in the
World



The I. C. S.--Universal University

Many cities, ancient and modern, have drawn large numbers of students from distant places and remote lands by the fame of their educational institutions. Athens and Alexandria, Padua and Bologna, Wittenberg and Vienna, Paris and Geneva, Oxford and Cambridge, Edinburg and Glasgow, Boston and New York have been the gathering places of the world's seekers after knowledge. Their universities have welcomed all who sought the feet of their renowned teachers and lecturers.

But great and honorable as may have been the fame that facilities for education brought to those cities, Scranton has a still greater claim to the world's notice and esteem. For, instead of drawing to our midst the few who could pay for the privileges of education, Scranton has sent instruction to multitudes who could not afford to seek it. Every day for the past twenty-five years Scranton has been radiating knowledge in an ever-widening circle, until there is now hardly a spot on earth, however remote, into which its ministry of instruction and inspiration has not penetrated.

The International Correspondence Schools reach out to every part of the globe—to the veldts and forests of Africa, to the plains and towns of Australia, to the walled cities and quaint villages of China and Japan, to the jungles and hills of India and the strange islands of Malaysia, in fact, into every latitude and longitude. Scranton should indeed be proud of the institution that has made the name of this city famous and honored among people who had never heard of Pennsylvania and hardly of the United States.

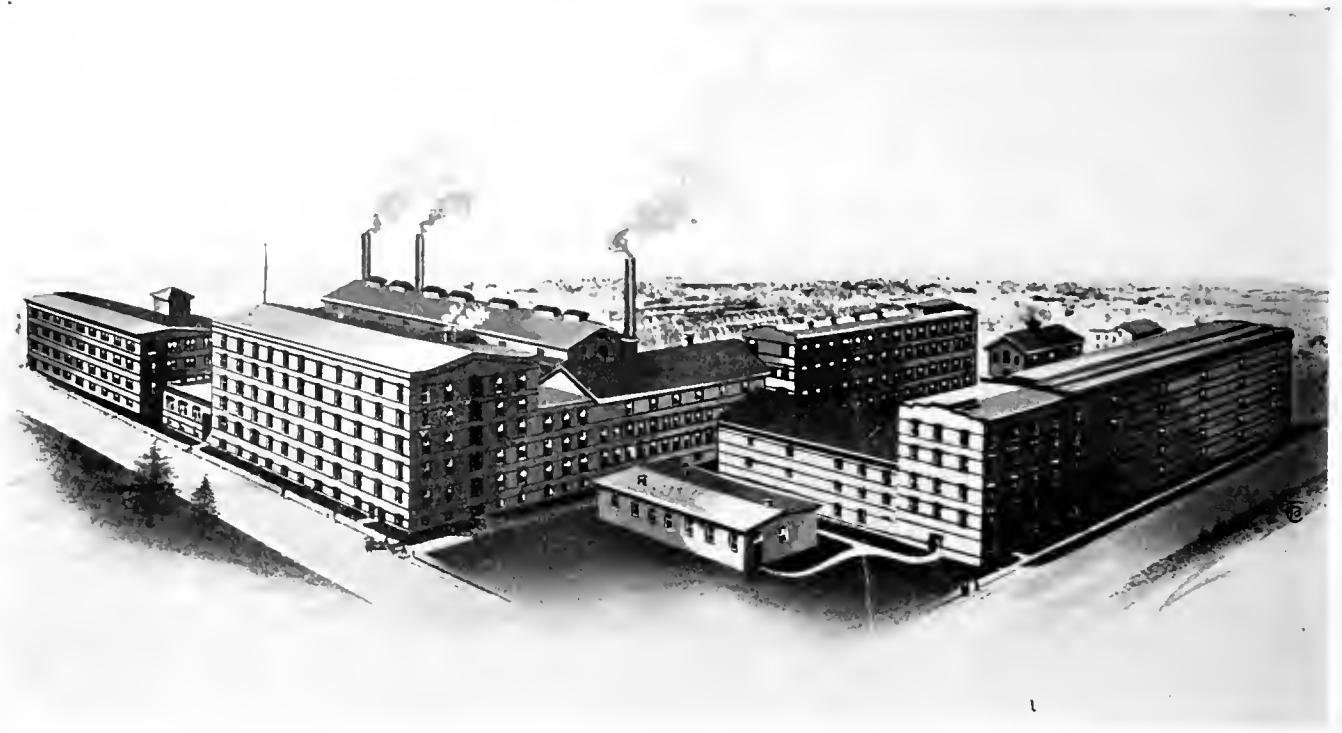
What the I. C. S. have meant and will still mean in the future to hundreds of thousands and millions of men, no imagination can ever picture. We have heard of many cases in which men have been lifted by their teaching from penury to affluence, from obscure drudgery to honor and influence. Indirectly they have had a phenomenal social power in making men able to create a new and healthier and happier environment for their families. We believe that to uncounted multitudes they have been a Magna Charta, a Declaration of Independence and a Gospel of Hope all in one. Without discrimination, with no regard to social or racial or religious distinctions, the I. C. S. stand with outstretched hands offering to every one just what every one wants—a chance to do something bigger and better in life.—An Editorial in the SCRANTON REPUBLICAN.

Visitors Welcome—Hours: 9 to 11 a. m.; 2 to 4 p. m.

Administration Building, 434 Wyoming Ave.

Instruction Building, Ash St. and Wyoming Ave.

Two of Scranton's Great Industries



THE LACKAWANNA MILLS

CHAS. R. CONNELL, PRESIDENT AND TREASURER

E. G. CONNER, VICE-PRESIDENT

BERNARD L. CONNELL, SECRETARY AND ASST. TREASURER

JAS. ELLIS, SUPERINTENDENT



THE SCRANTON BUTTON COMPANY

CHAS. R. CONNELL, PRESIDENT AND TREASURER
F. C. STACKHOUSE, SECRETARY

PHILIP L. SYLVESTER, VICE-PRESIDENT
EWIN E. CONNELL, ASST. TREASURER

LOUIS G. SYLVESTER, SUPERINTENDENT

Dark Closets Made Bright As Daylight With

SAFE ELECTRIC LIGHT

Just twitch a switch and the darkest, gloomiest closet or pantry is instantly flooded with the brilliance of clean, safe, steady Electric Light. So easy to find anything you want—just like daylight. No annoyance or danger of fire, as with matches. This is but one of the hundreds of conveniences available in every electrically lighted home. You can enjoy all these advantages in your home. Why not decide today to do so? Electric Light now costs less than ever to use—it is really the cheapest illuminant, everything considered.

SCRANTON ELECTRIC COMPANY

WATCH IT GROW



Home Industries

BACKED BY

Home People, Prosper

Opportunities in our Agency Department for Live Wires

Scranton Life Insurance Company

JAMES S. McANULTY, President

Do You Want
the

Cheapest
Cleanest
Quickest

FUEL FOR COOKING

THEN BUY A

GAS RANGE

The Gas Company

115 Wyoming Ave., Scranton, Pa.

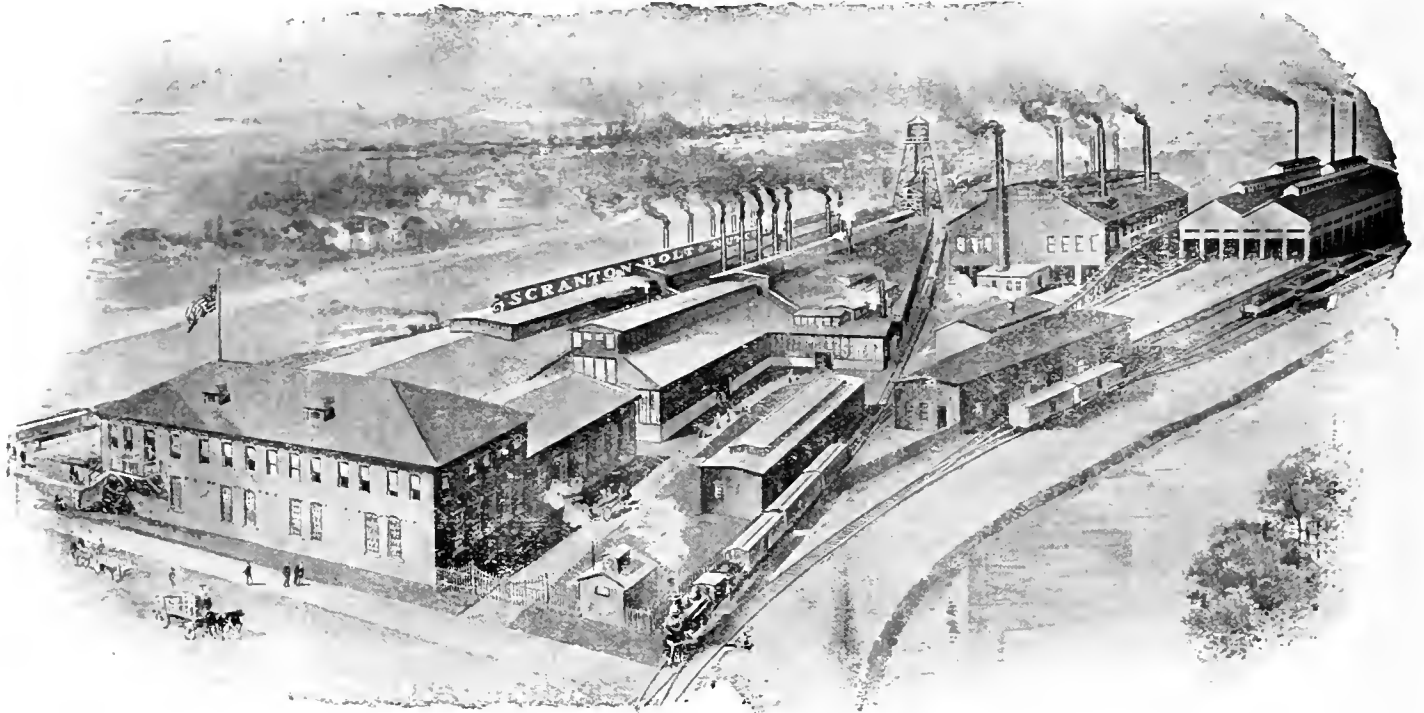
Low Prices
Easy Terms

Phone for Our Practical Man

E. M. ZEHNDER, President

C. H. ZEHNDER Vice-President

L. M. HORTON, Secretary and Treasurer



WORKS OF THE SCRANTON BOLT AND NUT CO., SCRANTON, PA.

A Modern Plant. Complete Equipment. Producing Annually 40,000 Tons of "Diamond Z" Brand Bolt, Nuts and Iron Products.

Franklin Automobiles

Salesroom and Service Station

319 N. Washington Ave., Scranton, Pa.

O. D. DeWITT

Franklin Dealer

The Scranton Pump Company

Meylert and Marion Streets

SCRANTON, PENNA.

Why telephone numbers should be given slowly, one digit at a time

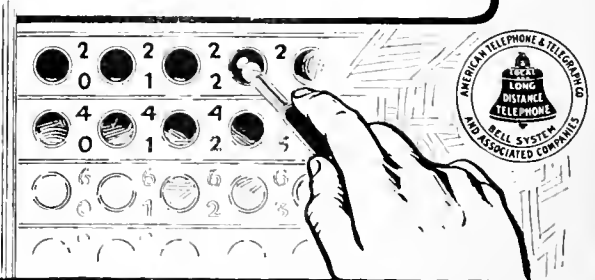
Within reach of each operator are rows of small holes called "jacks." Through these the connections are made with flexible cords, the tips of which are inserted in the "jacks" corresponding to numbers called.

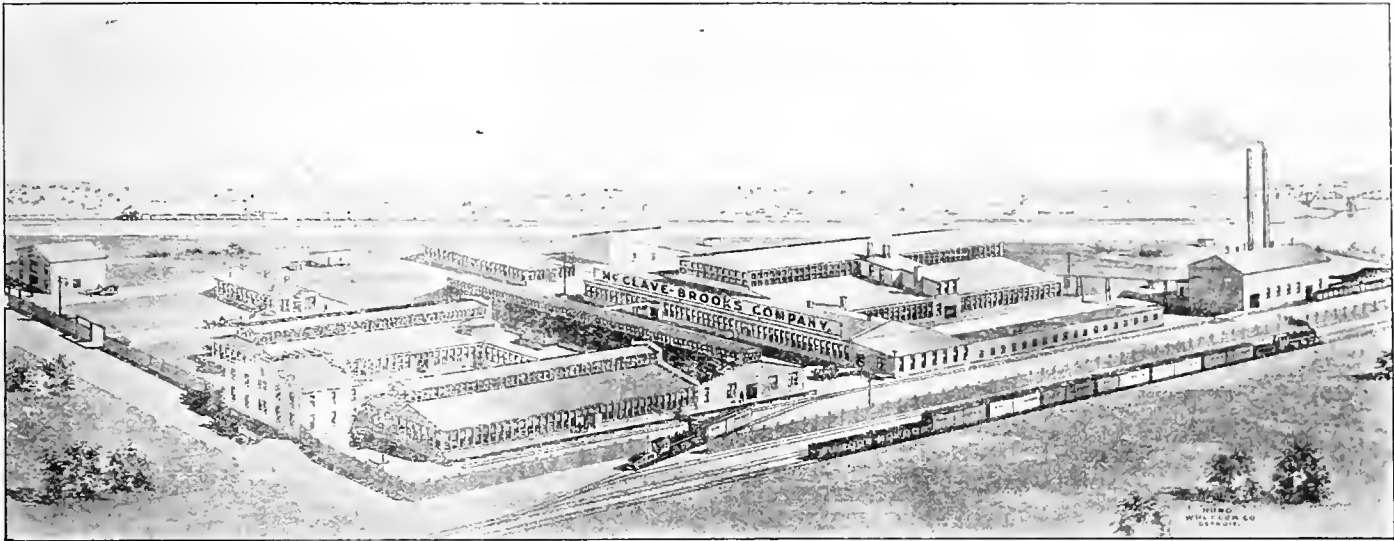
Here a connection is being made with 1-2-2-3. The operator must work with care and precision. Most important of all is that she shall understand correctly the connection desired. Numbers rattled off hurriedly are often incorrectly given.

It will help greatly if you will give the number in this way; *one-two-two-three, speaking slowly and distinctly.*

THE BELL TELEPHONE CO., OF PENNSYLVANIA

12





McClave-Brooks Company

MANUFACTURERS OF

McCLAVE'S STOKER

McCLAVE'S SHAKING, CUT OFF AND DUMPING GRATES

McCLAVE'S ARGAND STEAM BLOWERS

SCRANTON, PA.

**IS YOUR JOB
YOUR ONLY ASSET?**

If so, then what have you to fall back on if your job or your ability to hold it fails you, unless you have a savings account in the THIRD NATIONAL?

THIRD NATIONAL BANK

Temporary Quarters, 324 Lackawanna Ave., Scranton, Pa.

Organized 1872
United States Depository

Member of Federal Reserve Bank
Registrar of Stocks and Bonds

STATEMENT NOVEMBER 20, 1917.

Resources		Liabilities	
Loans	\$6,277,070.63	Capital	\$ 400,000.00
Overdrafts	51.00	Surplus (Earned).....	1,000,000.00
Premium on U. S. Bonds.....	37,762.50	Undivided Profits	144,285.68
U. S. Bonds and Other Securities.....	1,204,974.50	Circulation	393,400.00
Real Estate	180,083.55	Deposits	7,146,396.86
Due from Banks and U. S. Treasurer.....	326,385.08		
Cash in Bank and with Federal Reserve Bank.....	1,057,755.28		
	<u>\$9,084,082.54</u>		<u>\$9,084,082.54</u>

OFFICERS:

Wm. H. Peck, President

James L. Connell, Vice-President
R. A. Gregory, J. Eimer Williams, Asst. Cashiers

B. B. Hicks, Cashier

DIRECTORS:

Geo. H. Catlin
James L. Connell

Chas. R. Connell
Luther Keller
W. A. May

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Jewelers
425 Lackawanna Avenue

Anthracite Trust Co.

Scranton, Pa.

CAPITAL \$250,000

SURPLUS \$75,000



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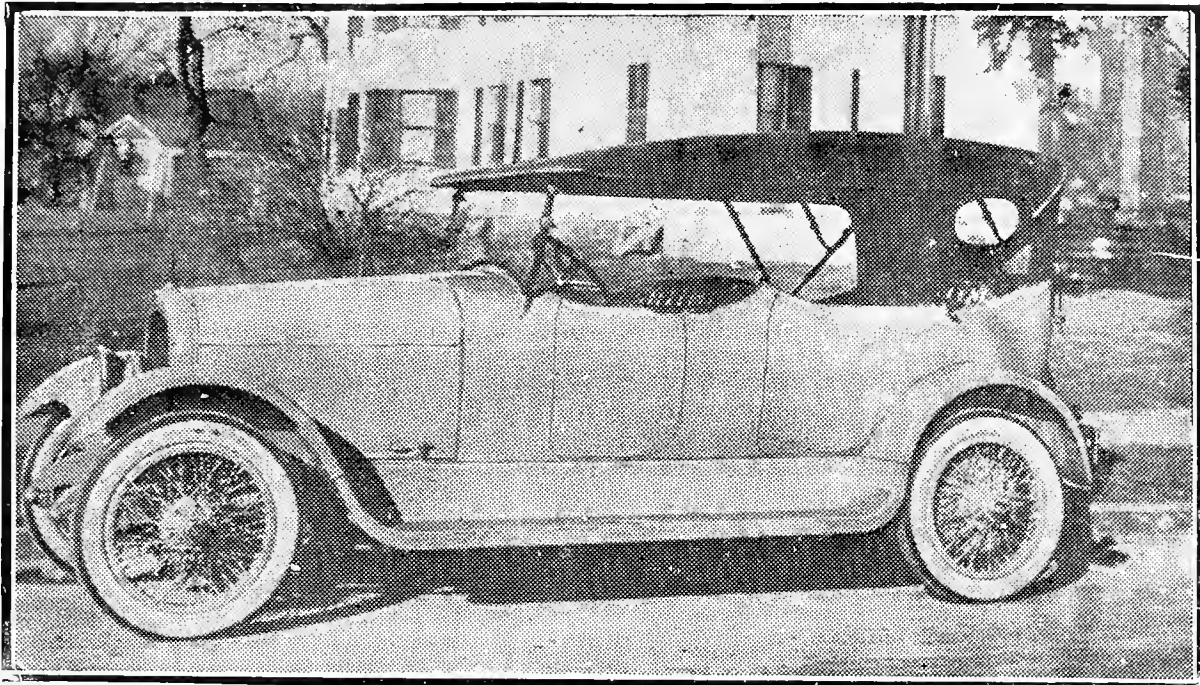
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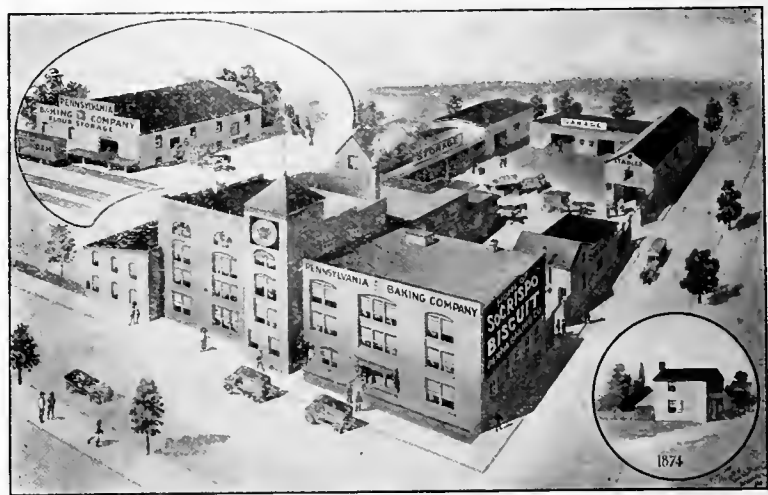
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For more than half a century I have specialized in FURS. I make up Furs in my own factory, and sell both wholesale and retail. All Furs are sold here under their true names; which protects my patrons against imitations. The knowledge I have gained during these many years of experience is at your disposal, whether you want to buy or not. Don't make your selection until you've inspected our line.

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Second Floor
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L. & W. V. R. R. CO.

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A Merry Christmas and A Happy New Year

to our Patrons and Friends

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"NEVER IDLE"

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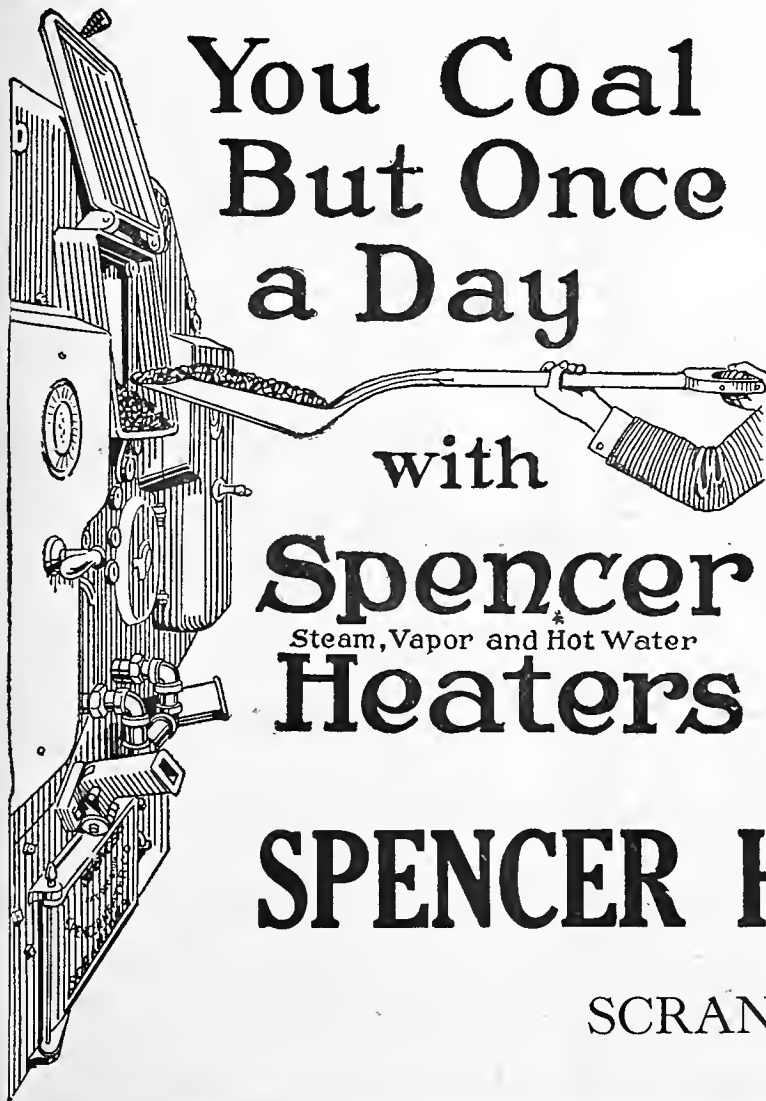
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SCRANTON, PA.

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Selects her food
With watchful care.
Though appetite
Be large or slight—
No waste on Road
of Anthracite.



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Highly Developed Railroad in the World”