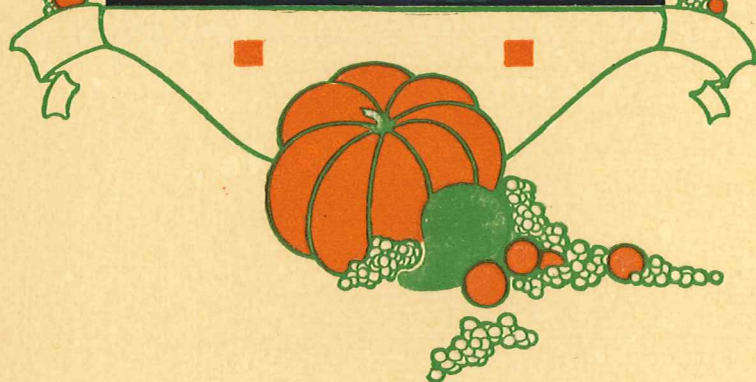


Chamber of Commerce

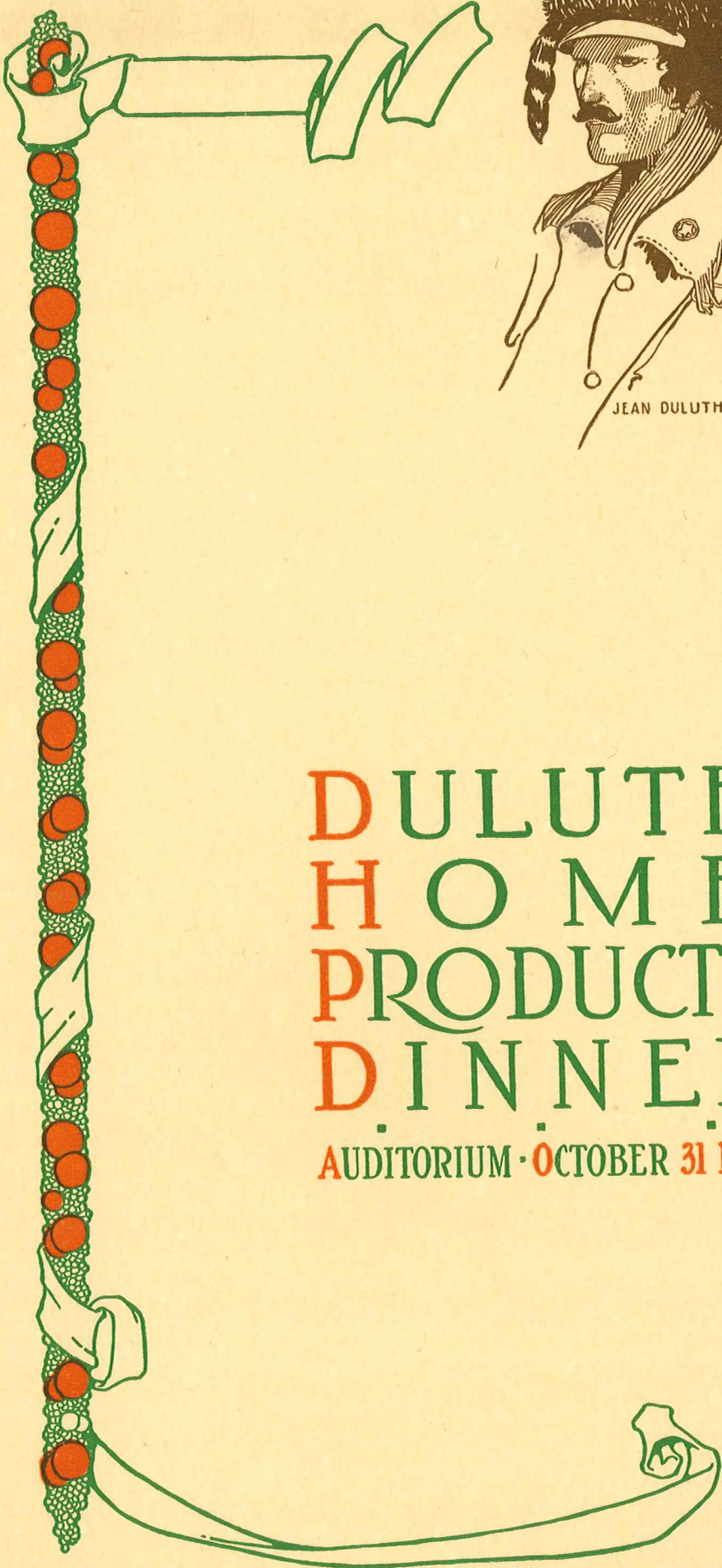
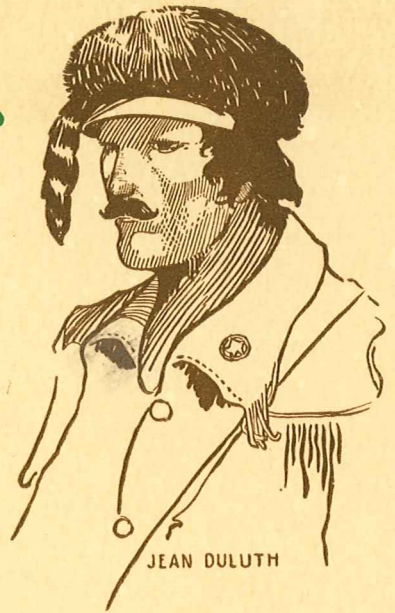


DULUTH  
H O M E  
P R O D U C T S  
D I N N E R

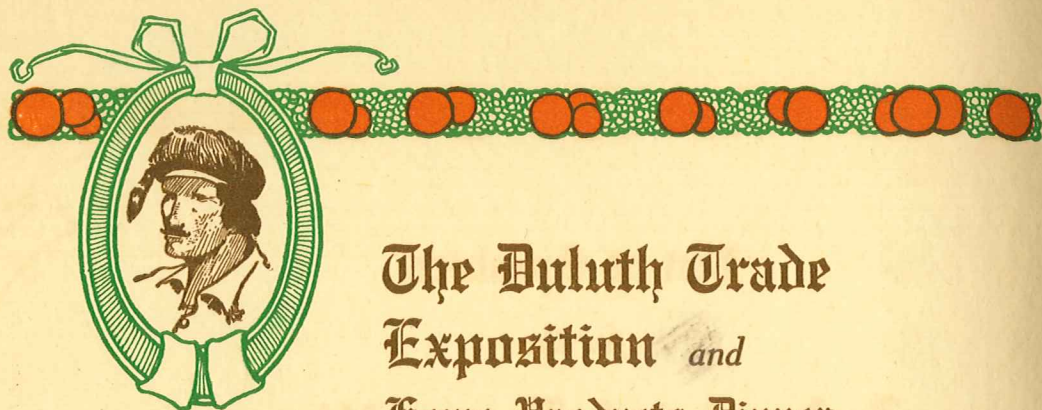
AUDITORIUM · OCTOBER 31 · 1912



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DULUTH  
HOME  
PRODUCTS  
DINNER  
AUDITORIUM · OCTOBER 31 1912



# The Duluth Trade Exposition and Home Products Dinner

**T**HIS project was conceived by the Duluth Rotary Club, financed by the Duluth Commercial Club, and heartily supported by the following committees in a united movement for a better understanding of what is produced and handled in Duluth.

E. J. FILIATRAULT, - - - DIRECTOR.  
WILLIAM F. HENRY, - - - CHAIRMAN.

## *Representing the Rotary Club*

John L. Fuller	A. H. Davis	C. H. Mackintosh
H. T. Clow		J. T. Armstead
	W. J. Allen	
George D. Lucore		C. A. Graves
George Fairley	A. J. McCulloch	G. H. Bate

## *Representing the Commercial Club*

	Alfred Hanchett	C. H. Lutes
Victor Huot	W. N. Hart	R. T. Hugo
Norton Mattocks	Harry E. Earnshaw	

## *Representing the Retail Merchants Association*

Bentley P. Neff	S. W. Hill
George A. Gray	

## *Representing the Builders' Exchange*

Frank Nixon	W. G. Zimmerman
John F. Schleunes	

## *Representing the West End Commercial Club*

Fred G. Hanson	Justin Zuger
N. E. Nelson	

## *Representing the West Duluth Commercial Club*


A. H. Macaulay

## *Entertainment, Music and B. S.*

A. F. M. Custance, Musical Doctor.  
Norton Mattocks, B. S.  
Harry E. Earnshaw, B. S.

NOTE.—B. S. means brainstorm.





List of Speakers

for the

Industrial Exposition

HOME PRODUCTS

DINNER



THURSDAY, OCT. 31, 1912

Mr. John T. Armstead, *Toastmaster*

Mr. Warren E. Green ✓

Mr. Bentley P. Neff ✓

Mr. Frank X. Gravel ✓

Mr. Wm. S. McCormick ✓

Mr. Chas. S. Mitchell ✓

Rev. Hugh A. Floyd

Mr. Julius H. Barnes ✓

Dr. B. M. Rastall ✓

Mr. B. Silberstein

Mr. T. W. Hugo ✓

Mr. C. P. Craig ✓

Mr. H. D. Final

Rev. M. S. Rice

Mr. C. A. Duncan

Mr. M. Lefkovits

Mr. R. E. Denfeld ✓

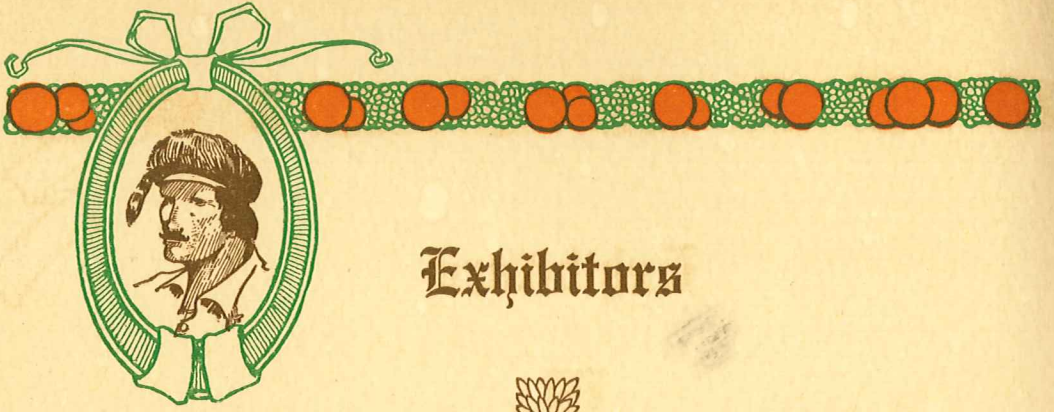
Mr. J. L. Washburn

Mr. C. A. Congdon

Mr. Chas. O. Baldwin

Mr. Howard T. Abbott

Mr. Wm. E. McEwen



## Exhibitors



Patrick-Duluth Woolen Mill                      D. M. & N. R. R. Co.

Poirier Tent & Awning Co.

Duluth Universal Milling Co.                      Caldwell Coffee Co.

Merchants Mercantile Co.

F. M. Greer    Duluth Photo-Engraving Co.

National Iron Co.

J. J. LeBorious    St. Germain Bros.

West Duluth Cement Block Work Co.

P. Johnson    Consolidated Stamp & Printing Co.

F. H. Lounsberry & Co.

Clyde Iron Works    Western Spinning Co.

Deetz & Co.

Schulze Bros. Co.    Zenith Furnace Co.

Health Department, City of Duluth

Tobin Meat Market    Mrs. G. C. Blackwood

Automatic Sanitary Trap-Nest Co.





# Exhibitors



DeWitt-Seitz Co.

Duluth Cigar Co.

Elliott & Co.

Duluth Show Case Co.

Bridgeman-Russell Co.

Fitger Brewing Co.

Burgess Electric Co.

Duluth Candy Co.

Gowan-Peyton-Congdon Co.

Beckman Fur Factory

Duluth-Edison Electric Co.

Great Northern Power Co.

O. F. Collier Press

National Candy Co.

Stone-Ordean-Wells Co.

Diamond Calk Horseshoe Co. Wright-Clarkson Mer. Co.

Duluth Brewing & Malting Co.

American Carbolite Co.

Scott-Graff Lbr. Co.

Duluth Trunk Co.

Northern Shoe Co.

F. A. Patrick & Co.

Christensen-Mendenhall-Graham Co.



Bouillon, in cups—*Armour Co.*

Hiawatha Olives  
*Stone-Ordean-Wells Co.*

Hiawatha Midgets  
*Stone-Ordean-Wells Co.*

Table-Talk Dill Pickles  
*Rust-Parker-Martin Co.*

Celery  
*G. G. Hartley*

Radishes  
*Culbertson Bros.*

Pickled Beets  
*Mrs. D. B. McDonald, Woodland*

Cold Roast Beef  
*Elliott & Co.*

Cold Tongue  
*Elliott & Co.*

Cold Boiled Ham  
*Elliott & Co.*

Scalloped Potatoes  
*John Roos and M. C. Holahan*

Baked Beans  
*By Duluth Ladies*

Combination Salad and Cold Slaw

Lettuce—*G. G. Hartley*  
Peas—*Rust-Park Extra—Rust-Parker-Martin Co.*  
Beets and Carrots—*Mrs. D. B. McDonald*

Rolls  
*Duluth Universal Flour*

Butter  
*Primus—Bridgeman-Russell Co.*





.. Menu ..



Jelly—*By Duluth Ladies*

Chilli Sauce  
Honor Brand—*Gowan-Peyton-  
Congdon Co.*

French Mustard  
Honor Brand—*Gowan-Peyton-  
Congdon Co.*

Pumpkin Pie—*By the Ladies*

Longhorn Cheese  
*Rust-Park—Rust-Parker-Martin Co.*

Coffee  
Honor Brand—*Gowan-Peyton-  
Congdon Co.*

Cigars  
*Elcora—Duluth Cigar Co.*

Matches—*Union Match Co.*

Candy  
*Duluth Candy Co.*

Wealthy Apples  
*Fitzsimmons-Palmer Co.*

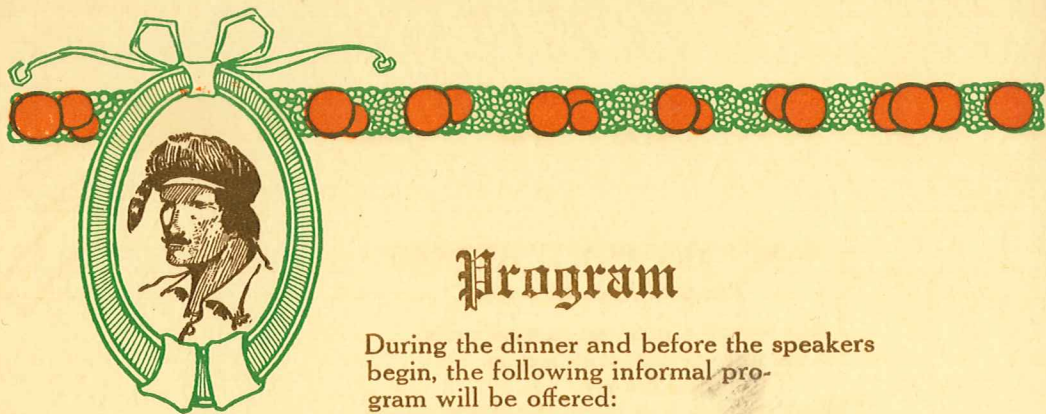
Flowers  
*Le Borious*

Napkins  
*McClellan Paper Co.*

Clarkson's Extracts  
*used in the preparation of this Dinner*

Table Decorations  
*Pumpkins filled with red apples, furnished by Culbertson Bros. and  
Fitzsimmons-Palmer Co.*





## Program

During the dinner and before the speakers begin, the following informal program will be offered:

*Selections by the*

### 3rd Regiment Band

*Under the direction of Charles Helmer*

### Scottish Rite Quartette

Don E. Cole, *1st Tenor*    C. O. Applehagen, *Baritone*  
 A. R. Burquist, *2nd Tenor*    Don G. Gearhart, *Bass*

Interspersed with the following Exposition Song-Parodies in which every one is requested to take part under the leadership of A. F. M. Custance.

*Every one else is going to sing--so you must*

#### HOW DRY I AM!

*(Repeat until exhausted.)*

How dry I am, How dry I am!  
 O, goodness knows, how dry I am!  
 I know you're dry, and so am I,  
 O Dear! O Dear! I'm awfully dry!  
 Our friends, the Pres-by-terians,  
 They never had ex-perience  
 With being dry—O heave a sigh!  
 O dear! O dear! how dry am I!

**SPASM**

**1**

#### CUDDLE UP A LITTLE CLOSER TO DULUTH.

*Tune:—"Cuddle Up a Little Closer."*

Cuddle up a little closer to Du-luth,  
 She's a dandy little cuddler—that's the truth.  
 Won't you let her be your honey?  
 If you don't she'll think it funny—  
 You'll get value for your money,  
 In Du-luth.

**SPASM**

**2**

#### QUEEN OF THE CITIES.

*Tune:—"My Bonnie."*

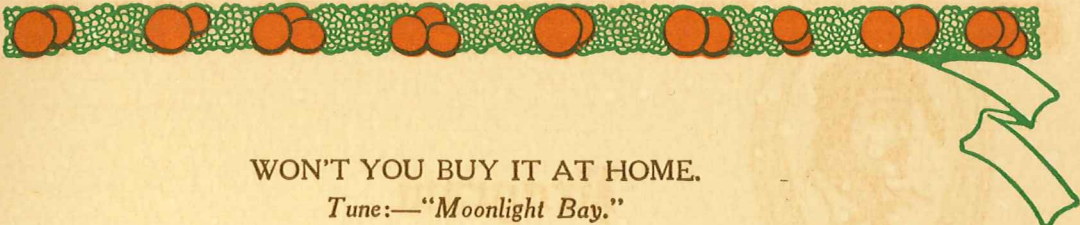
Duluth is the Queen of the Cities,  
 Duluth is the Queen of the West,  
 Duluth is the best place to trade in,  
 Just try her and she'll do the rest.

*Chorus:*

Try dear, to buy here,  
 Break off the habit to roam, to roam,  
 Please try before you die,  
 To leave part of your money at home.

**SPASM**

**3**



WON'T YOU BUY IT AT HOME.

*Tune:—"Moonlight Bay."*

I was writing a song one summer's day.

I could hear the merchants singing,

They seemed to say,

"Won't you buy it at home, oh! don't say nay.

When you

Buy your flour  
And buy your hay,  
Shirts and caps  
And machineray.

Your coats and pants  
For shorts and talls,  
Working jackets  
And overalls.

Your baking powder,  
Syrup and spice,  
Flavoring extracts  
And puffed rice.

Your harness and collars,  
Boots and shoes,  
Mackinaw jackets  
And your booze.

Your printing and plates,  
Grates and bars,  
Tents and awnings  
And cigars.

Your fine stained glass,  
Sash and doors,  
Electric fixtures  
And wooden floors.

Your iron castings,  
Wire rope,  
Structural steel  
And druggists' dope.

Your coffee beans,  
Butter and meats,  
Gro-cer-ees  
And other eats.

Your photo-grafs,  
Engravings too,  
Candy and flowers  
And clothing new.

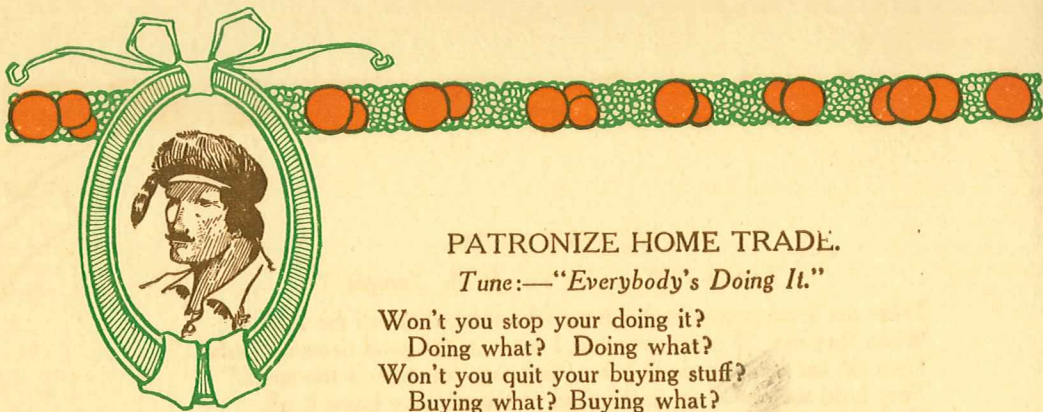
Your cornices,  
Your roofing tight,  
Show cases  
And Carbolite.

Your horse shoes,  
Rubber stamps,  
Gloves and mittens  
And woolen PANTS.

**SPASM**

**4**





PATRONIZE HOME TRADE.

*Tune:—"Everybody's Doing It."*

Won't you stop your doing it?  
 Doing what? Doing what?  
 Won't you quit your buying stuff?  
 Buying what? Buying what?

Sending for your mackinaws and shoes away from here,  
 Ordering your coffee, your cigars and lager beer,  
 Building up some other town,  
 When you make your money here  
 In the clear. Yes, my dear, Every yea-rr.

SPASM

5

Please leave outside goods alone.  
 Leaving what? Leaving what?  
 Won't you try to buy at home?  
 Buying what? Buying what?  
 Stand up clos-er in an honest fight.  
 Pat-ro-nize home trade because its right.  
 Pitch right in with all-of your might.  
 Everybody do it for home.

EVERY EXPOSITION HAS A MEANING ALL ITS OWN.

*Tune:—"Every Little Movement."*

Every exposit-ion has a mean-ing all its own.  
 This home exhibi-tion is for those who must be shown,  
 And ev'ry time you spend a nickel  
 For Du-luth goods, you help to tickle  
 Some poor dev-il who lives in Du-luth  
 Who has troub-le just like your own.

SPASM

6

STICK AROUND IN OLD DULUTH.

*Tune:—"I Want to be in Dixie."*

I'm glad to be, I'm glad to be,  
 I'm glad to be right in Du-luth  
 Where hens as well the chickens lay  
 Money in the banks for a rainy day.  
 You ought to see, you ought to see  
 That people stop their knocking Du-luth.  
 You can tell such folk they can go to—  
 H-E—Well, I hadn't better say it,  
 But I'm goin'  
 You bet I'm goin'  
 To stick around in Old Du-luth.

SPASM

7

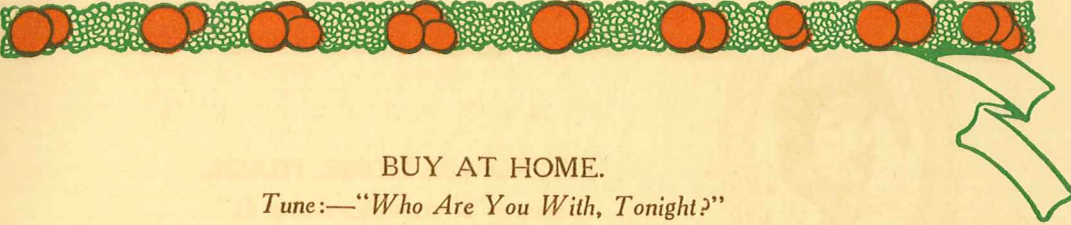
DULUTH'S YOUR MARKET, WE SAY.

*Tune:—"Yip I-Ady I-Ay."*

Duluth's your market, we say, we say,  
 Duluth's your market, we say,  
 Give her your business and get a surprise,  
 Give her a chance and she'll open your eyes.  
 Duluth's your market, we say, we say,  
 Just patronize home trade each day,  
 For we know if you should,  
 That she's bound to make good,  
 Duluth's your market, we say.

SPASM

8



BUY AT HOME.

Tune:—"Who Are You With, Tonight?"

There are some people in this town who think they tell the truth,  
When they say "I can't get what I want in the good town of Duluth."  
They do not try to trade at home, they say "the town's too small."  
They hold their head up in the skies as though they know it all.  
They shop and shop and shop and shop, and on clerks have no pity,  
But when they have a cent to spend, they go "down to the city."  
And while some selfish ones may think Duluth is mighty slow,  
You'll find the same kind everywhere, no matter where you go.  
You'll find some in the "city" think the same, to say the least,  
Who can't find just what suits them there and so go further East.  
So in Chicago, by the lake, that's ruled by men from Cork,  
You will find those who cannot buy this side of old New York.  
While in the "big town" there are those, 'tis true it should not be,  
Who cannot satisfy their whims, so they go across the sea.  
In London and in Paris, "there are others" just as well,  
I really don't know where they go, but I hope they go to —I.  
And so dear friends, let's think this o'er, let's break our little axes,  
Let's patronize our firms at home who help us pay our taxes.

Chorus:

This is the truth about Duluth,  
The city that does succeed,  
In doing things right with all her might,  
She satisfies every need.  
On her as a friend you should depend,  
To treat you square and true,  
So just leave her more of your orders,  
Buy in Duluth, please do.

SPASM

9

BUY IT IN DU-LUTH.

Tune:—"Meet Me in Dreamland."

Buy it in Du-luth, sweetheart, Patronize home, please do,  
Don't help build up outsiders, They don't help build up you.  
Trade where you earn your living, Shop where they shop with you.  
Do it for Du-luth, Big hustling Du-luth,  
Help make our dreams come true.

SPASM

10

BRING BACK GOODS MADE IN DULUTH.

Tune:—"If you Snort in Your Sleep, Don't Whistle My Name."

I can see that you are tickled,  
And you know I'm tickled too;  
For nobody knew before this show  
One-half of the things our factories do,  
And I will dare you get a hunch on  
All the goods in every booth,  
And, old top! when you go out to shop,  
Bring back goods made in Duluth.

SPASM

11

THE GOOD-TIME DULUTH, MINN.

Tune:—"The Ragtime Violin."

Buy it here, try it here,—in our Du-luth, Minn.  
Bank right on it, Paste it in your bonnet.  
—Dog-gone, you better begin  
To patronize the home folks in old Du-luth, Minn.  
Don't be slow, leave your dough,—in our Du-luth, Minn.  
She's a hummer, you can't stop a comer —  
—Buy, buy, buy, buy it in our city,  
Of our old friend, Du-luth, Minn.

SPASM

12



This Menu was arranged and designed by  
**Norton Mattocks**

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It was printed by the  
**G. H. Collier Press**

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Drawings and plates furnished by  
**Duluth Photo-Engraving Co.**

**N**OTE: No single agency has rendered more efficient, more loyal support to this exposition project than have our local papers

**The Duluth Evening Herald**  
————— *and* —————  
**The Duluth News Tribune**

which are in themselves large commercial institutions having large payrolls and contributing in the fullest measure to the upbuilding of Duluth.